

Harnessing Investments and Transforming Bean Value Chains for Better Incomes and Diets in Africa

ISPC Meeting, Rome
4 April, 2017

Maya Rajasekharan (CIAT)
on behalf of the PABRA team

m.rajasekharan@cigar.org

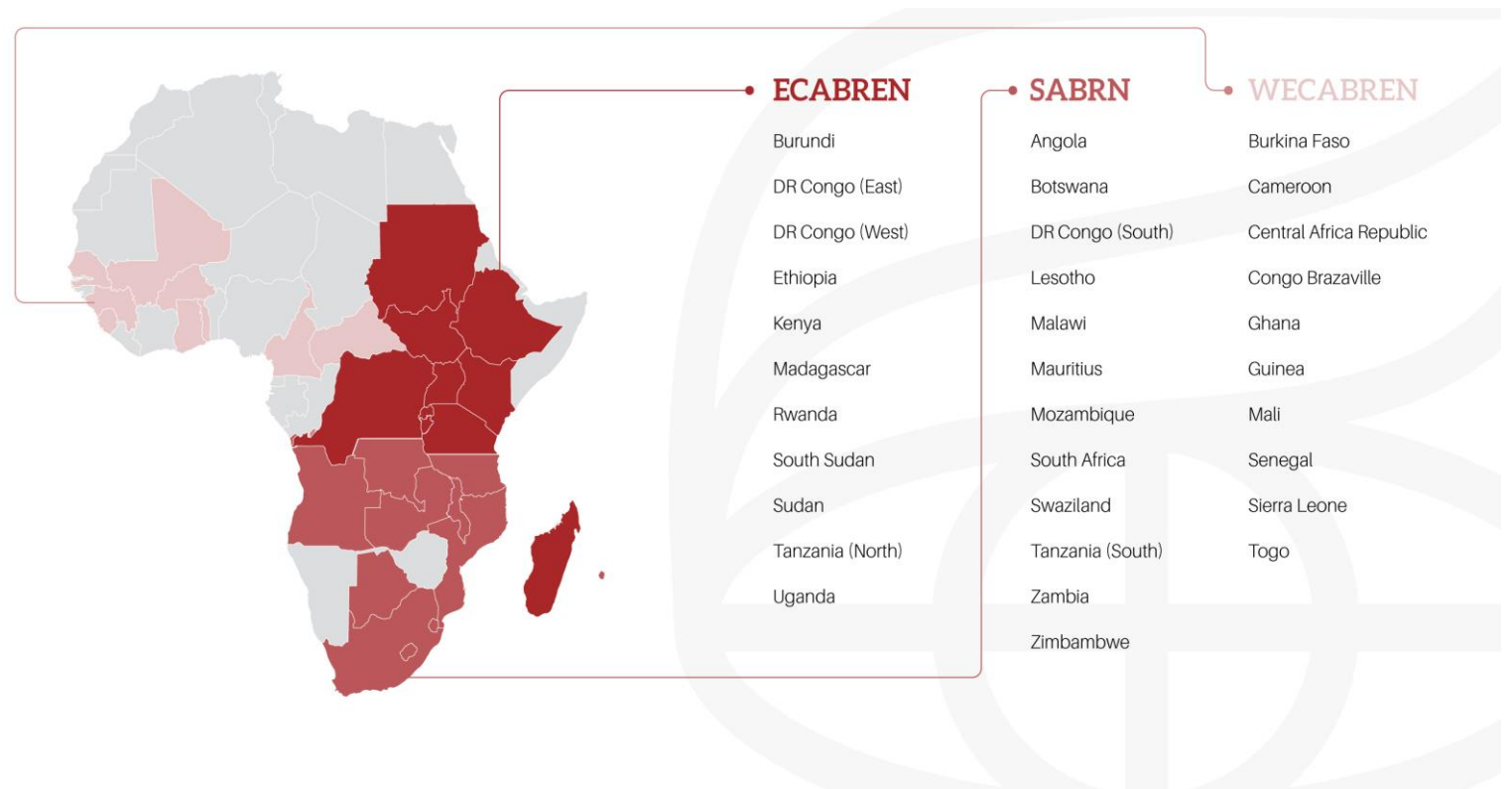
WHAT *is* PABRA

An alliance of 30 National Agricultural Research Systems

350+ partners including farmer associations, NGOs, private sector

Established in 1996

Facilitator (catalyzer) of partnership



Integrated **Bean Research**

Enhancing



Food Security

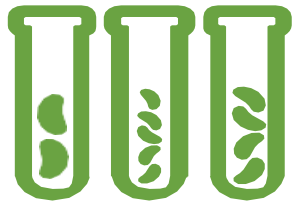


Income



Nutrition & Health

