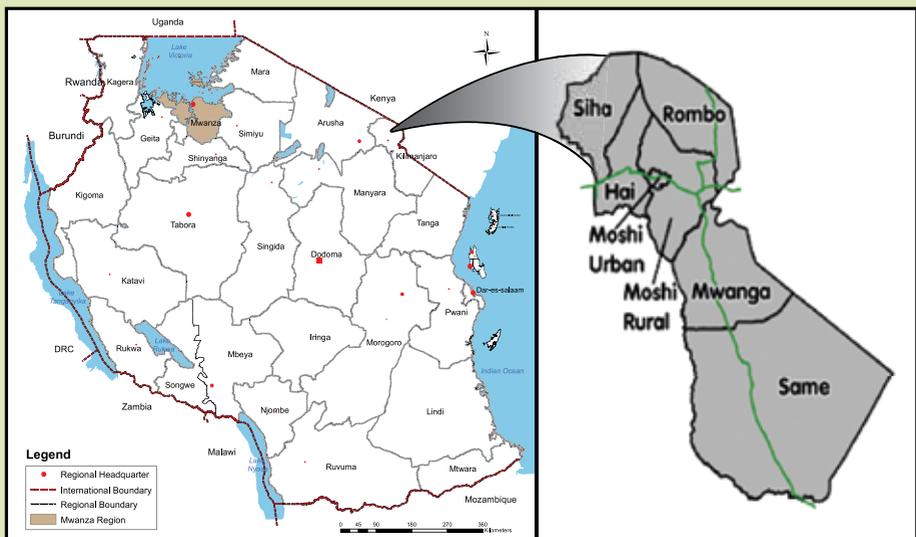


**THE UNITED REPUBLIC OF TANZANIA
THE PRESIDENT'S OFFICE REGIONAL ADMINISTRATION
AND LOCAL GOVERNMENT
KILIMANJARO REGION**



KILIMANJARO REGION INVESTMENT GUIDE



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FOREWORD



Welcome to Tanzania and to Kilimanjaro, the home of Mount Kilimanjaro. This Kilimanjaro Investment Guide is in line with the overall investment policy of Tanzania, only that it presents investment opportunities available at the regional level. It is also in line with the vision of Kilimanjaro region and aligned with National development frameworks such as the Tanzania Development Vision

2025 and the Second National Five Year Development Plan 2016-2021 (FYDP II). The guide is also meant to execute the development pathway of the region as expressed by the Kilimanjaro Regional Development and Local Government Authorities (LGAs) Development Plans.

This investment guide provides investment information to prospective local and foreign firms and individuals, and attracts them to exploit investment potentials in Kilimanjaro in order to stimulate both business and enterprise development and growth. The investment guide is also intended to enhance Kilimanjaro's competitiveness in areas where it has strengths as well as in emerging economic areas. Other objectives of the guide are to foster the 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 Kilimanjaro and of Tanzania at large.

Thus, the Kilimanjaro region government and its seven LGAs have resolved to prioritize all investment initiatives and provide political support, attractive incentives and support services to investors, who set up investment in the region. In addition, the Kilimanjaro Regional secretariat together with its LGAs of Hai, Moshi, Mwanza, Rombo, Same, Siha and Moshi Municipal

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

Apart from above, I am indebted to express my sincere gratitude to the United Nations Development Programme (UNDP) for the financial support and the Economic and Social Research Foundation (ESRF) for developing this guide. I would like to specifically acknowledge ESRF Executive Director - Dr. Tausi Mbagha Kida and her team of experts led by Mrs. Margareth Nzuki, and other team members namely: Prof. Haidari Amani; Mr. Mussa M. Martine; Mr. John Shilinde; Mr. Joseph Nyampepela Ngonyani and the Late Mr. Abdallah K. Hassan for their commitment and technical support that collectively resulted in the completion of this guide. Special thanks are due to Prof. Samuel Wangwe for devoting his time to offer a technical review. Albeit, it is difficult to mention everyone, my thanks are extended to all other individuals from the Kilimanjaro region who contributed in one way or another towards making this investment guide possible.

I take this opportunity to welcome you to invest in Kilimanjaro region and I assure you of our continued support to make your investments productive and grow for our mutual benefits.



Hon. Anna E. Mghwira
Regional Commissioner
Kilimanjaro Region, Tanzania

DISCLAIMER

This guidebook was published to assist potential investors to get essential information regarding investment opportunities available in Kilimanjaro region. The guidebook does not in any way provide exhaustive information or detailed practical instructions on how to establish businesses. The information contained in this guidebook was derived from consultations with regional and districts government officials, private sector operators, as well as public and private sector agencies. Materials in this guidebook cannot be used for defense in any legal dispute or any matters of that nature.

Kilimanjaro Region



PART ONE

WHY ONE SHOULD INVEST IN TANZANIA AND KILIMANJARO REGION



*Her Excellency,
Samia Suluhu Hassan,
Vice President, United Republic
of Tanzania*



*His Excellency,
Dr. John Pombe J. Magufuli,
President of the United
Republic of Tanzania*



*Hon. Majaliwa Kassim Majaliwa,
Prime Minister of
the United Republic of Tanzania*

1.1 Investment Climate in Tanzania

For the last three decades the Government of Tanzania (GOT) has generally a favourable attitude towards Foreign Direct Investment (FDI) and has scored considerable success in attracting FDI. There are no laws or regulations that limit or prohibit foreign investment, participation, or control, and firms generally do not restrict foreign participation. The government also recognizes the important role of the local private sector and enterprises in industrialization. This recognition has been emphasised in many policy documents but more so in the Second Five Year Development Plan (FYDP II). In FYDP II the government has committed itself to ensure that the local

investment climate is functional for local enterprises, supporting small and medium sized enterprises, encouraging new enterprises and attracting inward investment.

The GOT uses the World Trade Organization's (WTO) Trade-related Investment Measures (TRIMs) to encourage investments in line with national priorities, and to attract and regulate foreign investment. Trade development instruments that Tanzania has adopted include Export Processing Zones (EPZs), Investment Code and Rules, Export Development/Promotion and Export Facilitation. EPZs were established by the 2002 EPZ Act and are open to both domestic and foreign investors in particular the agribusiness, textiles and electronics sectors.

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

- (i) The Developer's Licence (for investment in infrastructure development including the construction of industrial buildings and warehouses the 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): and
- (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 IT).

The EPZA also oversees incentive packages such as exemptions from corporate tax and withholding taxes on rent, dividends and interest; remission of customs duty, value-added tax (VAT) and other taxes on raw materials and capital goods; and exemption from VAT on utilities and levies imposed by local authorities. More information can be found on

EPZA website www.epza.go.tz.

The Special Economic Zones Act of 2006 authorized the establishment of Special Economic Zones (SEZs) to encourage Greenfield investments in the light industry, agro-processing industry and agriculture. However, so far the region has no SEZ.

More specifically, the following are among the reasons why one should invest in any region of Tanzania

- 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 constitutionality and rule of law;
- Business-friendly Macro Economic stability with low inflation rates (around 5%); stable exchange rates supported by unrestricted and unconditional transferability of profits, loan repayments, emoluments, royalties, fees and charges;
- Simplified bureaucracy, streamlined through the acclaimed services of the Tanzania Investment Centre (TIC), which is a one-stop facilitation agency of government serving registered investors and businesses;
- Successful economic liberalization measures commended by both the World Bank and the International Monetary Fund (IMF) with business-supportive legislation continually being improved through genuine dialogue between government and the private sector;
- A well balanced package of incentives to investors with additional negotiated benefits to strategic investors;
- Rapidly emerging as the most effective entry point and gateway for trade into eastern, Southern and Central Africa;
- Lucrative investment opportunities in infrastructure and value adding facilities;
- Investment guarantees, and settlement of disputes; investments in Tanzania are guaranteed against political risks, nationalization and expropriation; and
- Any foreign business operating in Tanzania may obtain credit from

domestic financial institutions up to the limits established by the Bank of Tanzania; major banks like Standard Chartered Bank, ABSA, Barclays, Citibank, STANBIC, Exim Bank have invested in Tanzania.

1.2 Kilimanjaro region in a broader country context

Kilimanjaro region is part of Tanzania, and hence benefits from and depends on the investment policy and climate, including political stability and development frameworks that strategize the overall socio-economic and cultural development in the country. Since the liberalization of the economy in early 1990s the government has recognized the role of the private sector (both local and foreign) and other strategic partners as the engine for growth, poverty reduction and the driver of economic transformation. This important role of the private sector has been further emphasized in the current Second Year Development Plan (2016/17-2020/21) by recognizing that the realization of the goals and targets of the second Five Year Development Plan (FYDP II) hinges on, among others effective participation of the private sector in developing industries and enterprises that spur economic growth and create jobs.

1.3 Reasons for investing in Kilimanjaro

- The dominant physical feature is a main chain of mountains running from North-North West to South-South East with land sloping away to a minimum height of 305m above sea level on either side. The snow-capped Mount Kilimanjaro provides an endless supply of water to the lower slopes along numerous streams. Most of the rivers in this region peter out after running into the plains; Ruvu (Pangani) River and Kikuletwa River gather water from the upper streams and keep flowing even in the dry season. Both rivers join together at some point, approximately 38 kilometres south of Moshi municipality, forming a large artificial lake called Nyumba ya Mungu extending about 6 kilometres from north to south. The water discharged from the dam, forms Pangani River, which turns around and flows southward in the neighbourhood of Mkomazi at the southern tip of South Pare mountain system forming the largest water system;

-
- Kilimanjaro region is rich in natural resources. Rare tree species such as *astigmia* "Msoo" are found nowhere else in the world except in Rau Forest in Kilimanjaro region. Even the largest "Mvule" tree in the whole country (Tanzania) is again found in the Rau forest in Kilimanjaro region. Mvule tree is famous for producing hard wood mostly preferred in furniture making activities;
 - Kilimanjaro is one of the regions that are endowed with richness in terms of wildlife. The Kilimanjaro National Park is a home of high altitude wildlife and a variety of insects, Mkomazi game reserve including Lotatema and Ruvu controlled areas are very important as sanctuaries for Savannah wildlife; the majority of species found are the bovine and few carnivorous; the number of bovine out numbers the carnivorous. Aquatic wildlife is also abundant, such as crocodiles mostly found in Pangani, Nyumba ya Mungu Dam and Lake Jipe;
 - Kilimanjaro region is well connected by a network of roads which link the rural population clusters and also provides easy communication with the surrounding areas. The road density of Kilimanjaro Region is fairly developed compared with that of other parts of the country. In general, Kilimanjaro region has more tarmac roads than any other region in the country. The region also enjoys good air transport service provided through Kilimanjaro International Airport (KIA) and Moshi Airport. There are also small airstrips such as West Kilimanjaro airstrip, Same airstrip, and Mkomazi airstrip. The KIA was built mainly to cater for international flights with a view to easy tourist accessibility to the Northern Tourist Circuit. It also caters for domestic flights to various destinations in the country. The Moshi airport situated a few kilometres from Moshi Municipality mainly caters for non-commercial and charter air planes;
 - With regard to power supply, all the six districts and one Municipality are well served with hydro-electric power. The largest amount of generated electricity is consumed by medium and light industries distributed all over the region. Kilimanjaro region is one of the few regions in the country benefitting from Rural Electrification Programme (financed by JICA), which has made possible the electrification of almost all business centres in the region;

- Kilimanjaro is one of the regions in the country which is fairly endowed with plenty of surface and ground water sources. About 90% of all water schemes in the region obtain their waters from surface sources mainly from rivers, springs and surface dams and almost all water intakes in the region originate from major streams around Mount Kilimanjaro and Pare Mountains. Rombo, Moshi and Hai district councils get their water from these sources. Some parts of Same and Mwanza district councils obtain their water supply from Pare mountains. The region has several dams which are in use in different districts; the larger ones being Nyumba ya Mungu, Kalimawe, Ndungu and Jipe. Water from these dams is used for domestic purposes, fishing, industries, irrigation, and generation of electricity; and
- Other reasons for investing in Kilimanjaro region include: a growing economy with rising middle class; fertile soils, and favourable climatic conditions and closeness to the equator at high altitudes, all of which are conducive for a variety of tropical and temperate crops and dairy farming; there are improvements in the quantity and quality of both hard and soft infrastructure; labour force is not only quite young and educated, but cheap; the region has cargo connections to the EU and Middle East and; adequate health facilities, both in terms of their distribution and quality, with a referral hospital of international standards.



