

Introducing the **Unite Food Program**

A women-owned and operated social enterprise designed to empower, feed, and nourish the poor.



Unite Scholar Pili Gabanza is pictured here working her family's shamba (farm) in the Katawi region of Western Tanzania. The Unite Food Program (UFP) will soon provide a secure market for Pili's family's maize and rice harvest at a fair-market price. UFP will also provide them with air-tight, pest-resistant grain bags in which they can safely hold back and store a portion of their crops to feed themselves throughout the year and to serve as a "emergency" fund (food that can be held and later sold, when prices rise, to deal with any family needs or emergencies).



Whether it be her high-pitched, sweet, sing-song [voice](#), her sparkling eyes and wide smile, her extraordinary faith (“*I thank God I woke up this morning*” is how she starts most conversations) or her huge heart (“*I love you soooo very much*” is how she ends most conversations), Maria John Kwanga, 21, is one of the brightest, most lovely and endearing young women anyone could ever have the pleasure of meeting. As a fully-sponsored [Unite Scholar](#), Maria John is currently performing extremely well in Form 5 at the high-quality government Mtwara Girls Secondary School. She is a leader among her peers, guiding more than 100 students in the school’s [Unite Club](#), through which Unite provides leadership training, career preparedness workshops, and exposure to a global network of powerful change agents through our [Unite Passion Project](#). Maria John’s teachers report that she is highly motivated, empathetic, disciplined, and curious. Unite is challenging Maria John, and all of our 40 Unite Scholars, to work hard, dream big, think creatively, question the status quo, and do everything necessary to become the leaders of tomorrow.

Then Maria John goes [home](#)... to her large, loving, and [extended family](#) in the extremely rural and near inaccessible Makulu village in Dodoma, Tanzania, and the [situation is dire](#). Her family lives in a hand-made earthen structure, which is currently eroding. (Unite is raising money to have it rebuilt.) Her parents, siblings, and many extended relatives survive in this harsh, arid environment by engaging in daily [backbreaking labor](#) -- preparing the earth, planting, tending, and harvesting-by-hand subsistence and cash crops. With no means to safely store food or protect their harvest from spoilage or pests, small-scale farmers like Maria John’s family have little choice but sell at depressed market prices their only possession of value. Too often, what they earn is not enough to buy seeds for the next season, pay school fees, cover the cost of any kind of healthcare, or even prevent their families from going hungry before the next season, the most vulnerable time being between December and March when food prices skyrocket.

So, it is no surprise that when Maria is not in school, she spends her days [hauling water](#) and [working in the shamba](#). There is little time for anything else. The situation is much the same for the near 30 million Tanzanians who survive on less than \$1.9 a day.* This is a herculean problem with no quick or easy solution, but one that must be addressed in any and all ways possible.

Our response to this crisis? The Unite Food Program.

* OPEC Fund for International Development



Unite Food Program (UFP)

For the past few months, our Unite teams in America and Tanzania have been working in partnership with Tanzanian entrepreneur Upendo Kiondo and environmental scientist Clara Wilson Ngowi to launch the new social enterprise [Unite Food Program \(UFP\)](#), which is designed to empower small-scale farmers with a means of storage and a secure market for their crops at fair market prices as well as to provide organic, healthy, tasty, and **affordable** staple food options to all Tanzanian people. We have secured a partnership with [A to Z Textile Mills Limited](#) (see page 5) to provide UFP partner farmers with advanced technology—multi-layered hermetically sealed, pest resistant grain storage bags—which allows UFP to safely store freshly harvested crops without spoilage for more than a year. Additionally, we have opened, to date, one UFP “Outpost” in the extremely remote village of Sumbawanga in western Tanzania not far from the Zambian border, and we will soon launch our second “UFP Outpost” in the Katavi region to serve Unite Scholar Pili Ganza’s family (cover photo) as well as small-scale farmers living in the surrounding village communities.

I extend my sincerest thanks to every person who has supported Unite The World With Africa Foundation over the years; to our team of advisors for their time, generosity, and expertise; to our Board of Directors for their remarkable commitment and **for making it possible for 100% of every donor dollar to be allocated directly to our programs in Africa**; and to the courageous souls I have met along the way who have given up everything to live and work on the frontlines. There are billions of people on Planet Earth in desperate need, and those we serve are most worthy and deserving. They—and you—fuel my passion and help me resist any occasional tug of fatigue or allure of apathy.