of smallholder farmers and urban dwellers in Africa



36,000 + bean accessions from over
110 countries safeguarded in the genebank at CIAT headquarters in Colombia

Our vision, a sustainable food future



The Business case *of* **BEAN**

Evolving from a subsistence to a market-oriented cash crop

East Africa



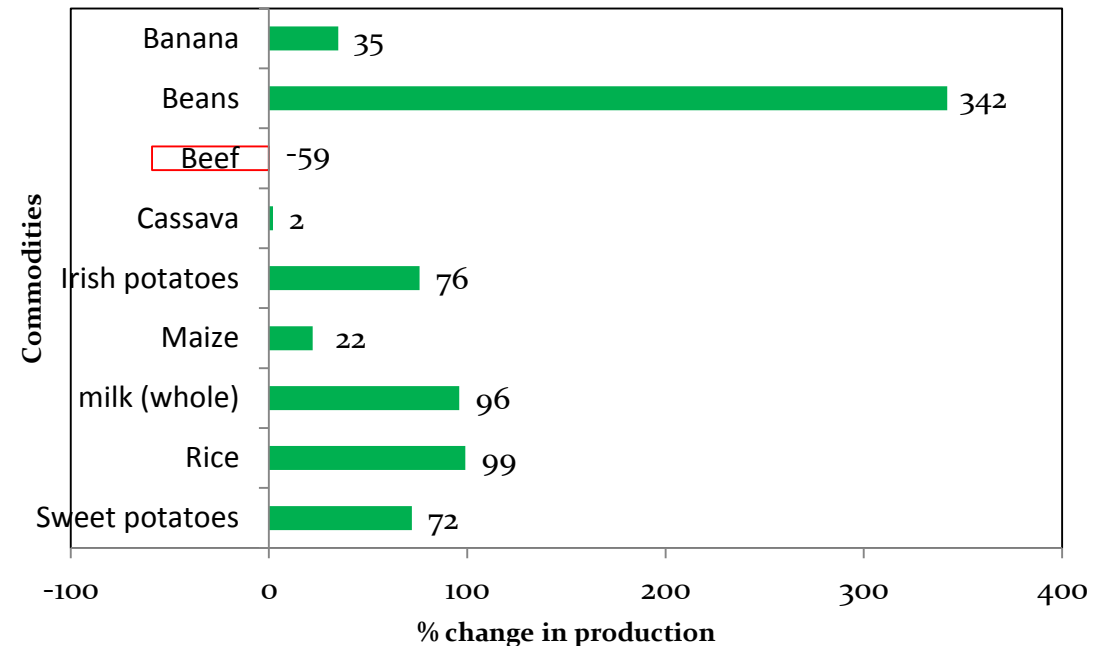
Highest per capita bean consumption



In Ethiopia alone, bean exports are worth > US\$ 110 million a year



Significant change in production from 500,000MT in 1990 to 2.3million MT in 2010 (an increase of 342%)