SOCIO-ECONOMIC PROFILE OF KILIMANJARO REGION

Kilimanjaro Region is one of Tanzania's 31 administrative regions, located on the North Eastern part of mainland Tanzania, just south of the equator (2° 25' and 4° 15' S; 36° 25' 30" and 38° 10' 45" E) and it covers an area of 13,209 square kilometres. The region is bordered to the North and East by Kenya, to the South by the Tanga Region, to the Southwest by the Manyara Region, and to the West by the Arusha Region.

It is among the smallest regions in Tanzania, which comprise six district councils and one municipal council namely Rombo district, Same district, Mwanga district, Hai district, Moshi district, Moshi municipal, and Siha district. The regional headquarters is in Moshi. According to the 2012 national census, the region had a population of 1,640,087. For 2002-2012, the region's 1.8 % average annual population growth rate was the 24th highest in the country. It was also the eighth most densely populated region with 124 people per square kilometre. The Chagga and the Pare are the two main ethnic groups found in Kilimanjaro region. The Chagga reside on the slopes of Rombo, Hai and Moshi districts while the Pares are found in the Pare mountain ranges of Mwanga and Same districts. Two smaller ethnic groups, the Wakwavi and Wakahe, are found in the lowlands of Moshi, Mwanga and Same districts. Although the region forms the smallest administrative area in Tanzania, it is highly significant to the development of the country, and has distinct biophysical and socio-economic characteristics from the rest of the country.

The region is also home to a large portion of Kilimanjaro National Park. Mount Kilimanjaro, is the highest mountain in Africa, which is also the most defining feature of Tanzania. Majority of the soils in the region are of volcanic origin, generally rich in magnesium and calcium. Climax vegetation on the



Mount Kilimanjaro

mountain is montane rain forest, degrading to woodlands and then open grasslands along the slopes. About 48.7% of the total land area is arable, 21.3% is under game reserves, 15.3% under grasslands and rangelands, 12.4% under forest reserves and 2.3% under lakes, dams and rivers. Actual land use can be divided into three zones, along the mountain gradient. The mountain peak lies between 1,800 and 5,895 metres above sea level with annual rainfall of more than 2000 mm, and includes Kilimanjaro National Park and Rau Forest Reserve with high ecological values. The Highlands Zone lies between 900 and 1,800 m above sea level, and hosts the Agro forestry based Chagga gardens that integrate trees/shrubs with food and cash crops and livestock on the same land unit. The Lowland Plains lies below 900m above sea level with rainfall of between 700 and 900 mm, and temperature of 30°C is largely used as off-site fields for annual crops such as cereals, legumes and sugar cane.

The Kilimanjaro ecosystem provides provisioning services, cultural services and supporting services (soil formation, nutrient cycling and primary production). Indeed, the region hosts about 2,500 plant species and 179 bird species, some of them endemic. The watershed is critical for

regulating hydrological flows to the Pangani River basin, which flows into the Indian Ocean. The catchment also provides drinking water, traditional small holder irrigation and power generation for the national grid. The mountain acts as major climate modifier and supports tourism industry, hosting close to 45,000 tourists annually.

2.1 Geography and Climate

The largest part of the region is mountainous, surrounded by Pare Mountains that range from the base of Mount Kilimanjaro. This zone has increasingly become, and has always been, the most densely populated – even up to an altitude of 2,400 m above sea level. Due to the steep hills, land has become very scarce in the region, and forced out-migration to other regions in Tanzania.

A smaller part of the lowlands in the west comprises of marshland, which goes along Pangani River. Contrary to the dry Maasai plains, this part of the lowlands can be cultivated. In the mountain areas farming is based on the cropping of banana, sugarcane, coffee, potatoes and yams, whereas in the lowlands the majority of the populations, including the nomadic Maasai, are cattle-keepers.

The Kilimanjaro region has typically two distinct rainfall seasons; August to October and February to April, with the driest months occurring between November and January. Rainfall decreases rapidly with increase in altitude; thus the mean precipitation is 2300 mm in the forest belt (at 1,830 m), 1300 mm at Mandara hut on the upper edge of the forest (2,740 m), 525 mm at Horombo hut in the moorland (3,718 m), and less than 200 mm at Kibo hut (4,630 m) which has desert-like conditions.

2.2 Land use:

About 48.7% of the total land area is arable, 21.3% is under game reserves, 15.3% under grasslands and rangelands, 12.4% under forest reserves and 2.3% under lakes, dams and rivers. Actual land use is however highly

influenced by three distinct agro-ecological zones based on altitude, soils and climate. The zones include the peak of Kilimanjaro Mountain (1,800 to 5,895 metres above sea level.), the Highlands (900 to 1,800 metres above sea level) and the Lowland /Plains (below 900 metres above sea level).

2.3 Agro-ecological zones:

The region may be divided into three agro-ecological zones, namely, the Lowlands (1,500 m and below); the Highlands (1,500-3000 m); and the Forest (above 3000 m). With the exception of land above 3000 m, most of the land can be used for agricultural activities. Agricultural land on the other hand can be classified into four main zones: The Coffee zone, which can grow coffee, bananas, maize, beans and dairy cattle. The Wheat zone, where the agricultural activities include Wheat, beans, maize and dairy production. The Lower zone includes areas suitable for ranching as well as areas suitable for maize, cotton, beans and paddy. The Forestry zone, accounts for 388,500 ha of forest and National park.

2.3.1 The Coffee Zone:

The zone is the typical one of the region. It is intensely cultivated with coffee and bananas in pure or mixed stands, and is very densely populated and forms the core of the region's economy. Although more than 60% of the zone gets 1,000 mm or more of rainfall annually, much of this rainfall is concentrated in the rainy season. Consequently, in the dry season those crops which are not irrigated suffer from lack of water.

2.3.2 The Wheat Zone:

This zone is located in the western part of Mt. Kilimanjaro and suitable for wheat, beans, maize and dairy, though other crops can also be grown. Often private farmers do wheat crop production on a large scale. The farms planted with wheat are located in areas with annual rainfall of 600 to 700 mm but due to year-to-year fluctuations in the rainfall, the wheat yields

are not stable. In addition to dairy farming practiced by large farmers, beef cattle and goats are grazed on natural pastures called the Maasai steppe.

2.3.3 The Lower Zone:

The lower zone borders Moshi and Hai Districts, extends South of the banana/coffee zone on the southern slopes of Mt. Kilimanjaro and borders at its southern most end with the Kikuletwa River. The landscape is generally very gentle except the area to the north of the highway connecting Arusha and Mombasa where the landscape is mildly rolling. The Rombo district lower zone on the other hand, borders with and extends to the East of the coffee zone and on the East, it borders the Republic of Kenya. The Pare district lower zone encompasses a large area of flat land that stretches to the east of the hills of north and south Pare (Mwanga and Same) and reaches up to the national border with the Republic of Kenya. Two thirds of this zone is taken up by the Mkomazi game reserve.

Depending on the location, the lower zone (Moshi and Hai districts) can accommodate a variety of agricultural activities. In the south eastern part of the lower zone where irrigation water is available, paddy, and maize are cultivated in rotation and in many cases double-cropping of paddy and maize or maize followed by maize is practiced. In Moshi district, this part is endowed with abundant subterranean water, and has many springs including Miwaleni spring which would support irrigation farming with minimum effort. The Rombo lower zone is suitable for rain fed cropping activities because it gets some rain during the long and short seasons. (Crops like finger millet, maize, beans and groundnut). Most farms in the lower zone are owned by farmers who commute from their homes in the coffee zone.

2.3.4 The forestry Zone:

The forestry zone in the district of Hai, Moshi and Rombo forms the Kilimanjaro National park. They border the coffee zone and are covered by forests. In Rombo and Hai districts, Irish potatoes and maize are grown

at the height of between 1,800 to 2,000 m above sea level in re-forested blocks. However, the forestry zone in Pare district consists of steep mountains which are poorly covered by trees.

2.4 Socio-economic context

Kilimanjaro region ranks higher than many parts of the country in terms of socio-economic indicators. According to 2017 Tanzania Human Development Report, the region's Gross Domestic Product (GDP) was Tshs 3,606,689 in 2016 and its GDP per capita was Tshs 2,123,528. In terms of income poverty, data collected by Household Budget Survey in 2012, the proportion of people living below basic needs poverty line for Tanzania Mainland is 28.8 percent; the same statistic for Kilimanjaro region is 14.3 percent. With regard to Multi Dimensional Poverty Index (MPI)¹, the proportion of poor people in Kilimanjaro region is 22, which is relatively very low compared to national average of 47.4 percent. On the other hand, with Human Development Index (HDI)² score of 0.75, Kilimanjaro region ranks at 1st position among the 26 regions of Tanzania Mainland. The average HDI score for Tanzania Mainland is 0.614.

2.5 Potential investment Areas

Agriculture (crops, livestock and fisheries) is the main economic activity contributing over 75% employment to the rural population and contributing greatly about 60% to the region's GDP. The Highland and Intermediate zones are the most are fertile, with good reliable rains and

¹ MPI is made up of three indicators with a total of ten dimensions, namely: health represented by nutrition and child mortality dimensions; education represented by expected years of schooling dimensions; living standards represented by type of cooking fuel, sanitation, availability of clean and safe water, access to electricity, type of roof and ownership of assets.

² 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 of education are expected years of schooling and school attendance, while for income GDP per capita is used as proxy for GNI per c.

moderate temperatures, and viewed as most agricultural potential areas in the region.

Crops:

The high and intermediate zones are capable of producing a variety of food and cash crops both tropical and temperate zones and are much suited for dairy farming. Irrigation farming is popular in the low land zone. River water is the main source for irrigation. Main cash crops in the region include coffee which is grown in plantations as well as by smallholders. Wheat and barley are grown in the state farms. Cardamons, sisal, cotton, sunflower and groundnuts are gaining ground for expansion. The region is a major coffee producer and its production accounts for an average of 30% to 36% of the total national coffee production. Horticulture is coming up quite well and does not use a lot of land so its potential is quite high.

Livestock:

About 15.3% of the total area of the region is under livestock farming. Despite scarcity of grazing land, livestock keeping could still be ranked second predominant economic activity after crop farming. Households living in the highlands and intermediate zones practice modern dairy farming are under zero grazing system or stall feeding whereas those in the lowlands are engaged in what may be termed as "Traditional Ranching". And most of the cattle reared under this system are mainly local zebu. The other types of livestock are evenly distributed in both zones.

Other economic activities:

Apart from agriculture, which contributes about 60% to the regional GDP, there are also various industrial and commercial activities undertaken in the region. There is high potential for dairy cattle farming in the highland and intermediate zones. Introduction of Heifer International Project has proved successful and of much benefit to peasant farmers in the region. Further expansion of this project will not only raise their incomes from more milk sales but will also positively affect development of coffee/bananas farms by increasing the level of soil fertility through manure application.

Another area of potential investment in livestock lies in strengthening of artificial insemination project. Artificial insemination is very essential in the improvement of the local breed or in multiplication of better dairy cattle. Many of the existing Artificial Insemination Centres are not functioning due to different reasons.

