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COMPANY PROFILE

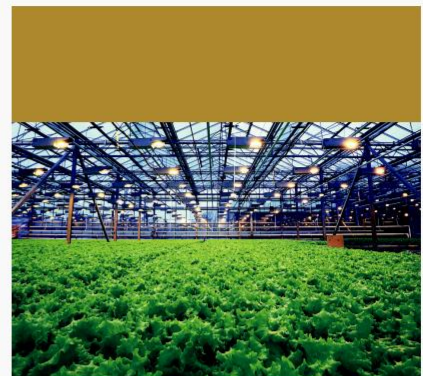
2025



A Brief Story about the Company



ABOUT US



Flying Dream is a management consulting and business development services company committed to developing sustainable and viable businesses within the agriculture and broader enterprise ecosystem. We are dedicated to transforming ambitious ideas into thriving businesses, driving economic growth, and long-term sustainability.

Registered by BRELA-Tanzania, Flying Dream also operates as a social enterprise with a strong focus on empowering youth and women in both the informal and private sectors. Through our work, we actively contribute to the achievement of Sustainable Development Goals (SDGs) 1, 2, 4, and 8 by promoting economic inclusion, food security, quality education, and decent work opportunities.

We collaborate with development partners, agencies, companies, and government institutions by leveraging our expertise to enhance their capacities and support implementing initiatives and projects that foster improved livelihoods and economic resilience of Tanzanian communities.

Strategically headquartered in the Southern Highlands of Tanzania, Gangilonga – Iringa CBD, near Kleruu College, we have been operating across nine key regions, Iringa, Njombe, Mbeya, Songwe, Katavi, Rukwa, Dodoma, Tanga, and Morogoro, while maintaining the capacity to serve clients across the entire country.



VISION

Empowering Aspirations, Realizing Dreams.

Flying Dream is dedicated to transforming ambitious ideas into thriving businesses, enabling growth and prosperity across the agricultural and enterprise ecosystems.



MISSION

At Flying Dream, our mission is to leverage ideas, innovations, skills, and technologies to create viable businesses in the agriculture industry and the enterprise ecosystem. We strive to significantly reduce poverty and hunger in the community and provide a sustainable solution to the growing unemployment problem.



OUR CORE VALUES



Integrity

Upholding the highest standards of honesty and transparency in all our dealings.



Innovation

Continuously seeking creative solutions to meet the evolving needs of our clients.



Collaboration Fostering

Partnerships and teamwork to drive collective success.



Empowerment

Providing resources and Support to help our clients Achieve their full potential.



Sustainability

Committing to practices that promote economic, Social, and environmental sustainability.



OUR GOAL

Our Goal is to support the groups of youths and women to work effectively in the informal or private sector, especially the Agriculture and micro-enterprises. We are working with development partners, companies, organizations, Governments and individuals who demonstrate an interest to support the youths, women, farmers and Entrepreneurs in order to overcome unemployment, Poverty, hunger, and the Impacts of climate change.



OUR SERVICES



Skills Development

At Flying Dream Company Limited, we are committed to equipping individuals and communities with practical, market-driven skills that promote self-reliance, entrepreneurship, and inclusive business growth. Our Skills Development service offers a comprehensive approach through tailored trainings, coaching, apprenticeship programs, and industrial placements, particularly in agriculture and enterprise development.

We design and deliver hands-on, experiential learning programs that go beyond theory focusing on real-world application to empower youth, farmers, and aspiring entrepreneurs to initiate and sustain income-generating activities. Our approach is participatory and action-oriented, enabling participants to build the confidence, competencies, and networks needed to thrive in competitive markets.

Each intervention is customized to meet the unique needs of beneficiaries and is aligned with principles of sustainability, inclusion, and innovation. Whether through on-site demonstration farms, business coaching, or enterprise incubation, we strive to unlock potential and support our clients to move from ideas to impact.





Marketing Systems Development

Utilizing our profound expertise in market systems development we tackle essential challenges crucial for economic vitality and community well-being by advancing market systems. This involves streamlining access to finance, optimizing organizational structures, and ensuring the effectiveness of supply chains.