May we continue with our individual and collective efforts to love, heal, and honor one another and ourselves. **The stakes are high. All outcomes are possible.** Thank you for your time in reading this report and for your continued support of Unite.

Yours in service,

Anne Wells



Photos: (Above left) Maria wearing a dress she made herself. (Below left) Members of Maria’s family sharing a meal of ugali—a porridge made of maize flour and water. (Above) Anne with Maria, front center, fellow Unite Scholars, and their previous headmistress at the Segu School in Tanzania, January 2020. (Below) Maria with her mother, father, and brothers.



The Landscape

Tanzania is the largest country in East Africa with a population of ~60 million people. ~44% are under age 15, and the average life expectancy is ~63. ~80% of Tanzanians live in rural areas, and agriculture is the mainstay of the economy. Maize, rice, and beans are staple foods for the majority of the people.

Source: Borgen Project

WHO BENEFITS FROM THE UNITE FOOD PROGRAM?

Small-Scale Farmers

Receive a secure market for their organic crops at an above-market price; two extra AgroZ® Bag (gifted by Unite) to use to store their crops to provide food for their families and to serve as a “bank” for future needs and emergencies; and trainings in agrobusiness optimization techniques and approaches.

Unite Scholars & their Families

Receive, as possible, a market for their cash crops; access to UFP Outpost agro-business machinery (rice & maize mills, tillers, tractors) as possible; and real-world experience in agrobusiness by working with UFP in various capacities.

Entrepreneurial Tanzanian Women

Unite Food Program is and owned and chiefly operated by Tanzanian women. And while we do have a few great men involved, UFP aims to employ and empower as many women as possible throughout the entire UFP supply chain... Farm to table.

Unite Brave Widows

Receive employment opportunities to assist with UFP food processing, packaging, and distribution. They will also sell UFP products in their [Unite Brave Widow](#) storefront.

Consumers

Receive organic, high quality & affordable UFP food items, all grown and stored with no chemicals or pesticides

Unite the World With Africa Foundation

Receives a percentage of UFP's net profits through UFP's corporate social responsibility campaign (CSR), empowering Unite to further grow our foundation's [mission](#) to:

“Provide opportunities for impoverished and marginalized youth and women to thrive and prosper by investing in a development quality education, health, leadership & business development programs.”

The 2030 Sustainable Development Goals (SDGs)

that are being directly addressed by Unite The World With Africa Foundation & Unite Food Program include:



“The 2030 Agenda for Sustainable Development, adopted by all United Nations Member States in 2015, provides a shared blueprint for peace and prosperity for people and the planet. At its heart are the 17 Sustainable Development Goals (SDGs), which are an urgent call for action by all countries—developed and developing—in a global partnership. They recognize that ending poverty and other deprivations must go hand-in-hand with strategies that improve health and education, reduce inequality, and spur economic growth, all while tackling climate change.” (Source: sdgs.un.org/goals)

THE SECRET SAUCE

Hermetic Storage Technology (HST) AgroZ® Bag

Designed and manufactured by [A to Z Textile Mills Limited](#) in Arusha, Tanzania, the AgroZ® Bag are “multi-layered hermetic storage technology bags designed for the storage of maize, sorghum, rice, millet, and beans to protect against insects pests without using any pesticide dusts.” A single 100kg bag can safely store food items for more than a year and be reused up to three seasons, providing farmers with a secure, portable, and affordable option through which to store their harvests, for personal use and to use for cash crops.

Unite is excited about UFP’s partnership with A to Z, which is one of the largest manufacturing companies in East Africa. In addition to providing the AgroZ® Bag, A to Z will also produce UFP’s packaging materials and provide agro-business training materials and expertise for our Unite Scholars and their families as well as all UFP partner farmers. A to Z is most widely known for its design and manufacturing of the Olyset®Net insecticide-treated mosquito net. Unite has worked with A to Z in past years to supply villages with these bed nets. A to Z also partners with such leading international organizations as the CDC, Acumen Fund, PSI, and USAID, among many others, in the global fight against malaria.



Accomplishments to Date

- Unite The World With Africa Foundation’s Program Director Anty Marche, UFP Director Upendo Kiondo, Environmental Scientist Clara Wilson Ngowi, and Logistics Leader Gaudence Moshy traveled across large swaths of Tanzania in January meeting with small-scale farmers and Unite Scholars and their families to assess the quality of crops and establish key partnerships for UFP.
- UFP registration is underway with the Tanzanian government; the UFP business plan and the competitive market and SWOT analyses have been completed (*available upon request*); and the UFP branding and packaging material have been designed for approval (*right*).
- 800 AgroZ® Bag have been purchased and distributed to UFP partner farmers and Unite Scholar families across the country and 1,000 kilos of staple crops have been purchased to prime the market before the larger harvest time (*April through June*).