Feed Resources:

Farmers in Kilimanjaro areas have developed a keen interest in dairy farming. Due to land scarcity, however, feed resources are very limited. The major livestock feed resources can be grouped into natural grasslands, established pastures, crop residues, agro-industrial byproducts, and others. As most of the smallholder dairy farmers in Kilimanjaro live in the densely populated highland areas, there are hardly any areas which can be reserved for herding cattle. All the cattle in the highland areas are stall-fed and feed has to be brought in from long distances. Kilimanjaro is one of the few areas in Tanzania where established pastures do play a significant role in livestock feeding. Nearly every small dairy farmer in Kilimanjaro has at least two of the above grass species in his pasture plots. Due to scarcity of land these grasses are grown mostly in rows and terraces between the coffee and banana plants, on farmstead boundaries and along road sides.

Crop residues:

Two main crop residues are utilized as livestock feeds in Kilimanjaro. These are maize stover and bean haulms. Unlike other areas in the country where these crop residues are produced in the vicinity of livestock dwellings, in Kilimanjaro the crop residues have to be transported from the lowland areas to the highland homesteads. Transport is the main factor limiting the quantities utilized per year.

Despite availability of these feed types, there is more opportunity to produce agro-industrial by-products as animal feed. These can be divided into two main categories: the milling by-products of cereals and the by-products of oilseed industries. The milling by-products commonly used in Kilimanjaro are: maize bran, wheat pollard, wheat bran and rice husks.

The production of these cereals in the region is not sufficient to meet demand for feed production, but imports can be made from neighbouring regions of Arusha and Manyara.

Horticulture:

The horticultural industry in Tanzania is the fastest growing within the agricultural sector, recording an annual average growth of 11%. **In Tanzania, the Hai and Moshi districts of Kilimanjaro region have the biggest potential.** Besides having a good equatorial climate which allows year-round production, Moshi is a perfect location for export because of its good connections to the Jomo Kenyatta International Airport and Kilimanjaro International Airport.

2.6 Business Opportunities

Production:

For those considering investments in production related activities, opportunities are identified in the niche market for propagation of plant material and seeds taking advantage of the excellent local climate conditions in Kilimanjaro region. Vegetable and fruit production can offer interesting investment opportunities when linked to a supply chain offering sales opportunities in either the export market (neighbouring countries, Middle East and Africa), the growing local and regional retail market chains (freshly packed) or initiatives in the processing of vegetables and fruits. With a developing retail sector, a growing economy and growing population the perspectives for sale of fruits and vegetables in Tanzania as well as surrounding countries is positive.

Value addition:

The bulk of fruits and vegetables are produced by smallholders during a short period of the year. As storage and processing facilities are lacking or limited in capacity large quantities are being wasted and left to decay. Opportunities exist for food processing technologies that will increase the life cycle/shelf life of fruits and vegetables. This will include production of juices and concentrates of fruits and vegetables, drying of spices,

fruits and vegetables and preservation of fruits (avocados, banana) and vegetables (tomatoes, carrots, onions, cucumbers and cabbage). A local and regional market for processed and preserved foods is developing alongside the growth of the retail chains. Apart from the processing technology itself, additional opportunities exist for service providers including quality control, certification, testing on residue levels.

A local and regional market for processed and preserved foods is developing alongside the growth of the retail chains. Apart from the processing technology itself, additional opportunities exist for service providers including quality control, certification, testing on residue levels.

2.7 Opportunities for the supply sector

Protected horticulture:

Business opportunities in protected horticulture concentrate around improved efficiencies in energy and water usage. Climate control systems, application of screens, re-circulation of irrigation water, smart water storage systems and possibly solar energy to generate electricity are amongst the technologies with a market opportunity.

Post-harvest and logistics:

Storage, post-harvest handling and logistics are underdeveloped in the Tanzanian horticultural sector. With high post-harvest losses and reduced product quality, large business opportunities exist to supply storage, packaging and handling technology. Such technology should be simple, smart and cost effective in order to attract the interest of an increasing number of small but developing commercially oriented fruits and vegetable growers.

Training and knowledge transfer:

A substantial need for training and knowledge transfer exists. Most informants judge the knowledge and experience level of local Tanzanian graduates and students as poor. Training is not practically oriented and specialized training in the field of horticulture is inadequate given that training is offered only at Sokoine University of Agriculture (SUA) and

Horticulture Training Institute (HORTI) in Tengeru, Arusha. With a growing number of more commercially oriented vegetable and fruit growers a market for training and advisory services is emerging where growers will be willing to pay for training and crop advice that will bring direct benefits to their business. Provision of these services through a local service provider will be more cost effective.

Specific Opportunities for investment identified in Kilimanjaro Region are identified in:

- Vegetable, fruit and spice production as well as adding value by sorting, packaging and processing of fruits, vegetables and spices. For fruits and vegetables a potential to export is identified to neighbouring countries (e.g. Burundi and Rwanda), Middle East and South Asia, as well as locally to serve the emerging urban middle class;
- Opportunities for investment in export oriented horticulture and specifically the floricultural sub-sector seem limited;
- Production of flower and vegetable seed production is identified as an exemption as local climate conditions are very favourable to produce quality seeds at a competitive price;
- A large need exists for low and medium tech storage, grading, packaging and logistics solutions offering market opportunities for post-harvest handling technology suppliers. The technology should be adapted to the needs of the small and medium scale enterprises with a focus on cost effectiveness;
- Apart from post-harvest technology a market for input technology suppliers is identified in smart water using, water storage and water harvesting systems alongside crop advice on improved soil treatment and input efficient production systems; and
- For greenhouse-based production a niche market exists for innovative technology that will improve production efficiency and reduce production costs: Solar based electricity generation, water recirculation systems, screening systems to optimize the production climate and biological crop protection methods. Investment in practical training courses and adequate training facilities is needed to increase a new generation of skilled agronomists and agriculture production managers.

2.8 Main horticultural crops in Kilimanjaro region:

Kilimanjaro region together with Arusha region have so far been the **only areas in Tanzania where** export horticulture has developed. The climate and soils around Mt Kilimanjaro are favourable for floriculture and the year-round cultivation of sub-tropical and temperate vegetables. The region has developed itself into the centre of floricultural production since 1990. Since 2000, exports of floricultural products (flowers, cuttings, and seeds) gained in significance and the number of producers increased, mostly European investors with a Dutch background.

Kilimanjaro region produces a wide assortment of fruits and vegetables. The region has favourable conditions for horticultural production being located close to the equator, production locations at higher altitudes and available water resources.

Exports of Horticultural Produce

Strengths: Kilimanjaro region has favourable geographical and climatic conditions as well as good soil and water conditions which are crucial strength to the horticulture sector ensuring a year round growing season of flowers, cuttings, vegetables and horticultural seeds. This geographical concentration provides the option to build up an efficient export cluster of horticulture industry, infrastructure, related companies and support services. Labour costs for main positions at export horticulture farms (excluding manager's positions) in Tanzania are significantly lower (up to half) than those in competing East African countries like Kenya, Uganda and Zambia.

Over the past decades, the horticulture sector in Tanzania has built up quite a capable work force and is considered to be an important source of employment. It is widely considered to be a strength that the Government of Tanzania does not interfere directly into the horticulture sector while making special efforts to have political stability and to create a good investment climate.

The horticulture sector is strongly industry driven and has considerable strength with regard to the level of entrepreneurship and market orientation. Most producers adapt well to new market requirements, but also the level of diversification into related sectors like the production of horticultural seeds and vegetable oil is remarkable. The Tanzania Horticulture Association is heavily involved in horticulture sub-sector through lobbying and policy influence in the country.

Producers also have good in-house capacity on sanitary and phytosanitary standards and are able to ensure that their produce fulfil the 100% check at the importing country.

The fresh produce handling facilities at Kilimanjaro International Airport (KIA) have been upgraded enormously and are now well up to international standards for efficient handling of export products like flowers, cuttings and fresh vegetables.

2.9 Irrigation farming:

According to the Japanese Planning Team (RIDEP, Kilimanjaro 1977) 5.4% of the region's cultivated land is irrigated compared with only 4% in Tanzania as a whole. Within the region, irrigation coverage is exceptionally high in Moshi, Hai, Rombo, Mwangi and Same. This is due to the fact that these two districts (Moshi and Hai) 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.

In Kilimanjaro Region, water plays a very crucial role. Three sources of irrigation water may be considered: surface water, underground water and dams. Water resources in Moshi, Hai and Rombo districts originate primarily from rain in the mountain area and from the melting snow on the mountain slopes, forming numerous streams flowing down the mountain.

2.10 Industries/Manufacturing:

Investment in appropriate agro-based and service oriented small scale industries is greatly encouraged for job creation opportunities in the region. The existence of a network of electricity power supply in the rural areas (30.3% of all villages in the region are supplied with this form of energy) encourages the idea of further investment into appropriate industries in the region.

The manufacturing industry is growing fast and is increasingly contributing more to regional GDP. The main industry activities are mining, food manufacturing, textiles and leather, wood products, paper and paper products, chemicals and machinery. Due to land scarcity, young people are encouraged to engage themselves in small and medium industrial production: Small and medium scale industries are milling, oil mills, saw mills, metal works, milk production and malt.

2.11 Mining:

The region is endowed with minerals like gypsum, limestone, bauxite, copper, aquamarine, red garnet, pozzolana and ceramics. Some of these minerals are being extracted: 292,800 tonnes of pozzolana per year; 29,146 tonnes of bauxite per year and; 39,725 tonnes of gypsum per year. Most of these are all in very accessible locations.

2.12 Tourism:

The region has abundant tourist attractions and potentials attracting more than 45,000 foreign tourists and 2,000 local tourists per year. It is believed that if the potential sites were developed and properly managed the region can rank second to Arusha. Some of these attractions are:-



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- Mt. Kilimanjaro; the highest mountain in Africa or the Root of Africa, famous for tough mountaineering expeditions and the only mountain with snow in the tropics;
 - Kilimanjaro National Park; Covers 756 Sq. Km, famous for having wild animals like elephants;



- Wonderful hot springs;



-
- The rare forests in Kilimanjaro; conserves the rare species of trees i.e. Stigma 'Msoo'. The species is only found in this forest in the whole world.



- The Mwariko Art Gallery; famous for displays of cultural activities such as carvings and traditional dances;
- Lake Challa; attractive potential site for developing tourist resorts; and



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- Cultural tourism in most of the region's districts

Kilimanjaro is one of the regions that are endowed with richness in terms of wildlife. The Kilimanjaro National Park is a home of high altitude wildlife and a variety of insects, Mkomazi game reserve including Lotatema and Ruvu controlled areas are very important as sanctuaries for Savannah wildlife; the majority of species found are the bovine and few carnivorous; the number of bovine out numbers the carnivorous. Aquatic wildlife is also abundant, such as crocodiles mostly found in Pangani, Nyumba ya Mungu dam and Lake Jipe.

2.13 Economic Infrastructure

Comparatively, Kilimanjaro region is well connected by a network of roads which link the rural population clusters and also provides easy communication with the surrounding areas. Roads also connect Kilimanjaro with neighbouring regions of Arusha and Tanga, both of which are important market destinations. In addition, there is a reliable railway line (currently dormant) from Dar es Salaam to Moshi (Municipality of the region) via Tanga, ending up in Arusha Town. Another railway line extends from Moshi to Voi in Kenya at the border.

The region also enjoys good air service provided through Kilimanjaro International Airport (KIA), Moshi Airport, West Kilimanjaro Airstrip, Same Airstrip, and Mkomazi Airstrip. With regard to power supply, Kilimanjaro region is one of the few regions in the country benefitting from Japanese Rural Electrification Programme, which has made possible the electrification of almost all business centres in the region.

