

Beans Enterprises and Structured Trade in the East Africa Community (BEST- EAC) - *Upgrading and deepening beans value chains in East Africa through 'lead firm' value chain models*

Status: Ongoing (October 2015- December 2017)

Funder: FoodTrade East & Southern Africa

Scope: Kenya, Uganda, Tanzania and Rwanda

Context



Beans are among the leading contributors to nutrition security in the EAC and are considered a staple by largest proportion (41%) of population in the EAC and if taken as single unit, the EAC would be the third producer of beans after Myanmar and India. Per capita consumption of up to 45 kg is estimated to be the highest in the world compared to 3 kg in the USA. It is the most affordable source of protein because, in the EAC - one (1) US\$ spent on beans will provide the consumer with; protein (319 grams), iron (101 milligrams), zinc (38 milligrams) and fibre (336 grams) - while one (1) US\$ spent on beef will provide the consumer with; protein (48 grams) and very little of the others.

However, demand for beans in Eastern Africa remains high and unmet by the current production levels. The EAC as a block produces an average of 2.8 million MT of beans annually. While Uganda and Tanzania are net exporters of beans, Kenya experiences shortages of up to 46% of the national bean demand making it the biggest bean market in the region.

The BEST-EAC project will therefore focus on establishing trading systems that can build the confidence of large buyers such as exporters, processors and large institutions, who hesitate to depend on local smallholders for supplies. This will break the vicious cycle typical with beans, where: those serving domestic markets resort to importation, while potential large exporters to global markets are reluctant to take orders from international markets for fear of failure to deliver.

Project Goal

The goal of the BEST- EAC Phase 1 project is to at least double the incomes of 10,000 commercially-oriented smallholder farmers in Kenya, Rwanda, Tanzania and Uganda. In the Long-term, BEST will contribute to trade efficiencies and lead to reductions in cost of beans to consumers (especially low income earners) in the EAC.

Project Objective

The main objective is to expand structured trade of 30,000 MT/year of beans produced by between 10,000 - 15,000 SMSFs, in response to specific market demand.

Project outputs

Output 1: Ten to fifteen commercially viable and sustainable business consortia (anchored on dedicated “Lead Firms”), each connecting 1,000 - 1,500 farmers to specific end-markets of beans, as well as the necessary and sufficient business partners to adequately respond to the market opportunities;

Output 2: Increased supply, efficiency and cost-effectiveness of the necessary and sufficient business support services (such as market information, business skills, financial services) to support needs of different actors along the bean value chain to deliver their part in the business partnerships for structured trade; and

Output 3: Market-driven increase in quantity, aggregation and quality of beans produced by the SMSFs in each consortium.

For more information about BEST -EAC project, please contact:

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