

Resolving Challenges Related to Local Markets Development in the Dodoma City of Tanzania

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Abstract— The paper explored the challenges of local markets development in the Dodoma city. It contends that there are managerial challenges related to local markets development that require the attention of actors to benefit from local goods and services. Using a 90 sample size acquired by systematic random sampling procedures, the study employed the cross-sectional design. The qualitative and quantitative data were generated using observation, documentary review, and interviews with sellers, and buyers of Majengo, Sabasaba, and Bonanza Markets. The study found that the markets experience long distance from sources of goods beyond Dodoma region like Shinyanga and Mbeya regions. The existing scarcity of goods in the wet season also contributes to periodical high cost of goods in the city markets. Markets were faced with poor solid and liquid waste management and storage problems despite valuable revenue generated from them. It concluded that markets have a great contribution to the Dodoma city and the general livelihood of the public yet they had received poor infrastructural development, management and high prices of goods resulting from a periodical scarcity. It was recommended that there is need for the Dodoma city authorities to use effectively the Public-Private Partnership in the management of markets and allow the private sector to build and maintain market centres in the wards. This will redistribute the population by establishing other urban market centres that will add on revenue to own source of the Dodoma City adequately and be able to sustain the availability of goods in the markets.

Keywords— Challenges, Development, Dodoma city & Local markets

I. INTRODUCTION

There are different explanations of what markets are. A market is an interaction of demand and supply (buyers and sellers) of particular types of goods or services (1). More formally, a market is an institution or organisation that manages the business of goods and services [2]. Reference [3] and, [4] see a market, as an authorised public concourse of buyers and sellers of commodities meeting at a place more or less strictly limited or defined at an appointed time. Reference [5] defines a market as a point dully established by the council, under any written law and owned by the council including the animal market. Differing with [5], reference [3] puts that it is believed in many quarters that markets grow anywhere, there are goods to sell and where buyers are available for such goods. According to reference [6] and reference [4], [7]; and [8] classify markets into basic classes of market places as the daily and periodic markets which were further sub-classified as; morning, full-day, night, periodic, provincial and inter-kingdom markets in the case of Nigeria. Reference [4] had the view that a daily market requires the existence of many full-time traders and that it is a more convenient type of market in that it provides daily needs to the people on daily basis. Reference [9] and [10] noted that it is perhaps because of the importance and significance of

daily markets that very large towns in Nigeria have at least one large daily market. According to [10] and [7] showed that at the time of their studies observed that Lagos had at least seven daily markets; Ibadan had ten, while each of Kano, Aba and Onitsha had two markets. It is also indicated that the majority of the villages, on the other hand, had periodic markets, which were usually held at four or eight days intervals of service. The Local Governments (LGs) in many countries determine these types of markets, their origin and their development through the legal framework that are set for them to exist by establishing places as market centres. The LGs also impose revenue such as rental fees, market dues, and market fees in their operations. These authorities have the mandate to allocate funds for their local public development and regulate the state of the business within their jurisdictions.

This paper aimed at exploring the existing challenges related to local markets as an important element towards enhanced goods and services availed and consumed through the local markets of the Dodoma Capital City of Tanzania. Given the fast growing of the city in space and population, it was imperative that attention be invested on how to manage these local resources important for livelihoods and social welfare promotion by examining the inherent challenges.

This paper is organized into eight sections. Section I introduces the subject of the paper. Section II discusses about the related works on the topic of local markets. Section III contains the methodological orientation of the paper. Section IV articulated the results and discussion of the paper. Section V contains the conclusion and future scope of concern of the paper.

II. RELATED WORKS

Reference [11] argues that initially there was no market, as a result the Herman Costerstraat Market (HCM) was built more than seventy years ago in Holland being initiated by the Municipality of The Hague (MTH) after lengthy negotiations with vendors. The exiting literature does classify local markets according to marketing channels like rural retail markets and urban markets. According to [12], many retail markets have been in decline over the last 20 years. It is argued that the local authorities are the managers of local markets, but these markets have been suffering from a lack of investment. This is due to the fact that local authorities, commonly prioritise on financing capital programmes in higher-priority services, such as education, housing, and social services in stead of local markets. As a result many markets, therefore, look run-down, with poor facilities. In developed countries it is indicated that the last decade had seen steady growth in niche markets like farmers' markets, craft markets, French and German markets, and, in London, Borough Market. These are often successful, leading to questions about what makes markets vibrant spaces within different settings.