PART THREE

MAJOR/PRIORITY INVESTMENT OPPORTUNITIES IN KILIMANJARO REGION

Investment opportunities in the region emanate from the following regional characteristics/strengths:

- Strategically geographical location of the region, which is bordering Kenya (the main gate to southern and northern Sudan) and; the region part of the Tanga Rapid Development Corridor (as per the Integrated Industrial development Strategy), which include Arusha region and north-western part of Tanzania;
- The presence of Mount Kilimanjaro and its National park, Lake Challa, hot springs, all of which attract more than 45,000 tourists from all over the world;
- The region has about 300,000 hectares of good arable land and potentials for crop and livestock production, including dairy and irrigation farming;
- Many of Kilimanjaro residents are not only well educated but also have entrepreneurship skills with developmental mindset;
- Good hard and soft infrastructure that enables quick and efficient transportation systems and easy communication with other regions and neighbouring country: The hard infrastructure includes good road networks; Kilimanjaro International Airport and Moshi Airport; while soft infrastructure includes information, communication technology; education and health and all the institutions, which are required to maintain the economic, health, cultural and social standards of a country, such as the financial system; and
- Presence of minerals such as copper, gypsum, limestone, aquamarine grain, red garnet, manganese, pozzolana, bauxite and ceramic.

Below is an outline of two main categories of investment opportunities, namely, the regional flagship investment opportunities and district-level

investment opportunities. The former are large in size and scope, and are meant to utilize investment opportunities identified in all districts; the latter are district-specific investment opportunities.

3.1 The Regional Flagship Investment Opportunities

Given the investment opportunities identified by the region, six investment opportunities, namely: Industries, agriculture, tourism, health, infrastructure and education/skills development have been prioritized. Investment in these areas will substantially increase employment in the region because of their inter-linkages with other sectors and hence enable the region to increase regional GDP and per capita incomes of its residents.

3.1.1 Strategic Investment areas:

Given that there are areas of the region's economic potentials that have not been fully tapped, along with the region's strategic location with neighbouring country of Kenya, the region considers the following investment opportunities as being large and strategic for the region's development. The regional investment opportunities are those whose scale and scope transcend beyond those of the individual districts and councils which are summarized as follows:

3.1.2 Regional level Investment areas

1. International Conference Centre at Miembeni, Moshi Municipal Council

Overview of the Opportunity

Key features



- Building an International Conference Centre at Miembeni in Moshi Municipal Council (allocated 1.038 ha.).

<p>Key investment rationale</p>	<ul style="list-style-type: none"> • Moshi Municipal Council is growing, economic activities are expanding and so is the demand for International Conference Centre; • The conference centre will cater for the whole region as it is also an avenue for promoting tourism since those who attend the conference are likely to visit the tourist attractions found in the region; and • Moshi Municipal Council more specifically, and the region more generally are experiencing fast growth economy-wise and so is the demand for International Conference Centre.
<p>Support available</p>	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; • Good infrastructure which includes road networks, communication, electricity and markets; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

2. Market Estate at Lokolova in Himo to support Cereal Market in the region

<p>Overview of the Opportunity</p>	
<p>Key features</p>	<ul style="list-style-type: none"> • Construction of an international Cereal Market in a 55.2 ha land with seven zones to accommodate international investments. The zones include international services around the market; weight bridge area, parking areas, waste processing area, the cereal market main building and cereal drying and storage areas. PPP is envisaged; and • Countries to benefit from this opportunity include Tanzania, Kenya, Somalia, and Sudan

Key investment rationale	<ul style="list-style-type: none"> • Value added agro-products from investments on cereal both for domestic, regional and international markets; • The international market will; and • The international market will:- <ul style="list-style-type: none"> o Generate direct and indirect employment within and outside the region; o Increase domestic and foreign revenue; and o Reduce if not removing illegal grain trade across the Tanzania-Kenya borders.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local level; • Good infrastructure which includes road networks, communication, electricity and markets; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

3. *Building Kilimanjaro International Tourism Centre*

Overview of the Opportunity

Key features	<p>Building an international tourism multipurpose centre. The regional secretariat will enter PPP arrangements with potential investor in view of the capital intensity of this project as well as professional requirements to run such a complex project. The centre will include interrelated investments targeting tourist and other visitors:-</p> <ul style="list-style-type: none"> • Five star hotel; • Kilimanjaro International Exhibition Centre; • VIP Village; • Modern internal sports facilities; • Specialized hospitals; • Construction of science education centre; • Wildlife animal zoo; and
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	<ul style="list-style-type: none"> • Tourist observation tower for Mount Kilimanjaro and Meru.
Key investment rationale	<ul style="list-style-type: none"> • This centre which was proposed by Siha will help the promotion of tourism in the whole region in addition to providing guidance to tourists and tourism monitoring capacity by the regions and all of its districts; while it will be in Siha, the tower will serve the whole region.
Support available	<ul style="list-style-type: none"> • Land for building a multipurpose centre is 3425.99 ha out of which the Siha council has set aside 393.7 ha; 1595.28 ha will be allocated National Ranch Company (NRC) and the remaining 1279.53 ha will come from National Agricultural Food Cooperation; and • TANTRADE have shown interest to establish an International trade fair to link with the tower.

4. Construction of Super Highway from Kilimanjaro International Airport to Kilimanjaro Tower and International Tourist Centre at Siha District

Overview of the Opportunity

Key features	<ul style="list-style-type: none"> • Implementing authority-Kilimanjaro Regional Secretariat; location - Hai district and Siha district; • The project intends to construct 40 km super high way of 4 lanes, 2 ways with Metro line in between from Kilimanjaro International Airport to Kilimanjaro Tower and Tourist Centre in Siha District; • Accessibility to neighbouring regions, countries and the world at large; and • Promotion of world tourism industry.
Key investment rationale	<ul style="list-style-type: none"> • Enhancement of accessibility from Kilimanjaro International Airport to Kilimanjaro Tower and Tourist Centre in Siha District and interconnections with Namanga and Longido in Arusha region;



	<ul style="list-style-type: none"> • Will trigger economic activities along the highway; • Job creation during construction and maintenance; • Increased revenue from Tourism industry; • Increased regional GDP and per capita income; and • It is an important component of the multipurpose tourist centre.
Support available	<ul style="list-style-type: none"> • Country Policy to generate more electricity in line with industrialization; and • Political support at national, regional and local government level.

5. *Construction of Specialized Hospital for VIPs, International Tourists and Sportsmen*

Overview of the Opportunity	
Key features	<ul style="list-style-type: none"> • Implementing authority - Kilimanjaro Regional Secretariat; location - Siha district; • Construction of specialized hospital for VIPs, international tourists and sportsmen. 157.48 ha acres has been set aside for the project; and • The facility will offer services at international standards to tourists and sportsmen all over the world.
Key investment rationale	<ul style="list-style-type: none"> • To offer international standards of health services to Kilimanjaro Tower and International Tourist Center (KTTC) visitors; • Contribution to income generation and/or Poverty eradication - Increased Government foreign revenue; and • It will be important component of the multipurpose tourist centre.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level to promote tourism.

6. Construction of International Sports Training Centre

Overview of the Opportunity	
Key features	<ul style="list-style-type: none">• Implementing authority - Kilimanjaro Regional Secretariat; location - Siha district; and• The Project intends to construct an International Sports Training Centre. 314.96 ha has been set aside for the project.
Key investment rationale	<ul style="list-style-type: none">• To offer sport facilities to KTTC visitors at international standards; and• It is an important component of the multipurpose tourist centre.
Support available	<ul style="list-style-type: none">• Policy and political support at national, regional and local government level to promote sports.

7. Printing Press

Overview of the Opportunity	
Key features	<p>This investment opportunity, proposed by Moshi Municipal Council is important and sensitive enough to belong to the whole region, as much will be built in the Moshi Municipality:-</p> <ul style="list-style-type: none">• Building/rehabilitating a printing press owned by the Moshi Municipal Council; PPP is envisaged.
Key investment rationale	<ul style="list-style-type: none">• The region is growing with economic activities expanding along with other socio-cultural and human development and so is the demand for printing press, including communication and important events profiling.
Support available	<ul style="list-style-type: none">• Policy and political support at national, regional and local government level for printing press; and• Good infrastructure which includes road networks, communication, electricity and markets.

8. Artificial Insemination for Cattle Industry

Overview of the Opportunity

Key features



- Artificial insemination delivery for cattle to be located in Siha District. Envisaged is PPP model.

Key investment rationale

- Is one of the intervention for poverty reduction in rural areas;
- It is a better breeding practice plus better genetic approach of cross breeding; and
- High productivity in terms of milk and hence potential for milk processing industries.

Support available

- The Bill and Melinda Gates Foundation's East Africa Dairy Development (EADD) project is designed to boost milk yields and incomes of small-scale farmers in Tanzania's Southern Highlands, in the Kilimanjaro-Arusha Area and later in other parts of Tanzania to lift families and communities out of poverty; The project was initiated in 2013 to help fight protein deficiency in Tanzania and other East African countries and has just committed some additional funds for the same support; and
- Livestock policy and development programmes support expansion of dairy farming.

9. Secondary Processing of Vegetables

Overview of the Opportunity

Key features



- Building processing industries for vegetables in Same District Council at Makanya, especially for horticultural crops (e.g. tomatoes, carrots etc).

Key investment rationale

- The rationale behind this proposal is solely based on the adequate volumes of output with frequent spoilage of horticultural products: Processing 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

- By and large, the districts authorities have shown commitment to provide conducive environment for investment including allocation of land needed for constructing industries where need be; the authorities are also ready to enter into PPP with potential investors and/or promote Build Operate Transfer (BOT). Further, some districts are ready to facilitate joint ventures between potential investors and local private investors; and
- Policy and political support at national, regional and local level.

10. Secondary Processing of Fruits

Overview of the Opportunity

Key features



- Building processing industries for fruits in Siha District Council, especially avocado processing – This includes making beauty products from Avocado like oils, soaps etc.; and
- 78.74 ha at Siha district headquarters have been surveyed for processing title deeds.

Key investment rationale

- The rationale behind this proposal is solely based on the adequate volumes of output with frequent spoilage of horticultural products: Processing 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

- By and large, the districts authorities have shown commitment to provide conducive environment for investment including allocation of land needed for constructing industries where need be; the authorities are also ready to enter into PPP with potential investors and/ or promote Build Operate Transfer (BOT). Further, some districts are ready to facilitate joint ventures between potential investors and local private investors; and
- Policy and political support at national, regional and local level.

11. Secondary Processing of Bananas

Overview of the Opportunity

Key features



- Establishing processing industries for Banana in Rombo District Council - This includes making food for children from Banana, nutrition flour, wine, jam, banana chips, vinegar and sauces and the like.

Key investment rationale

- The rationale behind this proposal is solely based on the adequate volumes of output with frequent spoilage of horticultural products: processing 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

- By and large, the districts authorities have shown commitment to provide conducive environment for investment including allocation of land needed for constructing industries where need be; the authorities are also ready to enter into PPP with potential investors and/or promote Build Operate Transfer (BOT). Further, some districts are ready to facilitate joint ventures between potential investors and local private investors; and
- Policy and political support at national, regional and local level.

12. Meat Processing Industry

Overview of the Opportunity

Key features



- Building a meat processing factory at central Moshi in Moshi Municipal Council (allocated 2.99 ha.).

Key investment rationale

- High demand for quality meat in the region by both domestic consumers and tourists.
- Meat industries like all other industries will generate employment to the people of the region.
- The closeness of the Kilimanjaro International Airport provides an appropriate transport system for processed meat products to be marketed outside the region; and
- Slaughter house operations need to be professionalized and modernized.

Support available

- Policy and political support at national, regional and local government level;
- Good infrastructure which includes roads networks, communication, electricity and markets; and
- Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

13. Processing of Milk into Various Dairy Products

Overview of the Opportunity

Key features	<ul style="list-style-type: none">• Milk processing industry in Hai District Council. Hai District is endowed with more than 38,000 zero grazing dairy cattle which are kept on southern slopes of Mount Kilimanjaro where Chagga garden farming is practiced. It is estimated that over 40 mil. litres are produced annually most of which is consumed locally and sold to urban areas as raw or cultured milk.
Key investment rationale	<ul style="list-style-type: none">• Kilimanjaro is producing a lot of milk most of which is unprocessed hence failing to meet demand for various dairy products such as cheese, yoghurt etc.;• In relation to the above dairy farmers would now benefit income wise from processed milk;• Dairy industries like all other industries will generate employment to the people of the region; and• The closeness of the Kilimanjaro International Airport provides an appropriate transport system for dairy products to be marketed outside the region.
Support available	<ul style="list-style-type: none">• Policy and political support at national, regional and local government level;• Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro; and• VAT Special Relief on Project Capital Goods: VAT exemption on heat insulated milk cooling tanks and aluminium jerry cans used for storage and collection of milk in dairy industry.

