

KIBIRIZI LANDING SITE AND FISH MARKET (KIGOMA)

Local Investment Climate (LIC) is a private sector development Programme supported by Danida. LIC addresses critical constraints to business development and economic growth at district level in the two regions of Dodoma and Kigoma in Tanzania. The Programme invests in Public-Private Dialogue (PPD), business service facilities such as One-Stop-Business Centres and Public-Private-Partnership infrastructure in support of business development. The implementing partner agencies of LIC are; the President’s Office – Regional Administration and Local Government (PO-RALG), the Regional Secretariats in Kigoma and Dodoma, Tanzania National Business Council (TNBC), Association of Local Authorities in Tanzania (ALAT), Tanzania Private Sector Foundation (TPSF) and Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA).

In 2016, LIC Programme responded to a request from **Kigoma Ujiji Municipal Council (KUMC)** to initiate an investment to upgrade the Kibirizi landing site and fish market. The infrastructure upgrading included new pavement, drainage, vending stalls, water and sanitation systems, electrical installations, drying area for sardines (dagaa), storage facilities and the first ice block and flakes production in the region. In support of this investment a new management structure has been established through the creation of a Special Purpose Vehicle (SPV).



New drying area for sardines (dagaa)



Revenue collector with a new Point of Sales machine

THE SPV Concept

Recognising the challenges in managing a complex facility like the Kibirizi landing site and fish market, KUMC together with LIC decided to put in place a Public-Private-Partnership company to manage the facility. It is known as an SPV under the name of **Kibirizi Landing Site Company Limited (KLSCL)**. The new entity is a duly registered company limited by guarantee and started its operations on 6th August 2018. The company has its own board, management and staff. KUMC remains the owner of the properties and receives revenue according to an agreement with the SPV company. In the KLSCL case, the profit is shared 50-50 between the Local Government Authority KUMC and the company. The company is responsible for all operational and maintenance tasks and undertakes and manages new investments in Kibirizi as per company board directions. The users (fishermen, business women and men and fishing companies) of the landing site and the fish market are represented on the Board through their associations together with KUMC and LIC.



Women selling sardines at the Kibirizi Landing Site



Newly constructed pavement and renovated office buildings, accommodating KLSCL

Highlights and Prospects

- The landing site is expected to service 400 fishing boats and generate a profit of TZS 80 million in its first year of operation.
- With access to ice blocks and flakes, cooled storage and improved trading facilities, the fishermen are expected to reduce post-harvest losses from 35% to 10% and increase earnings by 30%. Reduced post-harvest losses will be achieved by using ice on the boats, at the market and during transportation and through training and awareness raising on improved hygiene and fish management. The availability of ice has made it possible to transport the fish outside the region, e.g. Tabora.
- The increased trading of quality fish and sardines is expected to create a minimum of 130 new jobs and the wider impact on transport, trading, input and value additions enterprises are calculated to be TZS 280 million in the first year.
- The economic turnover can be more than doubled if fish landing is rationalized through closing down small, informal landing sites in the vicinity of Kibirizi. The driving factor for such rationalization will be the improved quality and increased range of services at Kibirizi.
- Improved facilities and services to exporters is expected to lead to increased export of quality products meeting international sanitary standards.
- A planned second phase upgrading will improve facilities at the fish market place and increase the drying capacity for sardines (dagaa).
- In collaboration with representatives of the fishermen and KUMC, KLSCL and LIC will continue to explore opportunities for improving services and marketability of fish and fish products.
- New private investors in processing and marketing are expected to take advantage of the improved facilities at Kibirizi Landing Site.

Until September 2018, LIC has invested around TZS 750 million in the upgrading of the Kibirizi Fish Landing Site. The LIC Programme will continue to support public and private sector development projects in the regions of Kigoma and Dodoma until February 2020.

For further information, please visit www.lic.or.tz