MKONGE TEA BLOCK AMCOS LTD

Outcome
2019-2021

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2020</th>
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<tbody>
<tr>
<td>BENEFITING FARMERS</td>
<td>600 members</td>
<td>652 members</td>
</tr>
<tr>
<td>RETURNS ON EQUITY (ROE)</td>
<td>65%</td>
<td>90%</td>
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<tr>
<td>TOTAL REVENUE</td>
<td>EUR 44,263</td>
<td>EUR 60,841</td>
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<tr>
<td>TOTAL ASSETS COOPERAIVE</td>
<td>EUR 138,288</td>
<td>EUR 115,460</td>
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<td>MEMBERS EQUITY</td>
<td>EUR 14,207</td>
<td>EUR 17,931</td>
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<tr>
<td>MOBILISED LOANS</td>
<td>EUR 174,074.07</td>
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Name: MKONGE TEA Block AMCOS LTD
PO BOX 78
MUFINDI, IRINGA
Year of establishment: 2004
Commodities: tea
Processing factory: no
Start Agriterra: 2020
Core business: Green tea leaves production and sell to UNILEVEL LTD & MUFINDI TEA CO. LTD and transportation of green tea leaves to processing plant

“...a dream to build our own tea processing factory in the future.”

Venusto France Chang’a, General Manager Mkonge

BHAG: To have their own green tea leave processing plant & sales on the internal & international market
“Mkonge is a client of Agriterra Tanzania with potential good strategies to grow and to have its own tea leaves processing plant which results in sale of tea in internal & international market.”

Ibrahimu Mwankanye, business advisor Agriterra Tanzania

**RESULTS**

1. Increase number of members from 600 in 2019 to 702 in 2021
2. Improvement of production of green tea leave from 2.2 kgs to 3.0 kgs per tree
3. Increase sells of fertilizer bags from 300 to 702 bags

**GOALS MKONGE TEA:**
- Purchases all farm inputs, store in warehouse & sell to members at lower price compare to market price
- Provides credit/loans to farmers to pay day laborers during harvest time
- Average annual production per Ha = 12,000 kgs
- Produces high quality tea leaves
- Training to farmers for good use of fertilizer & herbicides

**Input Agriterra**

2020
Training:
- Procurement workshop
- Basic Financial Management workshop
- Youth Kick off workshop
- Cooperative Governance workshop

2021
Advice:
- Develop a new Strategic Business Plan
- Feasibility study on tea production

Training:
- Basic Finance Management
- Youth Follow-up workshop
- Cooperative Governance
- Workshop to new board members on role & responsibilities
- Female Leadership
- Farmers Record Keeping (TOT)