14. Packaging Materials for both Primary and Secondary Processing Industries plus Cold Chain Trucks

Overview of the Opportunity

Key features



- Packaging materials industry targeting horticultural crops, cereals, tomatoes etc. in Mwanza District Council.

Key investment rationale

- High demand of packaging materials by current industries and future industries;
- Currently, there is no appropriate packaging industries;
- It is the government policy to prevent usage of plastic packing materials and therefore, a need to establish appropriate packaging materials; and
- The region is inviting more investments in constructing industries, markets, and shopping malls all of which will require packaging materials.

Support available

- Policy and political support at national, regional and local government level;
- Land is available for the building packaging materials industry;
- Good infrastructure which includes road networks, communication, electricity and markets; and
- Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

15. Cereal Milling Industries

Overview of the Opportunity

Key features



- Building cereal milling plant in Moshi District Council; and
- Moshi district produces more than 167,305 tonnes of cereal per year (mainly maize and paddy) accounting to 45% of the region production.

Key investment rationale

- Kilimanjaro produces substantial amounts of maize enough to meet a bigger portion of the milling supply with supply gap to be imported from neighbouring region such as Manyara; and
- The by-products from maize milling is a major raw material for feeds industries, which is currently in high demand in the region.

Support available

- Policy and political support at national, regional and local government level;
- Good infrastructure which includes roads networks, communication, electricity and markets; and
- Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

The 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

agriculture as well as manufacturing strengths and competitiveness and to raise its GDP. The regional government and district authorities are ready and committed to provide a series of further support services and incentives to drive industrial development and growth in the short, medium and long-term.

3.2 District Investment Opportunities in Kilimanjaro region

District investment opportunities in Kilimanjaro region are summarized below:

1. Value Addition (Primary Processing: Sorting, Grading, and Packaging) of Horticultural Products plus Natural Honey

Overview of the Opportunity	
Key features	<p>Siha District Council</p> <ul style="list-style-type: none"> • Primary value addition of horticultural crops, including carrots, onions, tomatoes, avocado, french beans and irish potatoes; and • Invest in building filter and the binding bee factory. A local private sector investor has set aside an area of 1.97 ha located 4 km from the district headquarters.
	<p>Same District Council</p> <ul style="list-style-type: none"> • Adding value to tomatoes by grading and packaging.
	<p>Mwanga District Council</p> <ul style="list-style-type: none"> • Adding value to tomatoes by grading and packaging.
	<p>Rombo District Council</p> <ul style="list-style-type: none"> • Adding value to Avocado and Banana such as dried banana.

	<p>Hai District Council</p> <ul style="list-style-type: none"> • Adding value to horticultural crops such as tomatoes, and bananas. <p>Moshi District Council</p> <ul style="list-style-type: none"> • Primary processing for horticultural crops, especially tomatoes.
Key investment rationale	<ul style="list-style-type: none"> • Value addition at farm gate level reduces post-harvest losses; increases prices to farmers and provides secondary processors with quality raw materials and at the same time provides consumers of the unprocessed commodities with fresh and healthy consumer goods.
Support available	<ul style="list-style-type: none"> • The districts will promote the establishment of vocational training institutes focusing on skills development for value addition with intention of imparting such skills to farmers • Districts have commitments to attract investments in producing packaging materials that will meet the specific requirements of different horticultural products • Policy and political support at national, regional and local level

2. Value Addition and Processing Industry for Spices

Overview of the Opportunity	
Key features	<p>Same District</p> <ul style="list-style-type: none"> • Promoting farm gate level primary value addition (sorting, grading and packaging of ginger); and • Secondary processing of ginger into ginger powder.
Key investment rationale	<ul style="list-style-type: none"> • Same district produces 70% of Tanzania's ginger output.

Support available	<ul style="list-style-type: none"> • The district authority has put aside land for establishing ginger processing industry; • The district will promote the establishment of Vocational Training Institutes focusing on skills development for value addition with intention of imparting such skills to farmers; and • Policy and political support at national, regional and local level.
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3. Vocational Training on Skills Development

Overview of the Opportunity

Key features	<p>Siha District Council</p> <ul style="list-style-type: none"> • Build a training institute for impacting skills in various fields that will fill skill gaps among farmers (primary processing like value addition to main crops produced in the district; furniture manufacturing in order to add value to timber and wood products which are plenty in the district). A joint venture with a local investor is expected if a private investor is interested otherwise it will be under PPP if the local government invests. A total of 3.94 ha for the construction of a technical college in an existing vineyard at Sanya Juu village 2 km from the district headquarters has been allocated. • Establishing a vocational training institute to train on how to build low-cost houses. 19.69 ha have been set aside <p>Rombo District Council</p> <ul style="list-style-type: none"> • Vocational Training on horticultural products focusing on value addition. <p>Hai District Council</p> <ul style="list-style-type: none"> • Investing in skills development targeting value addition on horticultural crops. <p>Mwanga District Council</p> <ul style="list-style-type: none"> • Vocational training specifically on agriculture.
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Key investment rationale	<ul style="list-style-type: none"> • Demand for skills development is high, particularly in the areas of primary value addition of horticultural and honey products; • In relation to the point above, all districts in Kilimanjaro region produce huge amounts of horticultural products but with hardly any skills for value addition; • There is also high demand for well graded and well packed fresh vegetables and fresh fruits; and • There is also a high demand by secondary processors for quality and graded horticultural products.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level • There also a high demand for packaging materials and a recognition of this demand by government officials, horticultural, milk, honey, and other agricultural produce and hence efforts to promote establishment of packaging industries

4. *Modern Animals Slaughter House (Abattoirs)*

Overview of the Opportunity	
Key features	<p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • Construction of modern slaughter house at central Moshi (allocated 2.99 ha.). <p>Siha District Council</p> <ul style="list-style-type: none"> • Investment in construction of a cattle slaughtering plant to give farmers a guaranteed market for livestock. Kibong’oto cooperative society has set aside 3.94 ha in their field of Leoni located 3 km from the district headquarters. A joint venture is expected. <p>Hai District Council</p> <ul style="list-style-type: none"> • Investment in a modern abattoir that will supply joints and carcasses to 160 butchers. The district has a plot about 1.57 ha allocated for construction of abattoir through PPP. On average about 2,755 metric tons of meat are produced per year.

Key investment rationale	<ul style="list-style-type: none"> • The existing abattoirs are not only small but also inefficient particularly with respect to meeting supply requirements for meat processing and tanneries; • While Kilimanjaro is not famous for Cattle layering, it is one of the main meat consumers in the country, with most of cattle being bought from other regions; and • Easy linkages with leather industries/tanneries.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; • Good infrastructure which includes road networks, communication, electricity and markets; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

5. Grain Leather (*Softening Leather as input into Tanneries*)

Overview of the Opportunity

Key features	<p>Mwanga District Council</p> <ul style="list-style-type: none"> • Leather processing plant to produce grain leather. The district has 117,700 cattle and produces 832 leather per month. <p>Siha District Council</p> <ul style="list-style-type: none"> • Building leather processing industry that will convert raw materials into grain leather (pre-tannery processing). <p>Moshi District Council</p> <ul style="list-style-type: none"> • Building leather processing industry for producing grain leather. There is sufficient land at Soko estate where the industry can be built.
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Key investment rationale	<ul style="list-style-type: none"> • Kilimanjaro slaughters many cattle and goats for meat, the leather that comes out of these remains unprocessed and often sold as raw materials outside of the region; and • The number of leather is expected to increase with the modernization of the slaughter houses.
Support available	<ul style="list-style-type: none"> • Political support from national, regional and local government level; • Good infrastructure which includes road networks, communication, electricity and markets; • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro; and • The government intends to exempt VAT on capital goods used in the production of edible oil, textiles, leather, and pharmaceutical (including veterinary) products.

6. Cement Industry

Overview of the Opportunity	
Key features	<p>Same District Council</p> <ul style="list-style-type: none"> • Construction of Cement Industry. 39.37 ha set aside at Makanya ward, Makanya village for construction of cement factory; huge amount of gypsum is available. <p>Rombo District Council</p> <ul style="list-style-type: none"> • Medium size Cement factory using Pozzolana minerals at Mamsera, Chala and Holili all under an area of 1181.1 ha.
Key investment rationale	<ul style="list-style-type: none"> • Raw materials required for cement production are available such as gypsum;

	<ul style="list-style-type: none"> • Cement industries like all other industries will generate employment to the people of the region; and • Cement production will reduce consumer prices and promote construction of modern houses.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

7. Modern Markets and Shopping Malls

Overview of the Opportunity

Key features	<p>Hai District Council</p> <ul style="list-style-type: none"> • Construction of Modern Market. Available 5 plots earmarked for markets in Hai urban centre (PPP is envisaged); and • Construction of shopping malls (PPP is expected). <p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • Rehabilitation of existing markets through PPP; • Construction of modern market at Mbuyuni (Allocated 0.63 ha.); • Building shopping mall in Mawenzi ward; and • Building shopping mall in Shanty town. <p>Moshi District Council</p> <ul style="list-style-type: none"> • Construction of modern market (International Standard) at Lokolova through PPP; • Building a shopping mall at Njia Panda; • Market estate in East Kahe to support markets of various agricultural products; and • Establish an international market for horticultural crops at Himo junction in Moshi District. About 3.78
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ha have been set aside for this market; the market will be built under PPP framework. The Project intends to construct a market for horticultural products; the market will include instalment of cold room facilities for the storage of vegetable and fruit, loading and offloading bay, market shed/building, weighing place for products and produce. Countries benefiting from proposed project will include Tanzania, Kenya, Somalia, and Sudan. The main horticultural crops are:

- o **Vegetables (high value):** Fresh beans, baby corns, baby carrots, sugar snaps-mangetouts;
- o **High volume vegetables:** Carrots, tomatoes, cucumbers, onions, cabbage; and
- o **Fruits:** Avocado, bananas, citrus, and passion.

Siha District Council

- Building modern markets for vegetables, including carrots, tomatoes, and Irish potatoes. 7.87 ha have been identified at Mawenzi area;
- Establish a guaranteed market for cereal crops. 19.69 ha have been set aside by Siha Kiyeyo cooperative society. Pongo field is at Sanya village 1 km from district headquarters and is easily reached by road infrastructure with availability of water and electricity. The area is owned by Siha Kiyeyo cooperative society and therefore joint venture is envisaged; and
- Investment in the construction of auction to help farmers get a guaranteed market for livestock. A total of 0.79 ha is available at Makiwaru village 5 km from the district headquarters (PPP is envisaged).

Key investment rationale

- Shopping malls will generate employment to the people of the region;
- Himo Grains Marketing Centre as a market link between the region and Tanzania Commodity

	<p>Himo Grains Marketing Centre as a market link between the region and Tanzania Commodity Exchange, hence allowing Kilimanjaro to access global markets;</p> <ul style="list-style-type: none"> • Value added agro- products from investments on horticultural both for domestic, regional and international markets; • Job creation; and • Increased domestic and foreign revenue.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local level; • Land is available for Shopping malls construction; • Good infrastructure which includes road networks, communication, electricity and markets; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

8. Irrigation Infrastructure and Contract Farming³

Overview of the Opportunity	
Key features	<p>Moshi District Council</p> <ul style="list-style-type: none"> • Building irrigation infrastructure and contract farming on horticultural and cereal crops at lower Moshi (44,190 ha. potential for irrigation with 34,519 ha already irrigated with paddy, sugarcane, maize, coffee, beans, flowers, vegetables and fruits).