Our focus extends to improving market access, fostering innovation and technology adoption, and overcoming systemic barriers like regulatory constraints. We prioritize capacity-building initiatives, empowering individuals and organizations to navigate dynamic market environments successfully.

We actively promote collaboration and networking, fostering synergies among diverse stakeholders to elevate Food Supply Chains. Our mastery in market systems development extends seamlessly to the enhancement and fortification of food supply chains.

Actively facilitating linkages and fostering relationships among agribusiness value chain actors, we diligently bridge gaps that could impede collaboration and hinder sustainable growth.

Moreover, our development efforts emphasize sustainable practices, inclusive growth, and the adoption of responsible business approaches, all contributing to long-term resilience and shared economic success.



Organizational Development

At Flying Dream Company Limited, we are committed to building strong, resilient, and competitive Business Organizations—particularly Farmer Business Organizations (FBOs) and Micro, Small, and Medium Enterprises (MSMEs), as a means to drive inclusive economic transformation in the agriculture and enterprise sectors.

Building Professional Farmer Business Organizations (P-FBOs)

We believe that strengthening farmer solidarity and formalizing collective action unlocks the ability of smallholders to pool resources, engage in coordinated production, procure inputs more affordably, access finance, and secure better markets. By supporting the formation and professionalization of farmer groups, agricultural marketing cooperative societies (AMCOS), and village savings and loan associations (VSLAs), we enable farmers to gain economies of scale, reduce costs, share knowledge, and improve their market positioning.

Our approach to developing Professional Farmer Business Organizations (P-FBOs) begins with a comprehensive organizational capacity assessment using proven diagnostic tools to determine their strengths and gaps. Based on the results, we design and implement tailored Capacity Building Programs that focus on building the core dimensions critical to organizational success such as the Internal Management,



Operations, Financial Management, Production Base, Market Access, and Sustainability

These interventions include coaching, mentoring, and hands-on training designed to build systems, structures, and leadership skills that ensure long-term performance and resilience.

Startups and Enterprise Development

Flying Dream supports startups and MSMEs throughout the enterprise development cycle, from ideation and planning to prototyping, piloting, and scaling. We provide technical assistance in strategic business development, development proof of concept and iteration, stakeholder engagement, and market entry. This includes access to expert business mentors who offer backstopping services in Business model development, Strategic planning and positioning, Financial and resource mobilization, Investor pitching and partnership building, Product development and commercialization.

Our goal is to nurture professionally run, market-ready organizations capable of driving value chain transformation and contributing meaningfully to community development and national food systems.





Leveraging Technology to Develop Data-Driven Solutions

Flying Dream Company Limited stands at the forefront of technological innovation. Our dedication to leveraging technology extends beyond local boundaries, making a global impact through initiatives like the Green AI Africa project.

At Flying Dream Company Limited, we recognize the transformative power of technology in reshaping agrifood systems and propelling the growth of enterprises. Our commitment to innovation is embodied in the implementation of Green AI Africa, a cutting-edge digital technology powered by artificial intelligence.

- **Transforming Agrifood Systems:** The innovation can overcome challenges faced by smallholder farmers in accessing markets and staying informed about market requirements. Green AI Africa serves as a beacon of change by fostering strong business relationships among all value chain stakeholders. This, in turn, enables farmers to access vital services such as technical extension support, input supplies, and business advisory services.
- **Bridging Income Disparity:** Beyond technology, our mission is to bridge the income disparity gap for smallholder farmers and promote inclusion. Through the Green AI Africa initiative, we empower smallholders to access essential financial capital and services from financial institutions, fostering economic stability and growth.
- **Mitigating Climate Impact:** Our solution has the potential to provide farmers with timely information on various aspects of production, including changing weather patterns. This empowers farmers to mitigate and adapt, ultimately preventing seasonal food insecurity and contributing to sustainable agriculture.
- **Data-Driven Decision-Making:** In the realm of enterprises, we are dedicated to empowering businesses with data-driven decision-making capabilities. By investing in technology, we provide comprehensive solutions that address the specific needs and challenges faced by businesses in the agriculture industry and MSMEs.