The local authorities do determine the location of markets, facilities installed, and what products are to be traded in a given center [13]. They also decide on the site for markets and the facilities to be provided. Depending on what the council decides, it may promote or deter the development of markets [13]. Reference [14] also argue that in most locations, markets were established by village councils, clan heads, paramount rulers (as in Etinan and T-junction markets), or by the local governments like in the case of Nigeria.

According to [15], agrarian products are channelled through various type of local markets: These are: The first is the so called **Rural Primary Markets**, these are referred to as markets characterised by direct sales of small quantities of produce by producers to village traders and by sales by retailers to rural consumers. It is put that these markets form a trade network and are normally arranged periodically on specific weekdays, and are commonly organised at a central place in a village or district centre or beside the village's access road. In some instances, there are markets so called **Provincial and District-level Markets**, these serve as spaces for providing an assembly function that is assembling products in larger quantities for onward sale to outside buyers. With assembly markets, reference [15] characterises assembly markets as larger rural markets found where greater quantities of produce are traded, either by the producers themselves or by traders.

These markets as per reference [15] are combined with local rural markets and are normally situated on main highways, or near ferries and other local transport nodes. Produce is predominantly bought by traders or collection agents on their behalf or behalf of urban wholesalers. This also can be periodic depending on LGs decisions of managing the market.

Wholesale markets involve the terminal wholesale and semi-wholesale markets that are located within or near major cities usually with populations exceeding 0.5 million [15]. These markets can be supplied by purchasing or assembly centres in the rural areas or directly from farms, either by traders or by large farmers. Transactions are predominantly handled by traders although many wholesale markets incorporate farmers' markets where farmers can sell directly to retailers. Some markets also allow traders to sell to retailers off the back of the truck [15]. The LGs impose fiscal issues such as cess, tax to wholesalers on products sold, and transported within their jurisdictions. **Retail markets** are markets directly serving consumers and are found in main urban areas, such as provincial, town, and city centres. These markets may have some semi-wholesale functions, particularly if they allow farmers to trade. In that case, they are often called farmers' markets. This form is very typical in developing countries, but there has also been a strong trend in the United States of America, the United Kingdom and other parts of Europe to create farmers' markets for the sale of specialised products, such as organically-grown fruits and vegetables. The markets of the study area are the typical classification of the retail markets in the Dodoma City that this paper investigated.

Reference [15] indicates that the retail markets involve municipal authorities in the provision of low-cost retail facilities like markets and street markets. It is affirmed that appropriate organisational structures for managing these markets are not very satisfactory. This result in the markets being poorly maintained. One of the frequently argued complaint concerns is high rental values for stalls, which may drive the traders out of the market onto the street. Some markets are leased to single entities or franchises, which might lead to a distorted rental structure and may be counter-productive to the long-term development of retail markets. The formation of new retail markets and upgrading of existing market areas require that a positive programme be adopted so that they can be properly integrated with development proposals for cities and towns, including any new wholesale markets. Guidance from municipal authorities is often needed for the planning of such an environmental upgrading programme. Improvements might include the provision of redesigned stalls for vendors, improved water supplies, better street surfacing and drainage, and the provision of facilities for the daily collection of solid waste.

Various factors do determine the design and development of local markets spatially. According to [15] the development of local market infrastructure has had a rather

chequered history. Many establishments have been too large or have failed to attract users and, consequently, had not been economically, financially, or socially viable. It is explained that usually, the reason for this failure was that the critical first steps in the development cycle were not considered. The basic strategic and planning decisions should be taken with the development or accommodation brief to be formulated. The main factors which should be taken into account when improving an existing market or designing a new one are as follows: The first factor is the location. This relates to the target population of consumers as said by [15]. Location is critical as it gives room for space concerning potential users. Secondly, the distance is important as it relates to accessibility to the markets which can pose constraints or opportunities to go to a certain market centre. Normally, the location of markets should be considered from the effective participation of the potential users and beneficiaries. This helps to address several challenges and constraints in the management such as that of utility. References [16] argue that constraints exist for households in purchasing food, the distance to markets offering the greatest variety of products poses a comparable problem. This means that an individual is forced to either accept the long travel (time, cost, inconvenience) or go to the small local stores and accept a much higher price. They further put that the fact that people go to small local stores is probably not because they choose to do so, but is rather due to the lack of nearby markets because almost all the large sites to purchase food are near the main roads. Markets tend to be more numerous in older neighbourhoods.