³ Stakeholders emphasized the linkage between investment in irrigation infrastructure and contract farming apparently because the investor may not get land to farm but may prefer to enter into contract farming rather than just charging water usage fees, which is difficult to manage; in any case farmers may also benefit from contract farming in terms of assured market and provision of production of inputs other than water.

	<p>Mwanga District Council</p> <ul style="list-style-type: none"> • Irrigation infrastructure supporting rain water harvest (9,324 ha. potential for irrigation with 5,019 ha already under irrigation for paddy, maize, coffee, beans, vegetables and fruits). <p>Rombo District Council</p> <ul style="list-style-type: none"> • Contract farming on horticultural crops such as beans, legume plants etc. (2,109 ha. potential for irrigation with 550 ha already under irrigation for maize, coffee, beans, vegetables and fruits). <p>Hai District Council</p> <ul style="list-style-type: none"> • Investing into rainwater harvesting supply and deep well water scheme to catch water for irrigation (27,503 ha. potential for irrigation with 20,111 ha already under irrigation for paddy, maize, coffee, beans, flowers, vegetables and fruits).
<p>Key investment rationale</p>	<ul style="list-style-type: none"> • Unreliable rainfall pattern which limits agricultural production of various commodities; • To increase number of farming seasons to increase supply of agricultural produces for both direct consumption and for processing; • Water harvest technologies are available making it easier to collect and distribute water for irrigation purposes; and • The modern irrigation technologies which do not require a lot of water allows even areas with little water to irrigate such as drip irrigation.
<p>Support available</p>	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; • Land is available for irrigation schemes; • Good infrastructure which includes roads networks, communication, electricity and markets; and • Completion of a 670 km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

9. Nyumba ya Mungu Fishery, Aqua culture and fish hatcheries

Overview of the Opportunity	
Key features	<p>Mwanga and Same District Councils</p> <ul style="list-style-type: none"> Nyumba ya Mungu Dam, in Mwanga, has been the main source of fish but of recent the volume and size of fish has declined. <i>There is need to invest in fish hatcheries in order to plant new fish into the dam new fish.</i> Hence, in order to increase stock of fish for processing and for home consumption there is need to promote fish farming around the lake and at households. These will only be possible if an investor establishes fish hatcheries to supply the dam as well as households which want to start aqua culture; and There is also a need for cold chain trucks targeting fishes in Mwanga.
Key investment rationale	<ul style="list-style-type: none"> Clearly, the Nyumba ya Mungu Dam and residents of Mwanga and Same districts, who have been exposed to fish business have considerable potential for increasing the contribution of aquaculture; the presence of Pangani river also supports the potential for promoting aqua culture; Fish farming at household level could easily increase household level income as well as improved nutrition
Support available	<ul style="list-style-type: none"> Already some institutions like Economic and Social Research Foundation are providing training in aqua culture; 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 FETA; and Tanzania will be one of the beneficiaries (along with Uganda and Kenya) of a major EU funded project Support to Promoting Aquaculture in the East Africa Community, planned for launch in 2017, with funding up to EUR10 million.

10. Tourist Hotels and Sports Facilities, Campsites, Skylines, Air Strips, and Other Similar Investments

Overview of the Opportunity

Key features

Rombo District Council

- Construction of tourist hotels in the area (39.38 ha have been identified at Mengwe area);
- Building a tourist hotel at lake Chala (about 23ha of land owned by individuals who are ready to build a hotel/hotels under joint venture arrangement);
- Build Campsites at Chief Horombo's burial site; the chief who was 2.45 m (8 ft 2 inches) tall, died in 1802 and at Mamsera Village, 68 metre war trenches;
- Construction of skylines to promote tourism on Mount Kilimanjaro – to be administered at regional and/or nation level; and
- Construction of air strip needed to transport tourists and perishable horticultural crops and dairy products.

Moshi District Council

- Construction of tourist hotel near waterfalls, campsites and buildings at Marangu, Kibosho, Uru and Mwika.

Siha District Council

- Hotel with golf and tennis ground – 118.11 ha of land is available – investment through PPP;
- Construction of a modern hotel with international standards through joint venture. A total of 7.87 ha is allocated for investment where by 3.94 ha of Mawenzi farm allocated by a local investor in his existing field at Matadi village 10 km from the district headquarters and 10 acres have been set aside by another farmer in the field he owns located in the village of Sanya, 2 km from the district headquarters;

- Construction of airstrip – land is available and the investment is expected to be through PPP;
- Investing in opening Ngarony route to Mount Kilimanjaro which will be significantly shorter than the current route of Londros gate;
- Investing in improving various historical areas such as caves used to hide during ethnic conflicts at the village of Mese 5 km from the headquarters of the district. The Donyomurwak hill used in spiritual matters by Maasai which is 10 km from District headquarters. PPP is envisaged; and
- Improve Soda Lake which is very attractive to flamingo gulls at Magadini and Wiri villages with a distance of 2 kms from the district headquarters. PPP is envisaged.

Same District Council

- Building tourist hotels mainly at Mkomazi game reserve.

Mwanga District Council

- Building of campsites in cultural tourist attractions at Kindoroko, Kamwala, Minja and Kileo mountainous areas and forestry zones; these mountainous areas are famous for mountain climbing; and
- Campsites in historical caves at Goma in Usangi; Hot springs at Kirya ; game reserve at Ndug'oro.

Hai District Council

- Campsite and hotels. There are good numbers of attractive natural water falls, miracles' rocks, caves and chemka hot spring.

Key investment rationale

- Some districts with tourist attractions lack good tourist hotels, forcing tourists to travel fairly long distances from the attractions;
- In view of the above, district residences miss the opportunities to earn incomes from tourism; and

	<ul style="list-style-type: none"> • In some districts, like Siha, some business people miss the opportunity to enter joint ventures with potential investors in building tourist hotels along with golf and other sports facilities, given that they have land adequate for that type of investments.
<p>Support available</p>	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; • Land will be made available for Hotels, camping sites and Air Strips; in some of these investments PPP arrangements are envisaged. And some of these will be through joint venture between private citizens and potential investors but to be facilitated by district councils. NOTE: Currently, local governments are allowed by law to undertake some investments in their areas with or without PPP; • Good infrastructure which includes roads networks, communication, electricity and markets; and • Completion of a 670km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

11. Bus Stations

<p>Overview of the Opportunity</p>	
<p>Key features</p>	<p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • Construction of modern bus stand at Ngangamfumuni (allocated 2.0785 ha.); <p>Moshi District Council</p> <ul style="list-style-type: none"> • Main Bus stand at Himo junction: Allocated 1.06 ha and another 0.6 ha on both sides of the main road to Dar es Salaam; it is the property of Moshi District Council and plans to enter into a Build, Operate and Transfer arrangement with an investor

Key investment rationale	<ul style="list-style-type: none"> • Moshi Municipal is growing very fast and is most likely to become a city in the near future; the current bus station is not only small but lack international standards; and • Economic activities are already increasing, as evidenced by increasing GDP and GDP per capita. With planned industrialization strategy and investments in other sectors, Moshi Municipal will soon experience huge inflows of in-migrants and transit passengers.
Support available	<ul style="list-style-type: none"> • Political support from national, regional and local level; and • The Municipal Council has allocated land for the construction of the international terminal bus station.

12. Stadiums and Recreation Centres

Overview of the Opportunity	
Key features	<p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • Construction of Jamhuri stadium and sports centre (Allocated 15.7 ha.); and • Construction of modern recreational facilities, cultural centre and museum at Uhuru Park. <p>Hai District Council</p> <ul style="list-style-type: none"> • Investment in recreational and entertainment facilities specifically in cultural, sports, eco-tourism, and development of tourism facilities.
Key investment rationale	<ul style="list-style-type: none"> • Moshi Municipal Council is the headquarters of Kilimanjaro region and as such, it needs a modern stadium and recreation centres, not only for residents but also for residents of other districts, particularly her neighbour, Moshi district and tourists who visit the Municipal and/or in transit to other districts in the region where such facilities are not available; and

	<ul style="list-style-type: none"> Hai District Council has several site attractions for tourists such as Nkweshoo - Machame, Waterfalls in Machame-Nshara and Nkuu Ndoo Villages, Hot spring in Chemka Village.
Support available	<ul style="list-style-type: none"> Policy and political support at national, regional and local level with respect to the importance of sports, as well as cultural and recreation centres.

13. Investment in crop Farming

Overview of the Opportunity

<p>Key features</p> 	<p>Same District Council</p> <ul style="list-style-type: none"> Ginger farming at Ruvu Jiungeni; 157.48 ha are available; Onion farming at Ruvu jiungeni; 78.74 ha are available; and Irrigation farming for vegetables and grains like paddy and maize using water from Pangani river. <p>Mwanga District Council</p> <ul style="list-style-type: none"> Agriculture mainly horticulture. There are 2,260 ha of land for irrigation and the main crops for irrigation are vegetables, paddy, fruits, beans, and sunflower. <p>Siha District Council</p> <ul style="list-style-type: none"> Establish coffee nursery garden at Siha primary society's Pongo farm; 19.96 ha located 1 km from the district headquarters have been identified. A joint venture between potential investor and Kiyeyo Cooperative Society is expected; and
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	<ul style="list-style-type: none"> Investment in producing cattle farming leaves fodder (grass). Total 39.37 ha allocated to the centre of livestock research - TALIRI (PPP is envisaged).
Key investment rationale	<ul style="list-style-type: none"> The Region's agro-processing agenda will succeed if supply of agricultural products as outlined above is increased; and There are untapped irrigation potentials in the said areas; small farmers have not been able to fully utilize the irrigation potentials mostly due to lack of financial and technical capacities.
Support available	<ul style="list-style-type: none"> Policy and political support at national, regional and local government level for local and foreign investment; and The current supply is unlikely to meet demand for processing the said horticultural produce and hence promote investment to increase supply.

14. *Development of Wind Energy Generating Station at Same District*

Overview of the Opportunity	
Key features	<p>Same District, Makanya Ward</p> <ul style="list-style-type: none"> Generation of electricity from wind.
Key investment rationale	<ul style="list-style-type: none"> Generation of power will benefit individuals as well as the region through increased economic activities which require electricity for production/operation such as industries, hospitals, stationeries; Much as the TANESCO is improving generation and transmission of electricity throughout the country, it is necessary that any opportunity to increase supply of power are tapped in order to make power supply even more reliable; Same district and part of Mwanga experience strong winds, which can be used to generate power; and

	<ul style="list-style-type: none"> • Job creation during construction and operation and increased revenue from industries and businesses • Promotion of economic activities.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level for renewable energy.

15 Construction and Operation of a Biogas Plant

Overview of the Opportunity	
<p>Key features</p> 	<p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • The project is intended to produce biogas from organic waste generated from households, markets and commercial premises within Moshi Municipality; and • Location - Kaloleni landfill Site (3.5 ha).
<p>Key investment rationale</p>	<ul style="list-style-type: none"> • Alternative sources of energy for domestic and commercial uses; • Initiative to reduce climate change effects; • Increase the life span of landfill; • Reduce greenhouse effects; and • Create jobs opportunity.
<p>Support available</p>	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level for clean energy.

16. Solid Wastes Management

Overview of the Opportunity	
<p>Key features</p>	<p>Moshi Municipal Council</p> <ul style="list-style-type: none"> • Kaloleni dump for depositing, collecting and compressing solid waste products along with recycling them; Allocated 3.5 ha.

	<p>Moshi District Council</p> <ul style="list-style-type: none"> Collection of solid waste at market and other business centres, mainly at Mwika, Marangu, Mtoni and Himo markets. <p>Siha District Council</p> <ul style="list-style-type: none"> Construction of solid waste dump – 1.18 ha set aside at district headquarters; construction of waste stabilization ponds; and generation of electricity from waste (PPP is envisaged).
Key investment rationale	<ul style="list-style-type: none"> Moshi Municipal council is growing, economic activities are expanding and so is the production of solid wastes; and Already as of now the Municipal is generating a lot of solid wastes, so much that the existing dumps are unable to absorb them.
Support available	<ul style="list-style-type: none"> Policy and political support at national, regional and local government level; and Policy support collection, compressing and recycling of solid wastes.

