

## **ESTABLISHMENT, GROWTH AND EXPANSION OF THE HIH EA-TZ**

Hand In Hand Eastern Africa-Tanzania (HiH EA-TZ) is a newly registered NGO by the Ministry of Community Development, Gender and Children with a mandate to operate within the United Republic of Tanzania.

The HiH EA (TZ) is part of the global Hand in Hand international network, with independent operations within the Eastern Africa region with a *mission to work for the economic and social empowerment of marginalized women, youth and men and therefore the society by supporting the creation of sustainable enterprises and jobs*. The HIH global footprint is already in; India, Cambodia, Myanmar, South Africa, Afghanistan, Kenya, Rwanda and Zimbabwe with support offices in UK, Sweden and USA.

Hand in Hand Eastern Africa (HiH EA) which operates in Kenya and has had operations in Rwanda spanning about 7 years will support the establishment, growth and expansion of the HiH EA-TZ in collaboration with HIH International based in London.

HiH EA-Tanzania will deliver this empowerment intervention through a modular training program structured on a step by step approach over a period of five (5) years.

Whereas this approach may be passed on to the beneficiaries through the trained field officers, the design, strategy development and overall program management requires fully integrated experts to lead its establishment, rollout and replication.

HiH EA plans to enter Tanzania through targeted areas in Northern parts of the country. In the pilot phase, HiH EA-Tanzania will begin to operate in Arusha and Moshi located in close proximity from the Kenyan border. This will facilitate easy access and knowledge sharing with HiH EA's nearby branches.

### **Targets and plan of implementation**

HiH EA-Tanzania aims to operate through a hybrid approach with two activity streams:

- I. Direct implementation and
- II. Strategic partnership approach.

### **Direct implementation**

HiH EA will also deliver its support on the ground in Tanzania through direct implementation. This will firstly involve close engagement with and sensitization of local stakeholders to introduce HiH EA (TZ), its objectives and methodology, gain local support and commence the identification and targeting of beneficiaries. HiH EA – Tanzania field staff will be trained to deliver the Hand in Hand- transformational model, which will comprise of the following steps:

- 1. Group Formation and Savings Mobilization;** Whereby Self-Help Groups (SHGs), consisting of 15-20 members, are formed to provide individuals with a platform for exchange of ideas, support and common concerns. Members learn different ways of mobilizing savings, which offers valuable resource base when they start their small-scale enterprise activities;
- 2. Enterprise and Financial Management Training;** To help start ,grow and sustain an enterprise, including training on budgeting, debt management and financial services. This allows members to develop skills and confidence to start an income-generating activity;
- 3. Access to Credit** so as to link members to financial services. Eligible members who have completed the training, show a required level of savings and high repayment from internal lending, and have a sound business plan will be linked to external credit providers. HiH EA –Tanzania will further explore the introduction of an Enterprise Incubation Fund (EIF) in Tanzania;
- 4. Providing market access and value addition support** to facilitate members' access to new and/or bigger markets, thereby increasing profits and income, and ensuring long-term sustainability.

**Target:** Through direct implementation, HiH EA aims to deliver support to capacitate **100,000 rural poor people (80% women, 20%youth) to create 91,000 jobs** and increase their income.

## **Strategic Partnerships**

HiH EA-Tanzania identifies strategic partnerships as key for synergy creation, reduced duplication and higher scale and impact in a cost-effective way. HiH EA -Tanzania will identify and engage with likeminded organizations in and around Arusha and Moshi to identify opportunities for collaboration. Lessons learnt are being drawn from HiH EA's ongoing partnership with CARE Rwanda. In this partnership, HiH EA provides training to field staff in Rwanda on enterprise development and market access to strengthen CARE's existing Village Savings and Loan Associations (VSLA) methodology. This approach leverages the strengths of respective organization to develop a stronger methodology with more impact on the lives of beneficiaries.

Similar avenues for partnership will be explored in Tanzania, whereby HiH EA-Tanzania will provide training of trainers (ToT) to organizations with an established presence in Tanzania. HiH EA will also explore partnership opportunities with shared responsibility for implementation. Nonetheless, the ultimate goal and mission of HiH EA will remain the generation of productive and sustainable enterprises and jobs with significant improvements in income.

**Target:** Through partnerships, HiH EA aims to work with likeminded organizations to support and capacitate **100,000 rural poor people (80% women, 20% youth) to create 91,000 jobs** and increase their incomes