

Martina Locher, University of Zurich, Dept. of Geography

„Investors are good if they follow the rules“

Power relations and local perceptions in the case of two European forestry companies in Tanzania

SGAS, UBE – Bern, 11 October 2013



Case studies

Pangani: Tanga Forests Ltd (N)



Kilolo: New Forests Company (UK)



The land deals' consequences

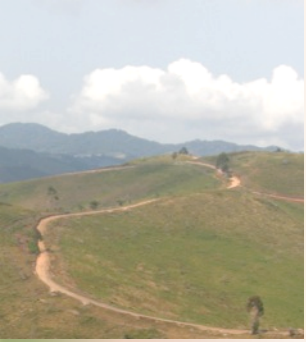
Case studies

Power relations

Perceptions

Conclusions





Analysis of power relations

Strands of powers that shape the negotiations over land and benefits ('access mechanisms', Ribot and Peluso 2003)

Case studies

Power relations

Perceptions

Conclusions




Ribot, J. & Peluso, N. 2003: A Theory of Access. *Rural Sociology*, 68 (2), 153–81.

Locher, M. & Müller-Böker, U. (submitted): "Investors are good, if they follow the rules" - Power relations and local perceptions in the case of two European forestry companies in Tanzania



Identified strands of powers

Case studies

 Tanzanian land law



Knowledge (about land law)

Power relations



Government authorities (twofold influence)

Perceptions



Legitimizing discourse

Conclusions

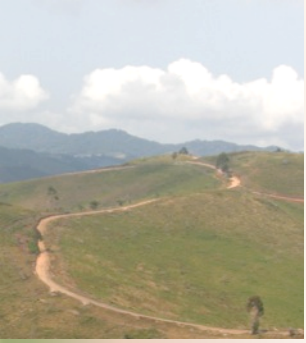


Financial capital



Threat of illegal actions

Power differences within communities



Tanzanian land law



Case studies

Village Land Act (1999/2001)

Power relations

Respecting customary land rights

Perceptions

Land deal with foreign investor:

Transfer from 'Village Land' to 'General Land':

Conclusions

- Village Assembly's agreement
- compensation agreed by stakeholders



Decision making for land deals

Case studies

Promotional tours, government officials as entourage

Power relations

“We told them: ‘there is this company that wants to acquire land and you people have to provide your land’” (Land officer Kilolo)

Perceptions

“These investors always come with district or regional leaders, they put pressure on us. We are afraid to tell them that we cannot sell our land” (woman in Kilolo)

Conclusions

Politicians’ double role: land deal promoters for investors



Negotiation of compensation

Case studies

- according to market value (with support of District Valuer)
- left to the local people's negotiation power

Power relations



Perceptions

Conclusions



Inconsistencies in the land deal process

Case studies

Power relations

Perceptions

Conclusions



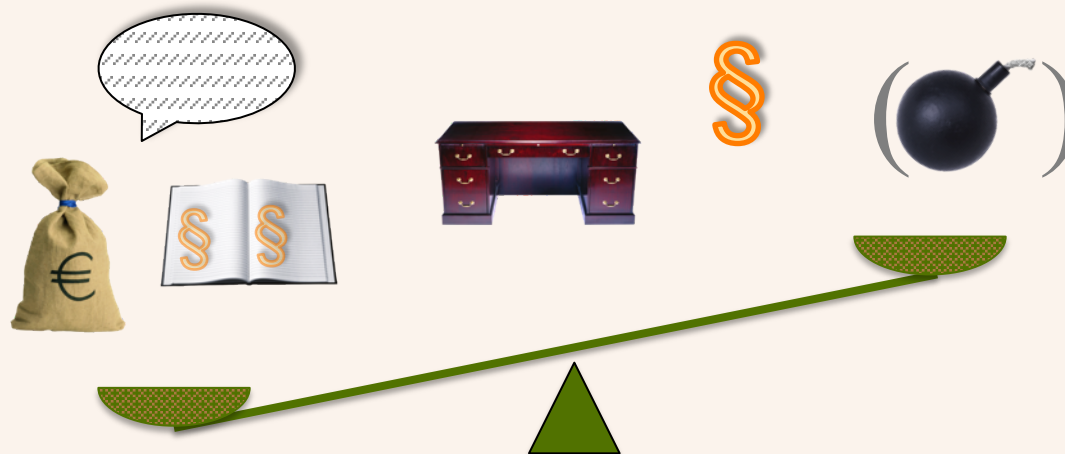
Summarizing: unequal power positions

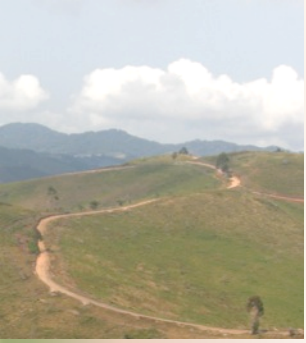
Case studies

Power relations

Perceptions

Conclusions





Local perceptions

Case studies

Initially:

Positive perception, high expectations

- Need for labour opportunities and infrastructure
- Lack of alternative options

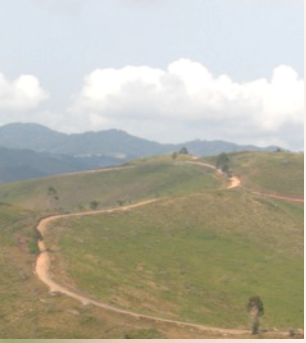
Power relations

Perceptions

After experiences with investors:

More nuanced picture, partly negative view

Conclusions



Preconditions for positive perceptions

Case studies

Power relations

Perceptions

Conclusions

- > not hampering existing land-based livelihood strategies
- > labour opportunities (with favorable working conditions)
- > fair land deal process, “following the rules”

Conclusions

Investors might bring some positive development, but adverse effects for local people are very likely – even under good pre-conditions

- land availability, maintaining land-based livelihoods
- the unequal power positions need to be better balanced



Case studies

Power relations

Perceptions

Conclusions