Fourthly [15] puts that the existence of sales and storage areas, administration, specialized facilities, circulation, and, especially, parking are the factors of consideration in markets development. Again the building designs should also allow the maximum amount of flexibility for change for instance or peak periods, and for simple rural and urban retail markets, emphasis should be given to the use of low-cost covering of sales areas, either by using permanent light-weight shade structures or retractable blinds. Building designs should avoid, as far as possible, different floor/road levels [15]. Other factors include decision making in planning including market management and operating procedures, management systems and alternative revenue collection, financing of market improvements planning, and identifying the marketing intermediaries [12], and [15]. Reference [11] argues that the lack of a unified representative body that could effectively guarantee that the voices and interests of all the vendors are included and considered when making decisions and taking positions in negotiations is one of the limiting factors in the Herman Costerstraat Market (HCM) management in Municipality of The Hague, Holland.

The market operations in Tanzania are characterised by poor conditions [13]. It is argued that the common situation at both wholesale and retail levels is that the markets are viewed as tax instruments rather than as a means of facilitating the marketing of local produce. This

means that the marketing system is "kidnapped" by municipalities, with the sole purpose of collecting taxes. Further, it is argued that by imposing a tax that tries to catch everything that goes through the system in a very rigorous and labour-intensive manner, the market authorities may inflict greater economic losses than the actual revenues collected. In many of the markets in Dar es Salaam, Iringa, Morogoro, and Mbeya, members of the market association and individual traders complained of a lack of adequate and appropriate trading space, water, and storage facilities [13]. The local government authorities outsource revenue collection in markets through Public-Private Partnership (PPP) for improving the services and infrastructure, however, there have not been changes in market operations [17]. The problems on markets also have been shown by reference [18] study on storage, collection, and disposal of Kariakoo market wastes in Dar es Salaam. The study indicates the main problem of poor market design and lack of well-organised waste storage, collection, and disposal systems. It further provides that, two-thirds of the waste consists of vegetable matter. The study by reference [19] on food security in Tanzania looked at the market trade and prices as one of its specific objectives and found that there was significance in the pursuit of rural food security. The study in Shinyanga Rural District found that the major economic activity was agro-pastoralism, along with trade and the most common causes of food insecurity among others were lack of reliable markets for crops and livestock. The study recommended lobbying for review, reform, and implementation of development policies that focus on farming and livestock-keeping; marketing and pricing, taxes and subsidies [19].

In their study on Decentralization by Devolution: Reflection on community involvement in the planning process in Tanzania, reference [20] used the case of Kizota Ward in Dodoma Municipality and found that planning was undertaken by few experts who did not include the residents' priorities, hence, leaving many problems unsolved. It was found that 38.8% of respondents pointed out among others lack of market as a major socio-economic problem facing their respective streets. Moreover, the partnership entered by DMC and the private sector has increased revenue collection, without allocation for infrastructure development. The prevalence of the poor status of markets is not accidental. Reference [17] argues that the partnership of revenue collection in markets has caused consultants to take revenue to their advantage is the reason for a poor market operation that affects the council's market development. The Tanzania Local Government (Urban Authorities) Act CAP 288 of 2002 provides autonomous power on markets subsector to local governments to develop and maintain local markets in their jurisdictions [21]. Surprisingly Dodoma City Council did not reflect the improved market's infrastructure despite evidence of the revenue collected through Public-Private Partnership.

III. METHODOLOGY

Dodoma city is located in the centre of the country of Tanzania covering 2,769 square kilometres. It is bordered by Chamwino district in the East and Bahi district in the West. It is 456 km to Dar es Salaam and 426 km to Arusha [22]. This paper employed a cross-sectional research design using a quantitative approach. The cross-sectional design makes it possible for the collection of data at a single point in time. It involves the collection of data on a sample of at least two groups of the subject. Under this study, data were collected from sellers of the selected market centres and buyers of goods from the selected wards holding sample markets in Dodoma city that are being managed by the Dodoma city in collaboration with the private sector. Also, the markets managers, leaders, and city officers were involved in the study. This cross-sectional design enabled the triangulation of data collection methods and data from markets to capture different points of view to come out with an understanding of the reality in the context. The study again employed a quantitative approach to aid the description of the extent of the results. The study employed 90 respondents that involved 45 buyers and 45 sellers. These were complemented by 10 key informants [23].