Above: Unite Program Director Anty Marche with an empty AgroZ® Bag. AgroZ® Bag fully packed with 100-kilos each. Below: Anty Marche (with head scarf), Upendo Kiondo (front center), Gaudence Moshy (front left), Clara Wilson Ngowi (back right), and former Unite Scholar & Mentor Dr. Raymond Mgeni (far right) with small-scale farmers in Mbeya, January 2021.



UNITE FOOD PROGRAM OUTPOST #1

Sumbawanga, Rukwa Region, Western Tanzania



In December 2019, 22-year-old orphan Baraka Sadam Saul applied for a spot in our Unite Scholars Program. Unfortunately, he scored Division 2 on his Form 4 leaving exam (Unite requires Division 1), so he was not chosen. However, Unite's Program Director Anty Marche sensed great potential in this young man and, independent of Unite, she began investing in Baraka, little by little, over time. After receiving and repaying many multiple small loans (of \$25-\$50 each), Baraka was able to purchase a small maize mill machine to fill a huge need in his rural village of Sumbawanga where there was no mill to process the local crops and the local farmers were suffering.

The UFP team [visited](#) Baraka and his young brother Uwezo in January 2021 ([see their first in-person meeting here](#)) to [draw plans](#), [clear the land](#), purchase [supplies](#), and begin laying the foundation for UFP's first official "Outpost" food processing plant, storage, and sales location. Inside the now completed structure ([below](#)), Baraka and Uwezo now [operate their maize mill](#) and a new [UFP rice processing machine](#). The building also includes a bedroom for Baraka and Uwezo as well as a small kitchen and toilet. Baraka and Uwezo have provided full-time employment to three more young men and, to date, have served more than [600 customers](#) from six surrounding villages. Currently we are in the process of purchasing a UFP power tiller machine that will "live" at this UFP Outpost to be used by Baraka and Uwezo as well as by Unite Scholars when they are home over school holidays. The tiller will facilitate more efficient farming of surrounding shambas as well as the transportation of crops, allowing the UFP team to "pull" in new customers and further grow this small-but-already-thriving business.

Above left: Anty meets Baraka for the first time after months of phone discussions. Above center: ground nuts, rice, beans. Above right :Uwezo operating the rice mill. Below left: Anty Marche (right) and Upendo Kiondo with village children in Sumbawanga who will benefit from UFP Outpost #1. Below center: UFP Outpost #1. Below right: UFP team with UFP Outpost Director Baraka Sadam Saul during their visit in January 2021.



Phase 1: March - September 2021

- * Renovate the buildings of UFP headquarters in Dar es Salaam to meet the strict government regulations and standards for a food holding, processing, and sales plant.
- * Build out security and install toilets. Outfit the UFP office with necessary computer equipment, accounting systems, and supplies.
- * Purchase a machine for husk removing and milling.
- * Purchase 5,000 AgroZ® Bag 100kg.
- * Purchase rice and maize during harvest season (*April - June*) to secure an adequate supply for the year.
- * Purchase branded packaging bags of smaller sizes to repackage, distribute, and sell UFP rice and maize direct to consumers and through local businesses and markets.
- * Cover the costs of the UFP staff for six months, until the business can pay direct.
- * Distribute and sell UFP product lines in and around Dar es Salaam and the coastal region.
- * Conduct UFP agro-business trainings for Unite Scholars and partner farmers.

Phase 2: October 2021 - June 2022

- * Expand UFP's product lines to include beans and ground nuts.
- * Build a new structure at UFP Dar es Salaam headquarters where UFP can process groundnuts and produce and package peanut butter.
- * Purchase two three-wheeler motorcycles to support distribution in Dar and around UFP Outposts.
- * Establish two to three more UFP Outposts in rural areas of Tanzania. The next will be established in the Katavi region (with Pili and her family, *see cover*).
- * Expand UFP agro-business trainings and workshops.



Will you help us?

**An angel donor has generously provided
a \$25,000 matching grant to fund UFP Phase 1.**

**Please consider a tax-deductible gift
of any size to help us reach our \$25,000 goal
so that every dollar donated can be DOUBLED!**

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