Source: Kilimo Trust, 2012

Breeding

Integrated Crop Management

Nutrition

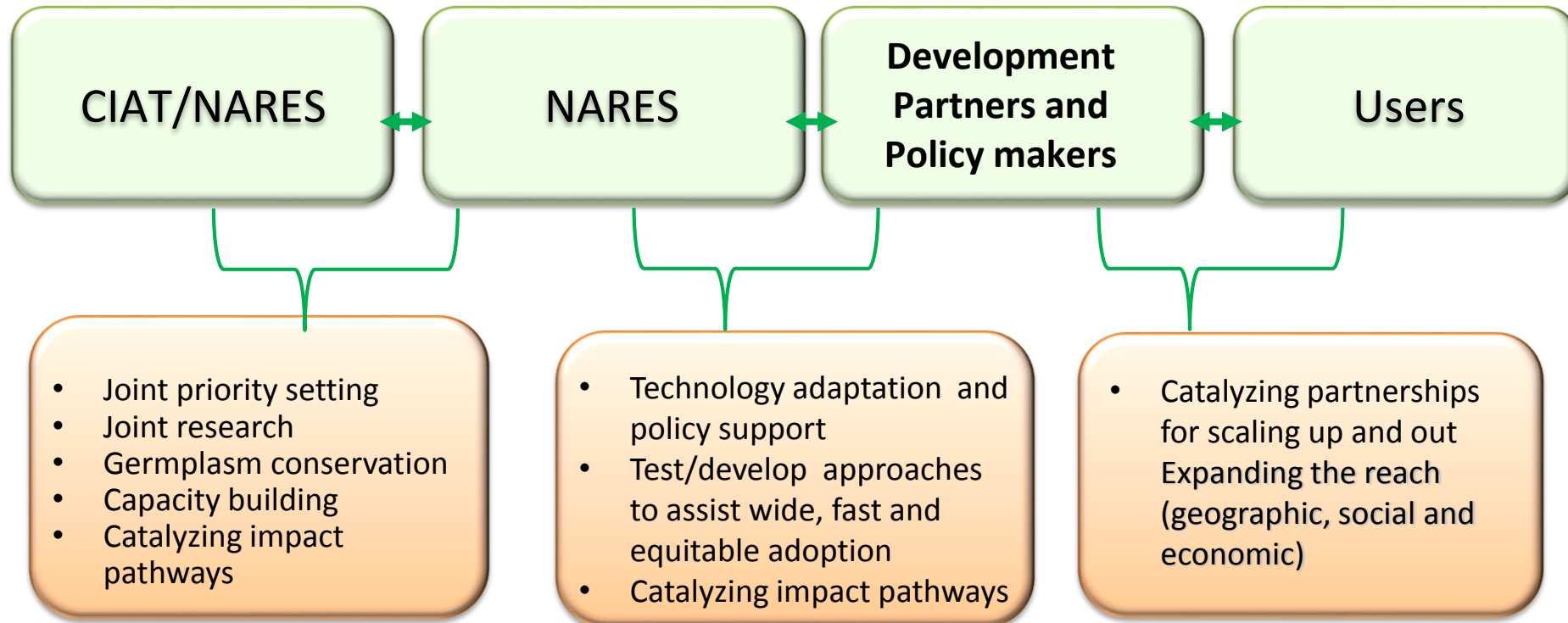
Seed Systems

Linking Farmers to Market

Gender

Capacity Building

Monitoring and Evaluation





Culture of Cooperation and Trust

Underlined by Principles of Coordination, Participation and Accountability

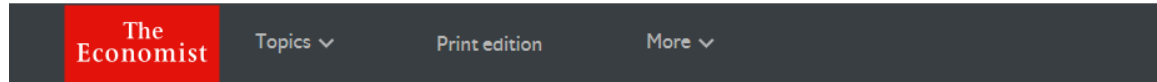
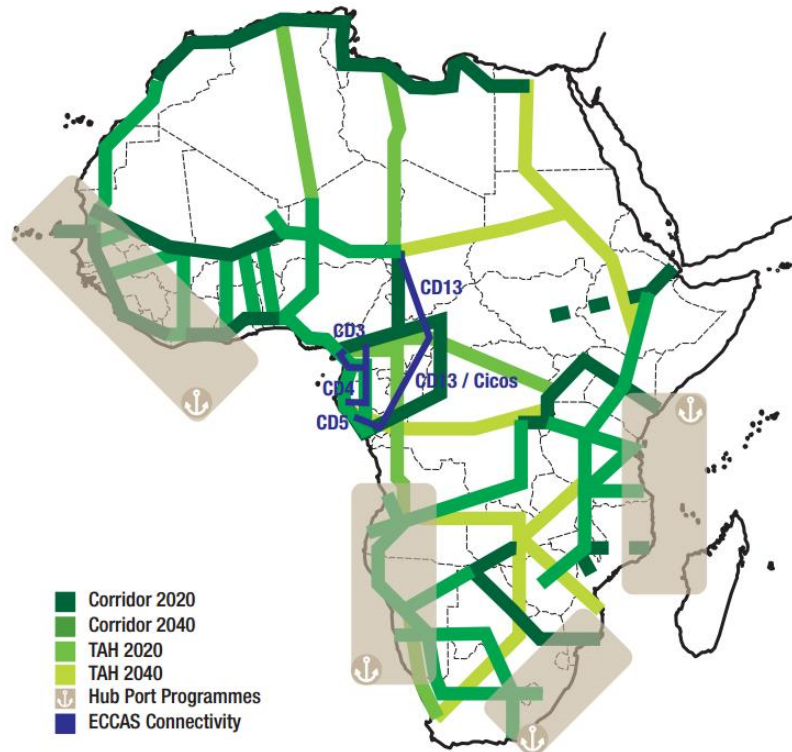
- Economies of scale
 - Leveraging comparative advantages and complementarities of partners
 - Longer term continuity
 - Coherence to donor-driven projects
 - Accountability and resilience to capture investments
-
- ✓ Shared responsibility and decision making supported by a **Steering Committees**
 - ✓ Linking basic research to the entire value chain allowing investment
 - ✓ Common framework and entry points for actors/donors
 - ✓ Partners can take products and transform it to service and wealth
 - ✓ Private sector as a vehicle to co-create new business models

Evidence Building

- Wider impact approach tested interfacing with NGOs, farmers cooperatives and other actors (e.g., Ethiopia)
- Impact of partnerships in various bean production parameters (productivity, production, export)
- Bean seed delivery for small farmers
- Private investments in bean seed systems and value additions
- Linking breeding and seed systems
- Integrated seed systems and expansion to other legumes (beyond beans)

More than half of all Africans are expected to **live in cities** by 2050

Infrastructure Development



Business in Africa

Making Africa work

The continent's future depends on people, not commodities

What are the reform trends?