The study adopted systematic random sampling procedures. Systematic random sampling was employed in the selection of sellers and buyers using a two-stage interval. Through this method, sellers were selected in market centres using a two-stage interval. Also, the buyers that visited the selected markets centres were chosen using the two-stage interval as well. Primary data were collected through the researcher administered interviews using questionnaires, and direct observation. The secondary were data collected through some literature and documentaries such as journals, pamphlets, books, Official reports and News Papers from some institutions such as the University of Dodoma Library, Dodoma Regional Library, Dodoma city and Ward reports to enrich primary data.

The use of key informant interview techniques was important. In this study, both structured and unstructured interviews were used to collect data. The information was collected directly from the study area. Semi-structured interviews were held with Ward and Dodoma city officials, market managers, and respective leaders. The researcher personally met the respondents from three markets of the study area. Checklist questions were designed carefully to ensure that they accommodate both the commodity buying households of the markets. The technique has the advantage that it increases the comprehensiveness of the data collection because of the pre-outlined topics and issues covered, flexibility and it provides room for deeper information gathering. The questionnaire survey technique was employed. Questionnaires were administered to both members of households of buyers and sellers. Questionnaires were also employed to acquire information on satisfaction with services of markets. The observation method was also used. The data was obtained by the

researcher's observation and the technique was employed to capture information on objective number one which has to do with the spatial distribution of the markets in Dodoma city. The method also helped to complement and supplement information collected through face to face interviews especially on infrastructure and sourcing problems of commodities at the markets. Observations were guided by clearly formulated research objectives and checklists which were planned systematically and data were recorded accurately. This technique has an advantage that information obtained is that happens at a specific point in time and the technique is independent of the respondent's willingness. The data analysis process was done through qualitative and quantitative methods. Qualitatively it involved content analysis based on common features and the nature of the phenomenon. Descriptive statistics were used for classification and tabulation to summarize the data. These statistical processes were performed with the help of the Statistical Package for Social Sciences (SPSS Version 11.5). Lastly, the data were summarized and presented in terms of tables and discussion.

IV. RESULTS AND DISCUSSION

Challenges Facing Sellers and Buyers in Markets

This section presents and discusses results on challenges on markets. It involves challenges of sources of goods, availability of goods, problems of commodities, and scarcity of goods.

Sources of Goods

Finding out the various sources of commodities was important in assessing the extent of goods availability in dodoma city to be able to explain the possible challenges, opportunities, and problems coming out of processes of making goods available in the municipal markets. The study identified the need to find out where the goods are available in the market centres as one area to understanding the nature of the problems inherent in the market. Table 1 presents findings indicating multiple responses that 30 (29.1%) responses of sellers said get goods within dodoma region, 20 (19.4%) responses indicated goods from morogoro region, 14 (13.6%) responses said from tanga region, 13 (12.6%) responses said from shinyanga region, 13 (12.6%) responses said from mbeya region, 7 (6.8%) responses said from singida region, 3 (2.9%) responses said from Iringa and another 3 (2.9%) responses from Dar es salaam region. The findings indicate that more than half (50%) of goods in totality come from out of the Dodoma region as presented in Table 1. This implies that the dodoma region supplies fewer food requirements into the market than all other regions, which is the main reason for the scarcity of goods that contributes to high costly food requirements in dodoma city markets. These findings are also similar to the argument that the prices increase as one gets farther away from the production areas [13]. Therefore it can be inferred that the higher the distance of availing goods out of the dodoma region, the higher the cost of transportation contributed by

charges and production, and the higher the prices in the Dodoma City markets.

Table 1: Sources of Goods by Sellers (N=45)

Sources	Frequency	Percentage
Within Dodoma region	30	29.1
From Shinyanga	13	12.6
From Morogoro	20	19.4
From Mbeya	13	12.6
From Tanga	14	13.6
From Iringa	3	2.9
From Singida	7	6.8
From Dar es salaam	3	2.9
Total	103	100.0

These results are consistent with reference [24] that argues that moving products from southern highlands regions to the markets such as that of Dar es salaam, Shinyanga, and Dodoma involves a very high transportation cost. Further, it is argued that poor road systems and infrastructure reduce market access for farmers and raise the prices of net food buyers in deficient places.

