

Terms of Reference (ToR)

Strategic Plan Development for TANECU Ltd

mission nr. AS.9019

“Strategic Plan Development” (AS.) is an assignment within the framework of project 18TANE-7308; “Strengthen governance and Internal Capitalization Issues”. The Agriterra business advisor responsible for this assignment is **Mikidadi Waziri**. In case of changes in the assignment and/or programme he has to be consulted immediately.

TANECU Ltd

Tandahimba Newala Cooperative Union Ltd (‘TANECU’) was established in 2008. The activities of the union are:

- supervision of AMCOS: collection, storage & marketing, advertisements, purchasing bags and stationaries
- advice AMCOS in financial management, both board and staff
- connecting & providing agricultural inputs to AMCOS
- supervision of Cashew Nut Auction.

TANECU has 179 primary cooperative members, representing approximately 50.000 individual cashew nut farmers. TANECU employs 18 staff members. The board consists of eight members. The value that TANECU adds to the value chain is that it makes a connection between buyer and seller and it channels the money flowing back to the AMCOS. TANECU is able to maintain its position because the government has decided as such by law, i.e. only the cashew nut unions are allowed to market cashew nuts in Tanzania.

Background

The company assessment of TANECU Ltd was conducted in August 2017 that gave a positive advice to start-up a partnership between TANECU Ltd and Agriterra. The first action plan between Agriterra and TANECU has been drafted for the period 1st Jan 2018- 31th Dec 2018. As part of this action plan, development of the **strategic plan** is one of the core activities.

Objective

The objective of this strategic planning mission will be to facilitate the TANECU Ltd to have Strategic Plans and compile the document for the client

Program & activities

The assignment will last seven days in total (including travel): 9th April – 15th April 2018 as per following program:

AP: agripooler

MW: Mikidadi Waziri

Day	Activity	Accommodation	Participants
Monday 9 April	Day Flight Amsterdam to Dar-es-Salaam (KL569) Taxi Airport – Slipway Hotel (DSM)	Slipway hotel	AP
Tuesday 10 April	AM: Briefing with mission PM: Travel Mtwara (Air Tanzania 2 hrs) Travel by road to Newala (3hrs) Document Study, preparation outline reports	Newala Guest House	AP+ MW
Wednesday 11 April	AM & PM: Full day with TANECU Meeting with Board and Management of TANECU: introduction Agriterra, introduction TANECU, objective of mission, discuss timetable of the week + logistics	Newala Guest House	AP+ MW Board + Management
Thursday 12 April	Full day with TANECU	Newala Guest House	AP+ MW Board + Management
Friday 13 April	AM: TANECU Feedback Session: present & discuss findings & draft Plan Evening: Team return to Dar es Salaam	Newala Guest House	AP+ MW
Saturday 14 April	AM: Rest & report Writing PM: - Travel to Mtwara - Dar Travel Dar-AMS (KLM night flight)	NAF Beach Hotel Day flight Night flight	AP
Sunday 15 April	Arrival at AMS		AP

Expected results

A five-year Strategic Business Plan.

Relevant documentation

- Company Assessment report
- Cooperative Act and its regulations
- TANECU by-laws.