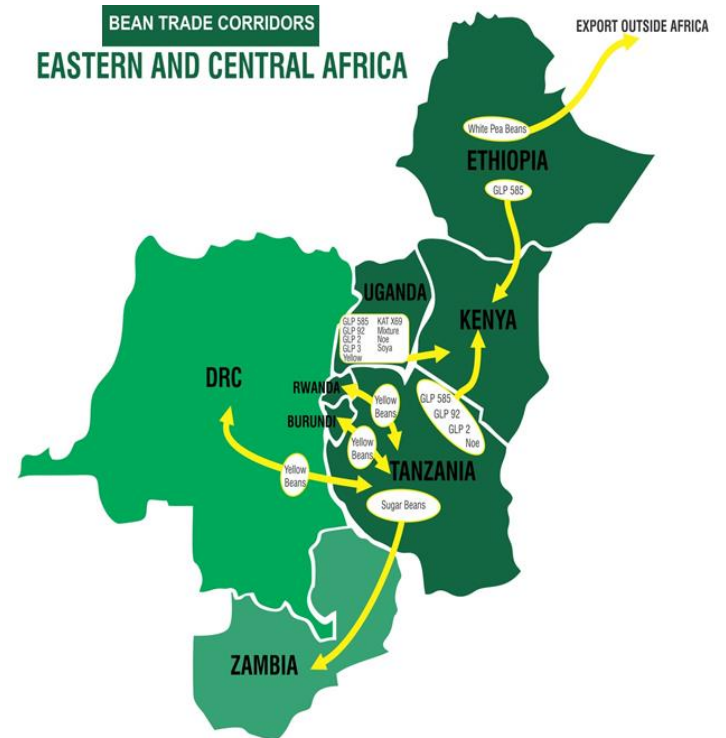
- Thirty-five of 47 economies in Sub-Saharan Africa (74 percent) implemented at least one reform making it easier to do business in the past year, 69 in total—up slightly from the annual average of 67 reforms over the past 5 years.
- Sub-Saharan Africa accounted for 14 of the 32 reforms globally in Getting Credit. Of the 14 reforms, 12 focused on improving the availability of credit information—more than in any other region.
- The region accounts for 5 of the 10 top improvers this year. These 5 are **Uganda, Kenya, Mauritania, Senegal, and Benin**.
- **Rwanda** implemented the most reforms in Sub-Saharan Africa in the past year, with 6. **Kenya, Madagascar, and Senegal** followed with 4 reforms each. Some details of the reforms:

Source: World Bank (2016)

BEAN CORRIDORS: A New Way of Doing Business

Movement of beans across Africa: centers of large scale production, distribution and consumption as well as services

Production	Post-harvest/storage	Processing	Marketing
Variety development	Seed systems	Canning	Packaging
Crop establishment	Drying	Pre-cooking	Transport
Weeding	Grading	Grinding	
Fertilization	Winnowing		
Irrigation	Cleaning		
Crop protection	Storage		
Harvesting			



Value Addition and Market-led Product Development



Business opportunities in value addition and convenient nutritious products: Bean porridge and pre cooked beans for urban consumers