Periodical Non-Availability of Goods

The study has examined the problems of goods not being available in some periods and found multiple responses from sellers that 23 (25.3%) responses showed that Dodoma region does not produce some goods, 21 (23.1%) responses indicated goods non-availability due to scarcity in dodoma region, 21 (23.1%) responses indicated due to drought conditions, 20 (22.0%) responses signified as because of some goods are seasonal, 5 (5.5%) responses due to scarcity to other regions and 1 (1.1%) response said because of high costs from source regions. the findings indicate that the reasons for goods non-availability in the Dodoma town markets include: dodoma region does not produce some goods 23 (25.3%), scarcity in Dodoma region 21 (23.1%), drought conditions 21 (23.1%) and some commodities are seasonal 20 (22.0%) as shown in Figure1.

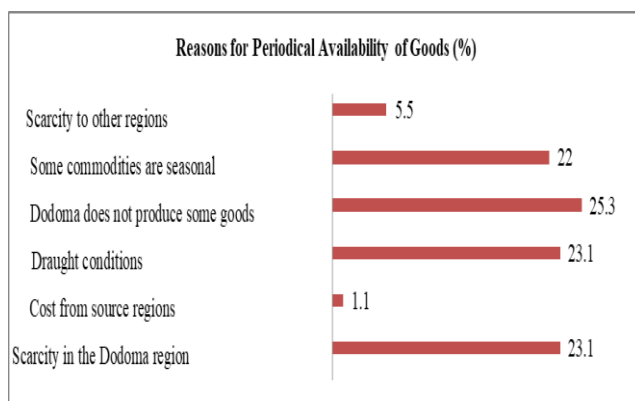


Figure 1: Reasons for Periodical Non Availability of Goods (N=45)

The results are linked to reference [25] which indicated that the dodoma region experiences fluctuating prices of staple food like maize and rice due to scarcity issues. since the region is dependent on food commodities from other regions, there is a tendency for goods to be scarce in some periods of the year.

Problems over Commodities

the study examined the problems of goods as found by the buying respondents which portrayed multiple responses that 33 (36.7%) responses said the high cost of goods, 29 (32.2%) responses said bad market infrastructure, 12 (13.3%) responses said the bad quality of goods, 9 (10%) responses indicated scarcity of goods and 7 (7.8%) responses showed the problem of rotting of goods as indicated in Table 2.

Table 2: Problems of Goods in Markets with Buyers (N=45)

Problems	Frequency	Per centage
High cost of goods	33	36.7
Rotting of goods	7	7.8
Poor quality of goods	12	13.3
Scarcity of goods	9	10.0
Poor market infrastructure	29	32.2
Total	90	100.0

These results mean that the main problems affecting the Dodoma city market facilities include the high cost of goods 33 (36.7%) and bad market infrastructure 29 (32.2%). This situation is due to transportation costs and the missing of plans and allocation of resources to markets infrastructure improvement and development by the Dodoma City Council. Reference [25] also revealed that the Dodoma region is one of the regions in Tanzania having a high cost of agricultural commodities in some periods of the year. This indicates one of the problems with agricultural commodities in Dodoma.

Commodities' Scarcity by Seasons

In studying the problem of scarcity of goods the multiple responses from sellers indicated that the commonly scarce commodities in some periods of the year include Rice 36 (29%), Fruits 29 (20%), Maize flour 22 (16%), Vegetables 17 (12%), and Fish 15 (12.1%) as presented in Figure 2. The study found that goods become scarce during the wet seasons of the year particularly between December and February due to low supply. The scarcity goes hand in hand with raised prices. The results are related to the [13] observations in Tanzania which indicates that the domestic market prices were highly variable between the dry and wet seasons with prices in the wet season (December-April) rising by 140% over the average dry season prices mainly because of low supply in the wet season.

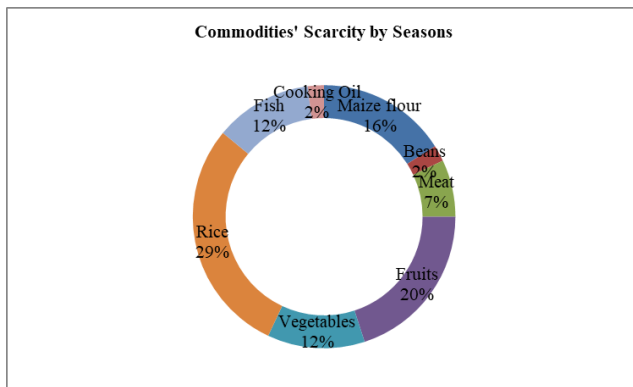


Figure 2: Commodities' Scarcity by Seasons (N=45)