17. Mining

Overview of the Opportunity	
Key features	<p>Mwanga District Council</p> <ul style="list-style-type: none"> Copper at Vuchama ndambwe in Shigatini Ward; gypsum at Njiapanda village, Kirya ward; Limestone in Kisangiro village; Aggregates at Kifaru/ Kwanyange, Kivisini Ward; Other minerals like Aquamarin green, Red garnet at Jipe; manganese at Kwakoa village. <p>Rombo District Council</p> <ul style="list-style-type: none"> Pozzolana at Mamsera, Chala and Holili, all under an area of 1,1818.1 ha (currently producing 292,800 tonnes of pozzolana per year).

	<p>Same District Council</p> <ul style="list-style-type: none"> • Bauxite at Mwembe and Chome (currently producing 29,146 tonnes of bauxite per year); • Gypsum at Makanya ward (currently producing 39,725 tonnes of gypsum per year); and • Ceramic.
Key investment rationale	<ul style="list-style-type: none"> • Most of these identified minerals are yet to be extracted. The availability of some of them like gypsum and lime stones calls for their extraction for industrial use; • Almost all of them are located in accessible areas, hence low cost of transporting them to processing industries; and • The products, particularly cement from use of gypsum will benefit residents of the districts where they are found and residents of the region as a whole.
Support available	<ul style="list-style-type: none"> • Political support from national, regional and local government level; • Good infrastructure which includes roads networks, communication, electricity and markets; and • Completion of a 670km backbone transmission infrastructure project power line from Iringa to Shinyanga through Dodoma and Singida will improve power situation in 13 regions including Kilimanjaro.

18. Saw Mills and Furniture

Overview of the Opportunity	
Key features	<p>Rombo District Council</p> <ul style="list-style-type: none"> • Saw Mills; and • Establishment of furniture factory.
Key investment rationale	<ul style="list-style-type: none"> • There is plenty timber products in the said district which is marketed without adding any value; • It is one way of generating employment for youth; and • Sawdust can be used for charcoal making.

Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; and • Increase of excise duty on imported furniture (2017/18 Budget Speech).
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19. Build Grain Warehouse

Overview of the Opportunity	
Key features	<p>Siha District Council</p> <ul style="list-style-type: none"> • Build grain warehouse to support food security. Kibong'oto cooperative Society has set aside land of 3.94 ha from their farm located 2 km from the district headquarters. Joint venture is expected.
Key investment rationale	<ul style="list-style-type: none"> • This allows farmers to store their produce and earn higher price by smoothening sales; • Warehouse helps to maintain the quality of products; • Sometimes the supply can be higher than the farmers can store in their home storage.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level for warehouse receipt system.

20. Hatchery

Overview of the Opportunity	
Key features	<p>Siha District Council</p> <ul style="list-style-type: none"> • Investment in building a modern factory of poultry chicks' incubator to have a good idea of the chicken especially local chicken. An area of 3.94 ha is set aside by the research centre of livestock – TALIRI (PPP is expected).
Key investment rationale	<ul style="list-style-type: none"> • There is high demand for local chicken (the consumption pattern for chicken has changed away from broilers to local chicken) in the market and current production has not been able to meet this demand.

Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level; • There is electricity and 10 acres reserved at TALIRI (PPP or Joint Venture); and • As per 2017/2018 agriculture budget, Livestock keepers will be able to enjoy the exemption of VAT on locally produced animal feeds. This is an effort to encourage livestock production and promote the production of fertilized eggs used for incubation. The ultimate intention is to reduce costs to the incubation process and promote the growth of the poultry sector.
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21. Animal Feeds Processing Industry

Overview of the Opportunity	
Key features	<p>Siha District Council</p> <ul style="list-style-type: none"> • Building of animal feeds processing factory for cattle, pigs, and chicken. 3.94 ha have been set aside at Tanzania Livestock Research Institute (PPP is expected). <p>Moshi District Council</p> <ul style="list-style-type: none"> • Construction of Animal feeds industry at Lokolova.
Key investment rationale	<ul style="list-style-type: none"> • Kilimanjaro region is one of the main regions with a fairly advanced dairy industry: But given shortage of natural pasture and rising demand for animal feeds, there is need for establishing animal feeds industries. The shortage of animal feeds also affects other livestock like beef cattle, goats, chicken and pigs; • The region produces some if not most of the raw materials for feeds industries: Such raw materials are maize bran, which is the product of maize milling;

	<ul style="list-style-type: none"> • Establishment of animal feeds processing industry is expected to promote further production of maize and related products; • The increased supply of animal feeds will increase the productivity of livestock (dairy) and therefore increase supply of milk to dairy industries (value chain); and • Animal feeds industry like all other industries will generate employment to the people of the region.
Support available	<ul style="list-style-type: none"> • Policy and political support at national, regional and local government level for animal feeds.

22. Establishment of integrated industrial parks, in Siha;- Moshi DC-Rombo; Moshi Municipal-Mwanga-Same and export processing facility near KIA (Hai DC)

Overview of the Opportunity	
Key features	<p>Initially, the industrial park to comprise of the following investment opportunities in the form of clusters, industries, and services centres:</p> <p>1. Manufacturing cluster;</p> <ul style="list-style-type: none"> • Secondary processing of horticultural products: Conversion of horticultural products into other products such as oranges to orange juice; • Value addition (Primary Processing: Sorting, Grading, and Packaging) of Horticultural Products plus Natural Honey; • Value addition and processing industry for spices; • Processing of milk into various dairy products; • Meat processing; • Tanneries; • Grains milling industries, mainly maize; • Cement industry;

- Factory for packaging materials for both primary and secondary processing industries plus cold chain trucks;
- Solid wastes management, including recycling industry;
- Mining;
- Saw mills and furniture;
- Hatchery industry;
- Modern and specialized hospitals;
- International conference centre at Miembeni; and
- Animal feeds processing industry .

2. Commercial Business and Trade Services

Centre: Business centre, Financial and Insurance Centre; Trade Centre with an agro-commodity exchange; and Supply Chain Services Centre;

3. Social services cluster: Passenger transportation stations; Well-being centres; Learning centres; and Shopping malls; schools, health facilities;

4. Assembling cluster: Assembly, repackaging, machinery, equipment, and other industrial goods for value addition. E.g., farm machinery and implements, abattoirs equipment, etc;

5. Hospitality industry (hotels, restaurants, recreation centres , tourism);

6. Market Centres: An agricultural Commodity Exchange Agent in Himo and KIA area; Modern markets in Hai, Moshi Municipal, Moshi and Siha districts; and one modern Livestock Market/ Auction Centre in Siha;

7. Forest and timber products (chipboards, plywood, fiberboard, furniture, poles; in Rombo, Siha; , beekeeping industry development in Hai);

8. High technology clusters (in the longer term); and

9. Packaging and supply chain management facilities.

<p>Key investment rationale</p>	<ul style="list-style-type: none"> • Well thought, designed and participatory planned sustainable development of Kilimanjaro region as opposed to haphazard development; • Need of public and private investments in urban planning and urban infrastructure development so as to have well planned towns in line with laws and regulations; • Kilimanjaro is strategically positioned for development of viable industrial parks. It has direct access to the EAC and COMESA trading block through land and air ways; and • Good links to neighbouring regions of Arusha and Tanga; Good road infrastructure to Tanga port and to major port in Dar es Salaam, which provides guarantee for sea freighting and KIA and Julius Nyerere International Airports, both of which provide airlifting of goods from and to international markets.
<p>Support available</p>	<ul style="list-style-type: none"> • Strong support by national and regional authorities.

3.3 The Guide's Target groups

The direct 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 Kilimanjaro designated industry and business areas;
- 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 organizations and exporters;
- Government ministries, agencies, LGAs, EPZA, and parastatals (e.g. those responsible for agriculture, industries, trade, finance, and

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- international cooperation);
- Other private sector entities;
 - Academia/researchers in Tanzania;
 - Umbrella organizations such as the Tanzania National Business Council, TCCIA, PSPF, pension funds investing in agriculture and industries, and other support institutions;
 - Institutions overseeing the management of quality and safety management issues, such as TBS, TFDA;
 - Organizations providing productive capacities, information and data, Monitoring and Evaluation M&E, and other business support services, such as the Industrialization Support Organizations (ISO), Textiles Development Unit, BRELA, TRA, FCC, NEEC, TANTRADE, and agricultural and industrial extension service providers, etc.
 - Selected civil society and NGOs; and
 - Development partners, such as FAO, UNDP, World Bank, UNCTAD, ITC, EU, UNIDO, TMEA, etc.

PART FOUR

FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

The summary related to facilitation, processes, requirements, and incentives for investment in Kilimanjaro Region.

4.1 Facilitation

The Kilimanjaro Region (KR) and Central Government have set and are improving favourable conditions to entice and facilitate investment in KR in the areas mentioned in Section 3. The key investment policies, laws, strategies, plans and programs that are promoting investment in the region are presented below. The region has the obligation to interpret and adapt these processes, requirements and incentives for investment so as to fit the region's investment profile and priorities.

4.1.1 Policies, Legal, Institutional and Regulatory Considerations

4.1.1.1 Key policies

Policies to guide investment promotion and interventions in Kilimanjaro Region's relevant areas specified in Section 3 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, 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 draft 2016, The Mineral Policy of Tanzania, (2009), Tanzania Mining Industry Investor's Guide, 2015, and Kilimanjaro Region

Authorities development policies.

4.1.1.2 Key laws

The major laws and regulations that guide investment promotion and activities in Kilimanjaro Region are: Tanzania Investment Act (1997), Tanzania Revenue Authority Act 2006, Land Act (1999), Village Land Act (1999), Mining Act (1998), Tanzania Bureau of Standards Act (2009), Tanzania Food and Drugs Act (2003) and Regulations, Plant Protection Act (1997) and Regulations, The Mining Act (2010), The Mining Regulations 2012, and other sectoral acts and relevant Kilimanjaro Region by laws.

4.1.1.3 Main institutions dealing with investing in Kilimanjaro and Tanzania

The main institutions dealing with investment issues in Kilimanjaro Region and Tanzania at large are: Tanzania Investment Centre (Email: information@tic.co.tz), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Tanzania Electric Supply Limited (TANESCO), Tanzania Bureau of Standards (TBS), Ministry of Investment, Industry and Trade, Tanzania Food and Drugs Agency, Water Supply Companies in respective regions, Municipal Authorities in respective districts (on land issues), Ministry of Water and Irrigation, and Ministry of Agriculture Livestock and Fisheries.

4.1.2. Strategies, Plans, and Programs

The key strategies, plans and programs are: Annual Regional Plans and Annual Reports (e.g. *Taarifa ya Maendeleo ya Sektaya Kilimo mwaka 2016/2017*, *Taarifa ya Maendeleo ya Sekta ya Mifugo Mwaka 2016/2017*, etc), PO-PRALG Reports, District Development Plans, Five Year Development Plan (FYDP II), Agricultural Sector Development Strategy and Program 2017-2022 (ASDP II), Livestock Sector Development Program 2011, Ministry of Industry Trade and Investment's Reports, and Integrated

Industrial Development Strategy (IIDS 2025), National Rice Development Strategy, Tanzania Agriculture and Food Security Investment Plan, and Agricultural Growth Corridor in Tanzania.

With the above policies, regulatory frameworks, and strategies and plans, the investment climate in Kilimanjaro Region is supported by sound frameworks that offer an appropriate environment that encourages investments in Kilimanjaro 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 level. The leadership of Kilimanjaro is determined to do that and ensure speedy implementation. And put in place a conducive investment climate in the region.

4.2 Processes and Requirements

The main processes that need to be undertaken by prospective investors in Kilimanjaro Region are listed below. While the processes and requirements are national, the Regional Secretariat will speed up the processes by minimizing bureaucracy in implementing them. The regional secretariat will establish one stop centre to process all requirements for potential investors.