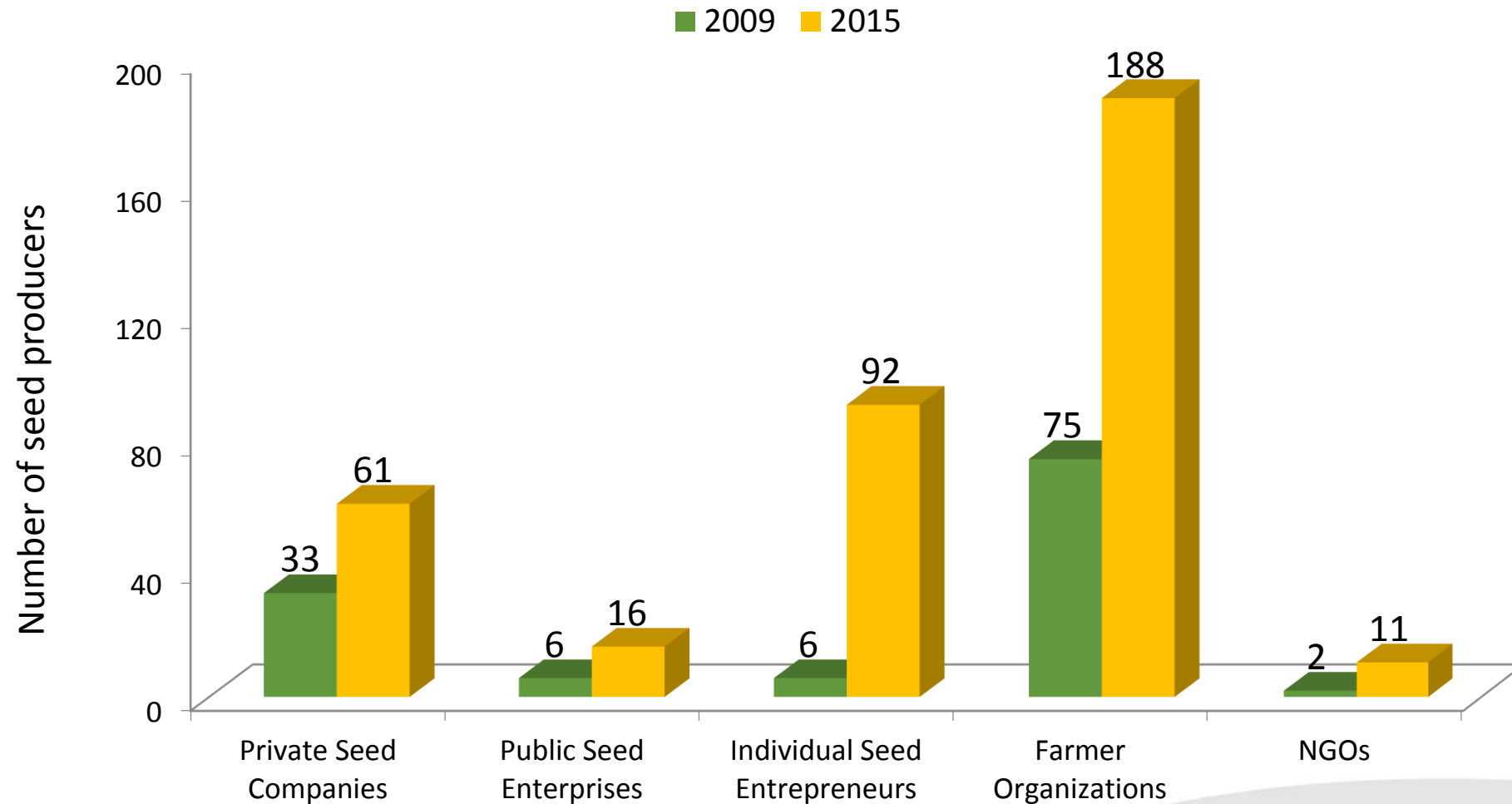
Diversified Seed Systems

Production, Supply & Information Flow

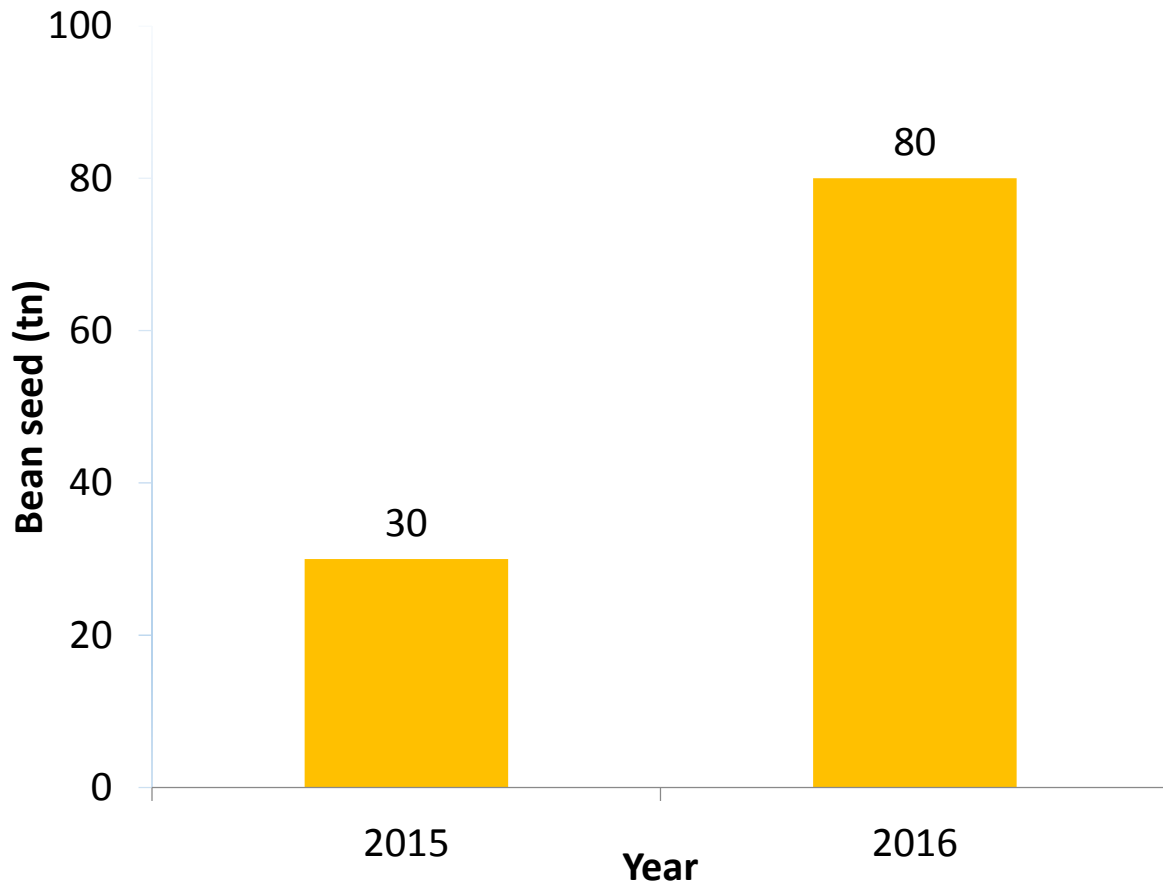


- Decentralized seed production
- NGO supported seed fairs
- Seed supply through local agro-dealers shop
- Opening opportunity for commercial companies

Increasing number of **bean producers** in East and Southern Africa



Increasing Interest from Certified Seed Producers Agricultural Seed Agency (Tanzania)