UNIQUE SELLING PROPOSITION (USP)

01

Integrated Solutions

Combining management consultancy with business development services tailored specifically for the agriculture sector and enterprise development.

03

Holistic Development

Focusing on skill development, market system development, and tech-driven solutions to create comprehensive growth strategies for clients.

02

Premium Quality

Commitment to delivering the highest quality services that meet and exceed client expectations.

04

Tech- Driven Innovations

Utilizing cutting-edge technology to enhance market systems and drive efficiency.

OUR CLIENT SPOTLIGHT HIGHLIGHT

Implementing the iCRA Agribusiness Model in the BICHOBS Agri connect Project.

In the Southern Highlands Zone of Tanzania, the EU and other development partners funded the Agriconnect Project to be implemented in five regions of Iringa, Njombe, Mbeya, Songwe, and Katavi.

Flying Dream was consulted in 2021 to implement the iCRA Agribusiness Model to strengthen Horticultural value chains at Njombe and later extended to Iringa in the year 2023.

In this role, we strengthened horticultural value chains by establishing 23 Agribusiness Clusters across 53 villages of the Njombe region, engaging more than 5000 farmers. We facilitated the development of well-functioning Agribusiness Clusters involving a complete set of value chain actors. Additionally, through initiating contract farming, we supported the collective production and procurement of inputs and organized the trade of over 10,000 tons of fruits and vegetables annually in local and export markets.

Beyond market system development, we facilitated the adoption of technology in several ways. We trained 23 lead farmers to become Local Business Coaches, utilizing the Kobo Collect Toolbox for data collection and reporting.

We were responsible for monitoring progress, evaluation, and capacity building, aggregating data, analyzing it, and producing quarterly iCRA reports. Again, we trained and supervised the farmer profiling process, which was executed by the local Coaches and Extension Officers from the government.

We supported the project in preparing and piloting the Kilimo Akiba Bundle, which was fostered to enable Agri financing using mobile applications. The Kilimo Akiba Bundle was the initiative of the project vested upon Bizytech Company.

Implementing Vocational Training in Horticulture under SET Project

As part of its commitment to youth empowerment and agribusiness development, Flying Dream Company Limited partnered with Swiss contact under the Skills for Employment Tanzania (SET) project funded by SDC to deliver hands-on training in commercial and sustainable horticultural production.

The project targeted over 200 youth aged 15–24 in Iringa District, providing them with practical skills in climate-smart and market-oriented farming. As a result of the training and support received, 170 youth organized themselves into formalized collective farming businesses, focusing on six high-potential horticultural crops: African eggplants, cabbage, Irish potatoes, cucumber, beans, and bell peppers.

These youth-led farming groups are officially recognized by the Iringa District Council, making them eligible for the 10% youth development loan fund offered by the Council. In addition, the groups actively participate in Village Savings and Loan Associations (VSLAs), further strengthening their financial resilience and capacity to invest in farming operations.

The sustainability of these businesses is reinforced through strong linkages with key value chain actors, both direct and indirect. Notable partners include Seed and input providers such as HZPC, East-West Seed, Meru Agro, ETG Input Supply, Agrovets and input distributors; Alpha Agrovet, Kilimo House Agrovet, Fair Agro, Irrigation and technology firms; Tone Irrigation, RELLA Company Limited

Through these partnerships, youth groups gain reliable access to quality inputs, extension services, technologies, and financial support critical for sustainable horticultural production.

Moreover, the farming groups have successfully established market linkages with buyers in Iringa, Dodoma, and Dar es Salaam, enabling them to consistently sell their produce and grow their agribusiness ventures.

This initiative stands as a transformational model for youth employment in agriculture, demonstrating how tailored skills training, business formation, access to finance, and market integration can create viable pathways for youth in agri-entrepreneurship.



**Our Client Spotlights Highlight
A Comprehensive View of
Successful Initiatives**



OUR CLIENTS



rikolto



Food and Agriculture
Organization of the
United Nations


swisscontact



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