4.2.1 Lead institution

Tanzania Investment Centre (TIC) is a one stop agency of the government of Tanzania established under the Tanzania Investment Act No. 26 of 1997 to promote, co-ordinate and facilitate investment into Tanzania. The centre is a focal point for all investors and performs all liaison work for the investor from enquires right up to project start up. The centre deals with all enterprises those minimum capital investment is not less than US\$ 300,000 foreign owned and US\$ 100,000 if local owned. The centre shall assist all investors to obtain permits, authorization etc., required by other laws to set up and operate investment in Tanzania.

The TIC contacts are: Zonal Manager, Tanzania Investment Centre, Northern Zone; P.O Box No.7735 Moshi-Kilimanjaro-Tanzania, Tél: 255 27-2751066 Fax: 255 27-2753316, Email:tic@cats-net.com

4.2.2 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 Inquiry Forms (viii) IT 21 forms for companies and IT 20 forms for individuals, and (ix) Company and Operators' Certification of Registration for Tax Payer Identification Number (TIN).

4.2.3 Taxes

The taxes involved in investment projects in Kilimanjaro Region are: (i) Corporate tax (30% for both resident and non residents); (ii) Withholding tax (for dividend payments, pension, insurance premium, royalties, transport and disposal of assets); (iii) Income tax rates for individuals (the marginal rate ranges from 18.5% to 30%); (iv) Income tax rate for non-resident individuals (a flat rate of 20% applies); (v) Taxable value of employment benefits (generally all benefits are taxable); (vi) Capital gains tax (the gain/loss upon sale realization is included in business income; (vii) Taxed at the general rate); (viii) Skills and development levy (6% of the gross emoluments paid to employees); (ix) Regulatory agencies levies depending on service/product line; and (x) District authorities levies which vary depending on the operations and produced products and services.

Value Added Tax (VAT): VAT is consumption tax charged at a single rate of 18%. Registration is compulsory for any business, which has a turnover

of more than Tshs 100 million per annum. Applicants for VAT registration should complete form No. VAT 101. A taxpayer is required to submit a monthly VAT return along with the payments to the nearest regional VAT office by the last working day of the month following the month of business. Capital goods and deemed capital goods for investment do not attract VAT up front as the VAT is deferred to allow investor relief of tax up front. VAT deferment on any capital goods is open to all VAT registered and non-registered traders.

VAT refunds are made either within 30 days or 6 months from the due date depending on the type of taxpayer. Regular repayment traders like exporters can claim their refunds within 30 days while other traders can get their refunds after six (6) months. There are various goods and services that are either zero rated, such as exports or VAT exemption, such as health supplies and tourists services. The TRA desk at TIC will provide the list of goods and services falling under these categories as well as those with special relief.

Personal income taxes: An individual who is resident in and has a permanent home in Tanzania is subject to income tax on his worldwide income. Non-residents are normally subject to income tax on income accrued in or derived in the Tanzania at a rate of 15% of the gross amount payable. A person is normally regarded as resident if he has a permanent home in Tanzania or was present in Tanzania during the year of income for 183 days or more. A person will also be regarded as resident if he was present in that year of income and in each of the two preceding years of income for periods averaging more than 122 days in each such year of income.

Varieties of employee benefits are taxable. These include housing, vehicles and interest-free loans provided by the employer. The contribution to the National Social Security fund (NSSF) is 20% of the employee's gross pay with both the employer and the employee sharing the burden (10% each). This contribution is tax-deductible for both.

The skills and development levy is payable by any employer who employs

four or more persons; the rate is 6% of the gross wage. In addition, the levy is tax-deductible. Furthermore, employment in agriculture is exempt from the levy.

The Kilimanjaro Region and Central Government are in the process of streamlining these taxes to improve the tax structure, make them more transparent, and less complicated. Other taxes related information may be obtained from local or national Tanzania Revenue Authority offices, T: 0800 750 075. 0800; www.tra.go.tz, 28 Edward Sokoine Drive, 11105 Mchafukoge, Ilala CSR, P.O.Box 11491, Dar es salaam, Tanzania.

4.3 Incentives

The Tanzania Investment Act (TIA, 1997), transferred all the tax incentives to Income Tax, 2004, East African Community Customs Management Act, 2004, Value Added Tax Act, 1997 as revised in 2006. The regional Secretariat will ensure speedy and efficient implementation of the incentives package through creating e-investment procedures and linking all relevant parties/stakeholders.

The investors who are in lead and priority sectors, are allowed Import Duty and VAT exemptions on their capital/deemed capital goods. These sectors are; agriculture including livestock, air aviation, commercial buildings, commercial, development and microfinance banks, export oriented projects, geographical special development areas, human resources development, manufacturing, natural resources including fisheries, timber and beekeeping, rehabilitation and expansion, tourism and tour operations, radio and television broadcasting, transportation (cargo and marine) and economic infrastructure. The tax incentives include:

4.3.1 *Import Duty and VAT exemption on Deemed Capital Goods.*

These include; building materials, utility vehicles, equipment etc. According to the 2013/14 budgetary changes the import duty exemption granted to Deemed Capital Goods is now 75% whereby the investor shall pay 25%

of import Duty due; while VAT exemption on Deemed Capital Goods is 45% of VAT payable, where by the investor shall pay 55% of the VAT payable.

4.3.2 Import duty (0%) on imported 4WDs designed and built for tourist purposes, subject to satisfying criteria set by East African Community Secretariat.

4.3.3 Import duty (0%) on hotel equipment, which where engraved, printed, or marked with hotel logo imported by licensed hotel for its use

4.3.4 VAT Special Relief on Project Capital Goods (i.e. Capital Goods by Generic Description). These include: plant, machinery, forklifts, crane, boilers, furnace, crushers, graders, caterpillars, excavators, bulldozers, angle dozers, lifts/ escalators etc. VAT exemption on pesticides, fertilizers, health supplies, livestock, unprocessed agricultural products, agricultural implements, books and newspapers, educational services, financial services, petroleum products, aircrafts, aircrafts engines, aircrafts parts, computers, wind generators and liquid elevators, photovoltaic and solar thermal. Heat insulated milk cooling tanks and aluminium jerry cans used for storage and collection of milk in dairy industry. Farm services of land preparation, cultivation, planting and harvesting.

4.3.5 Import Duty Drawback:

Import duty charged on imported inputs used for producing goods for export and goods sold to foreign institutions like the United Nations in Tanzania is refundable.

4.3.6 Manufacturing Under bond:

All factories registered to manufacture goods under bond for export purpose are exempted from import duty and other taxes on inputs used to manufacture such goods.

4.3.7 Economic infrastructure:

Road, railways, air and sea transport, port facilities, telecommunication, banking and insurance.

4.3.8 Tourism:

In tourism losses are carried forward. However, companies with perpetual unrelieved losses for three consecutive years are charged 0.3% of annual turnover. Exempt import duty on imported 4WDs designed and built for tourist purposes, subject to satisfying criteria set by East African Community Secretariat. Exempt import duty on hotel equipment, which were engraved or printed or marked with hotel logo imported by licensed hotel for its use.

4.3.9 Incentives for Foreign Investments

Investment Guarantees and Settlement of disputes: 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).

Other incentives for Foreign Direct Investments include: (i) Favourable investment allowances and deductions(100%) on Industrial Buildings, Plant and Machinery and on Agriculture expenditure; (ii) Deferment of VAT payment on project capital assets; (iii) Import duty drawback on raw materials; (iv) Zero rated VAT on manufactured exports; (v) Straight line accelerated depreciation allowance on capital goods; (vi) Yearly appreciation of unrecovered capital investment in mining; (vii) Five year carry - over of all business losses against future profits; (viii) A reasonable corporate tax rate (30%) and low withholding tax rates on dividends (10%)and on loan interest (0%); (ix) The right to transfer outside the country(100%) of foreign exchange earned, profits and capital; (x) Automatic permit of employing 5 foreign nationals on the project holding certificate of incentives; (xi)

Reduced import tariffs on project capital items; and (xii) 5% import duty for investment in Priority areas. Specific investment incentives in Kilimanjaro Region may be negotiated and obtained from the Kilimanjaro Region Management.

4.4 Participation of the Private Sector

Inclusiveness and participation of the private sector in Kilimanjaro Region investment planning is paramount and is advocated by the Kilimanjaro Region Authorities. A public and private sector engagement mechanism is being developed to facilitate Kilimanjaro Region's transformation into a modern, commercial and competitive investment destination.

According to the national policies it is the role of the public sector to provide basic enablers such as land, utilities, infrastructure, and are normally supported and constructed using region and district budgets and national public budget and other resources or development partners' support. It is the private sector which is mainly supposed to play a major role in investing in Kilimanjaro Region in the production, transportation, storage, processing and marketing of the products and development of value chains listed in Section 3.

However, for the private sector to play its role effectively, the Kilimanjaro Region authorities will create an enabling environment through provision of prerequisite infrastructure, incentives, and formulation/review and enforcement of investment friendly policies, regulations, and procedures.

The regional Secretariat will ensure speedy decision making and ensuring the regional and district business councils function effectively; that is institutionalize dialogue between government at all levels and the business sector. In addition, and promotion of private-public partnerships, which are critical for the achievement of objectives of successful promotion and implementation of capital and technology intensive investments, as outlined in Section 3. These include fair taxation; provision of access

to adequate basic infrastructural resources such as power, water, skilled human capital, Information and Communication Technology, appropriate road networks; and consistent policies and regulations. In addition, the private sector should 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 KILIMANJARO REGION

WEBSITES FOR LOCAL GOVERNMENT AUTHORITIES IN KILIMANJARO REGION:

Moshi Municipal Council:	www.moshimc.go.tz
Siha DC:	www.sihadc.go.tz
Mwanga DC:	www.mwangadc.go.tz
Rombo DC:	www.rombodc.go.tz
Same DC:	www.samedc.go.tz
Hai DC:	www.haidc.go.tz
Moshi DC:	www.moshimc.go.tz

KEY CONTACTS IN THE REGIONAL AND LOCAL GOVERNMENT AUTHORITIES IN KILIMANJARO REGION

Regional Commissioner's Office

Office	Post Office Box	Telephone	E-Mail
Regional Commissioner (RC)	3070, Moshi	+255 027 2758248	ras@kilimanjaro.go.tz/ras. kilimanjaro@tamisemi.go.tz
Regional Administrative Secretary (RAS)			

Moshi Municipal Council

Office	Post Office Box	Telephone	E-Mail
Mayor	318, Moshi	+255-27-274371/4	mkurugenzi@moshimc.go.tz
Municipal Director			

District Councils

District	District Executive Officer		
	Post Office Box	Telephone	E-mail
Siha	129, Sanya Juu, Siha, Kilimanjaro	+255 732 973 257 / +255 756 174 288 / 0676	ded@sihadc.go.tz
Mwanga	176 Mwanga, Kilimanjaro	+255 27 2757 652	ded@mwangadc.go.tz
Same	138, Kilimanjaro	+255 27 2758034 / +255 687 786576	ded@samedc.go.tz
Rombo	52, Mkuu, Rombo	+255 27 2757101	info.ded@rombodc.go.tz
Hai	27, Hai	+255 27 2758441	info@moshidc.go.tz
Moshi	3003, Moshi	+255 27 2751 865	ded@buchosadc.go.tz



Kilimanjaro International Airport.

*Mount
Kilimanjaro as
viewed from
Rombo.*



*Black Rhino
in Mkomazi
National Park.*



Kilimanjaro international Marathon sports event in Moshi Municipality.

Paddy farm in Moshi Rural District



Pozzolana mine in Rombo District.

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

Kilimanjaro Regional Commissioner's Office

P.O. Box 3070, Moshi.

Tel: 027 2758248

Email: ras@kilimanjaro.go.tz or ras.kilimanjaro@tamisemi.go.tz

Web: <http://kilimanjaro.go.tz/>