

**Challenges Facing Agricultural Marketing Cooperative Societies in Services Delivery to Their  
Members in Tanzania**

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The main objective of this study was to find out the challenges facing AMCOs in services delivery to their members in Tanzania. Specifically, the study intended to: examine the services offered by CoMCOs to members, impact of the services offered by CoMCOs on members and identifying the constraints hindering the smooth functioning of the coffee marketing co-operative societies. A case study method was opted for the study covering four coffee marketing co-operative societies namely Orori, Narumu, Nshara and Lukani all in Hai district of Kilimanjaro region. Data were collected through interviews; questionnaires focus group discussion and documentary review. The study used a sample size of 130 respondents, which comprised co-operative officers AMCOs-members, employees, board members and chairperson. The overall findings revealed the selected coffee co-operative societies faced some very difficult times due to a changing global and domestic world economy. Lack of working capital, lack of qualified staff, increased costs, and fluctuation farm produce prices have been reported as the major constraints hindering the smooth functioning of the selected coffee marketing co-operative societies in services delivery to their members. Based on the findings, it is recommended that the co-operative societies especially chairpersons, board members and staff should be trained in order to build their management capacity and entrepreneurial skills so as to invest in productive services and enhance the performance and prosperity of coffee marketing cooperative societies.