Being piloted through TLIII-USAID/AGRA



Before 2014



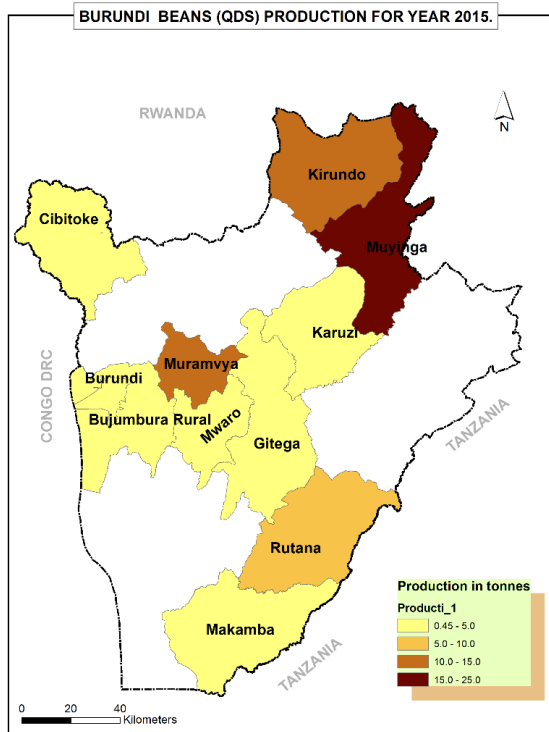
From 2015

Sale of small pack approach through agro-dealers network in Tanzania

Our vision, a sustainable food future

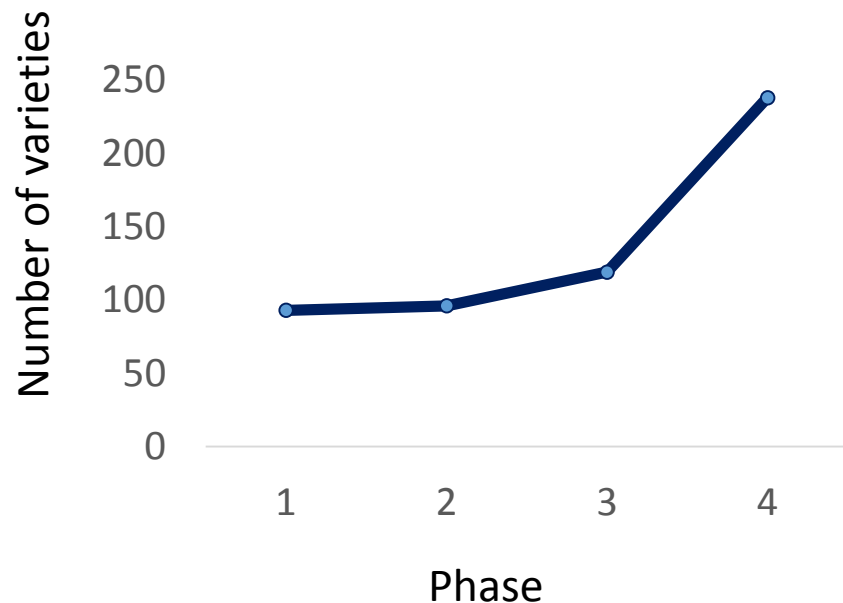


Seed Access Creating Wider Impact (2012-2016)



- **Certified and Quality Declared Seeds** produced across 22 countries enough to plant about 1.4 million hectares
- 490 seed producers engaged in bean seed production
- Ten seed producers adopted small packs approaches (100 -1000g compared to the normal 2000 g)
- Approach expanded to other legumes in 20 countries

Some Notable Achievements



- Variety release by NARS with no breeding program (Burundi, Cameroon)
- Faster scaling up of lessons from one region to another (East and South Africa to West)

Between 2003 -2014, more than 23 million households accessed quality seed of improved bean varieties. Close to 60% are women

Source: Rubyogo et. 2007, Buruchara et.2011, PABRA report 2014

Capacity Strengthening between 2013-2016

- Knowledge exchange of NARS and partners (3483)
- Farmers, traders and extension level training (78,265)
- Degree level training @ BSc MSc and PhD (116)

Source: PABRA M&E Database

Looking Forward...

- Market Focus
 - Barriers across the countries e.g. licensing and branding
 - Corridor actors and new business models
 - Forecasting demand (varieties, clients and quantity)
 - Policy environment
 - Market information (ICT)
- Incentive to farmers and reduction of risk (e.g., testing crop insurance)
- Application of PABRA model to other legumes
- Cross border trade and regional value chains
- Advocacy and evidence for supporting enhanced nutrition
- Changes in the corridors including production, poverty, nutrition



Global Affairs Canada, Swiss Agency for Development and Cooperation, USAID, BMGF, Irish Aid, AGRA, Kilimo Trust, AfDB, Harvest Plus donors, McKnight Foundation, Syngenta Foundation, World Bank (through NARS), ASARECA and Governments of PABRA member countries for their continuous support!

National Bean Programs and other bean value chain actors.

All partners (private, public, civil society and farmers) who are putting their effort to increase bean value chain profitability.



International Center for Tropical Agriculture
Since 1967 Science to cultivate change

Headquarters
Km 17 Recta Cali-Palmira C.P. 763537
P.O. Box 6713, Cali, Colombia
Phone: +57 2 445 0000

✉ ciat@cgiar.org
www.ciat.cgiar.org

 [ciat.ecoefficient](https://www.facebook.com/ciat.ecoefficient)

 [@ciat_cgiar](https://www.instagram.com/ciat_cgiar)

 [@CIAT_](https://twitter.com/CIAT_)



CGIAR
A CGIAR Research Center