

“REPOA has been our partner since I joined this department in 2000. It has a **track record on poverty research** that is beneficial to the country and widely disseminated.”

– Assistant Director for Poverty Eradication, Ministry of Finance and Economic Affairs

## THE PROBLEM:



**4 in 10 rural Tanzanians cannot afford food and other basic needs**

Tanzania continues to struggle with high poverty levels, despite fast-paced growth in recent years and several rounds of poverty reduction strategic planning. This is especially true in rural areas, where the poverty rate is more than twice that in Dar es Salaam, Tanzania’s largest city.

In 2001, soon after the first poverty reduction strategy was completed, the government created several working groups to monitor progress and identify improvements. One of these – the **Research and Analysis Working Group (RAWG)** – was tasked with analyzing data from the others and making policy recommendations. A key question that emerged was:

**Why did rural poverty reduction lag behind Tanzania’s economic growth – and what could be done about that?**

**THE PROJECTED RESULT:  
More income for rural Tanzanian families**



**1.5-3M**

RURAL WORKERS WITH CLOSER ACCESS TO ROADS FROM 2016-2025

**\$40-80M**

MORE INCOME FOR THOSE WORKERS OVER THAT PERIOD

## REPOA's CONTRIBUTION:

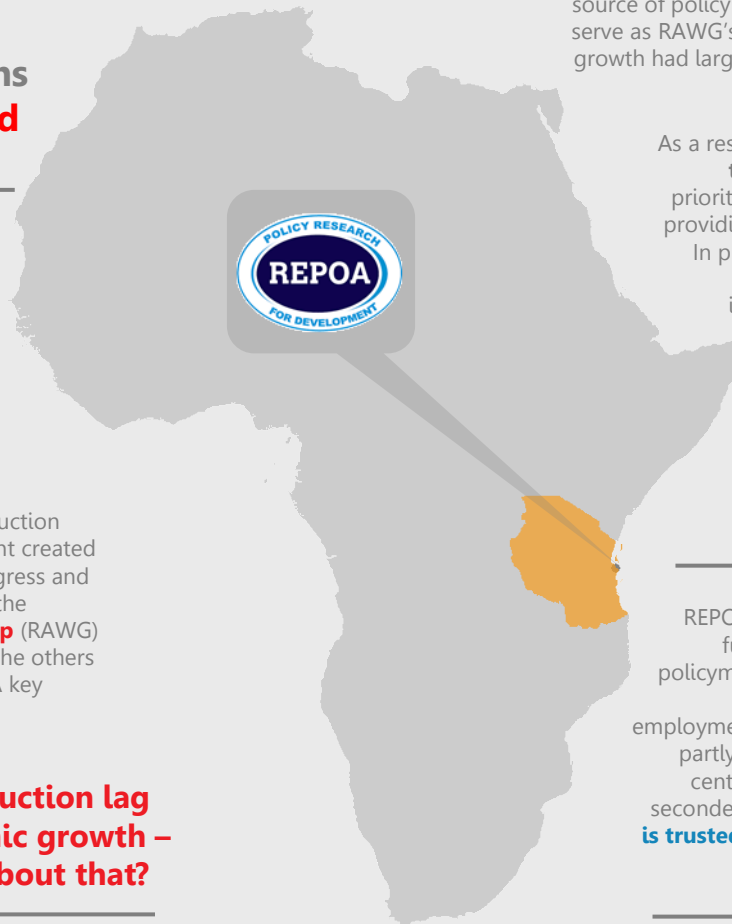
**Promote infrastructure investment so economic growth reaches the rural poor**

Research on Poverty Alleviation (REPOA), an established source of policy research in Tanzania, was asked to serve as RAWG’s secretariat. REPOA observed that growth had largely bypassed agriculture and other sectors that affect the poor.

As a result, REPOA has encouraged a **shift to a more nuanced approach** that prioritizes inclusive growth in addition to providing social services to those in need.

In practice, this has meant more public investment in roads and other infrastructure, along with measures to help farmers improve their livelihoods and to better target social services to those below the basic needs poverty line. For example, roads increased from 9% to 14% of discretionary spending from 2008 to 2011.

REPOA’s role in RAWG results from and furthers its strong partnerships with policymakers. For example, the Ministry of Labour asked REPOA to host an employment research center created in 2012 partly because of its work in RAWG. The center’s director – a ministry employee seconded to REPOA – noted, that “**REPOA is trusted. REPOA’s reputation is why the center is hosted here.**”



### THE RETURN ON INVESTMENT (ROI)

REPOA's contributions were influential throughout the policy change process and required **an investment of only 6 person-years and around \$250K**



Understanding the portion REPOA contributed toward the projected results helps illustrate its true ROI. Experts suggest a relatively constant set of conditions for policy change that an organization like REPOA might influence (see below). Tracking these conditions before and after REPOA became involved provides a rough picture of the think tank's contribution – in this case, knowledgeable individuals were asked to rate the degree to which each condition existed before REPOA became involved, how much its work contributed, and how much still is needed to achieve full implementation success. **Interviews with REPOA and external experts led to the following estimates:**

Necessary condition for policy change	% in place before REPOA	% REPOA contributed	% still needed
Functioning institutions	35	25	40
Responsive, accessible supporting research	35	50	15
Feasible, specific, and flexible solution	40	50	10
Powerful champions in the key institutions	50	35	15
Well-planned, led, and supported campaign	40	20	40
Clear implementation path	40	25	35
<b>Average</b>	<b>40</b>	<b>34</b>	<b>26</b>

Using a simple average, **REPOA's contribution** is roughly 35%, **resulting in an ROI of roughly \$85 more income for every dollar spent by REPOA.**



### SOURCES AND TECHNICAL DETAILS

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The World Bank Group (2012). *World Development Indicators*.

Interviews with REPOA and outside experts.

Technical details and photo credits available in a separate memo.