Sellers' Perception on Availability of Commodities in Markets

The study indicated that there is a high scarcity of commodities as evidenced through sellers' and buyers' interviews in the markets. More than half of goods come from out of the Dodoma region. The responses that Dodoma region does not produce some commodities as shown by 6 (7%), sellers proved the situation of high prices of goods 23 (25%). Other responses by sellers included scarcity of goods in the Dodoma region by 21 (23%), drought conditions by 21 (23%), and that some commodities are seasonal by 20 (22.0%) as presented in Figure 3. These situations have contributed to raising the cost of goods in Dodoma city.

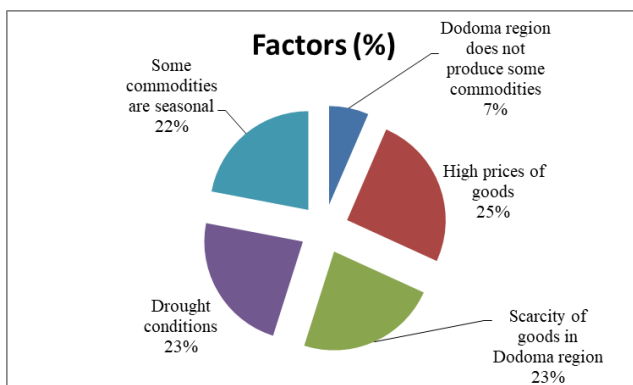


Figure 3: Factors Influencing Commodity Availability in Markets (N=45 with Multiple Responses)

These results concur with [25] results that factors such as long-distance between markets, were responsible to influence the availability of goods in markets. It was argued that usually, long distances to markets tended to increase transport costs.

Policy Implications

The paper explored the challenges of managing local markets in Dodoma city. The findings imply that the local markets in Dodoma city have goods and services insufficient to serve the growing population. The management of local markets is challenged by infrastructural and price-related issues that require effective governance. This implies the development of markets facilities that provide all services and goods

required by the users through encouraging agricultural practice within the Dodoma region as prime sources of local markets' goods to promote rural and community development. This also implies the limited capacities by local markets' facilities such as storage and adequate and conducive selling spaces preserving the quality and value of goods in local markets in the study area.

V. CONCLUSION AND FUTURE SCOPE

The study concludes that Dodoma city experiences many commodities-related challenges including the long distance from sources of goods beyond the Dodoma region such as Shinyanga, Iringa, Tanga and Mbeya in majority. The other challenge is the high cost of goods, vending spaces on the ground surrounding the markets, and scarcity of goods. This has created a state of hardship for buyers especially during wet seasons for goods such as rice and maize flour. The vendors selling outside the markets' compounds had made it difficult to charge them the respective fees such as the rental fees. It is concluded that the level of participation in markets development and management in the city is low among actors. Therefore there is overall dissatisfaction resulting from poor management of the local markets reflecting the need for enhanced practices consistent with experience of reference [26]. It is also concluded that the market's infrastructure despite increased revenue collected from was not developed to match the generation of market fees, market dues, and rental fees resultant from them. The state of sewerage, solid waste disposal, and stormwater systems were very poor characterised by an old system in Majengo and other markets with no installation at all. Solid wastes were disposed of by human labour in the markets. The roofing was found standard to the Majengo market only, whereas the other markets were not well roofed. There is a limited storage facility in the Majengo market, and missing facilities in the Sabasaba and Bonanza markets. The waste disposal system used poor technology of human labour.

Future Scope

Firstly, to bring stability in the sourcing of commodities in the local markets, the paper recommends that the local authorities should be empowered to build sub-zonal grains reserves for rice, maize, millet, and beans and develop new local markets in all residential areas of the city. This will entail reduction in existing scarcity of goods due to congested markets in the central business district of the city. As well, stakeholders need to expand the production of horticultural products that are consumable on daily basis, like vegetables, grapes, bananas, and oranges. This can be accompanied by special reduction of relevant charges of incoming goods and services to mitigate high costs of goods and services in the local markets. Secondly, to avoid conflicts with the stakeholders of the markets, there should be an effective use of the Public-Private Partnership approach with full involvement of the local government authorities, the vendors association, and the private management of local markets to attain the greater participation of vendors in decision-making about markets administration and management.

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