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CURRICULUM VITAE

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EMPLOYMENT POSITION: Post-Doctoral Researcher Fellow, Market Value
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LANGUAGES Can write, read and speak fluently the following
languages English (excellent), Kiswahili
(Excellent), German (Good), and French (basic).
CITIZENSHIP Kenyan by birth

WORK RECORD

2008 May to Date: Post-Doctoral Research Fellow, Market Value Chain Specialist for Africa at the International Center for Tropical Agriculture (CIAT). Work station: CIAT, Rwanda. Key Job tasks: Leading value chain and markets research as well building capacity among national partners and project staff, testing market innovations and institutions that more efficiently support smallholder farmers to access markets. Some specific highlights of achievements are shown below from different projects.

The Pan African Bean Research Alliance, (PABRA):

Actively working in 20 countries across Africa with over 15 of the countries in Eastern, Central and Southern Africa countries as the PABRA markets outcome leader. Key tasks include coordinating the markets and value chain research and facilitation activities as well as capacity building initiatives within these countries since 2009. Other tasks involve designing models that link smallholder farmers better to sustainable markets including support services.

Key Achievements in PABRA:

- Built a markets research and facilitation working group consisting of national socioeconomic scientists from about 20 countries across the Eastern, Central and Southern Africa to lead national bean research activities in the respective countries. This has helped to elevate the economic and trade importance of beans at household, national and regional levels. Some of the value chain facilitators have included NGOs and the private sector in addition to the national research institutions. Regular capacity building has been conducted to equip the teams with more than 30 national researchers trained and more than 200 facilitators from the public, Ngo and private sectors.

- Facilitated establishment of bean platforms in over 10 countries to help link producers to key markets for their bean products (Uganda, Kenya, Tanzania, Burundi, Ethiopia, Madagascar, the DRC, Zambia, Malawi, and Rwanda among others).The platforms are multi-stakeholder institutions comprising of producers, marketers, NGO partners, private sector businesses, public service and policy makers among others. Over 15 bean platforms have been established and at least half of them are actively being used to link producers to key markets, both for dry beans, niche and value added bean products. The platforms are also used as avenues to channel required technologies (e.g. seeds, technical knowledge) and market support services (e.g. credit and information) to the smallholder farmers. Additional linkages are continuously evaluated and established in the countries
- Facilitate active participation of the private sector in the bean products being developed by researchers in different countries as well as involving them in their promotion.
- Bean product value chain research (surveys) have been conducted in 10 countries in different countries in the regions (Kenya, Uganda, Burundi, the DRC, Rwanda, Zambia, among others) highlighting the opportunities and constraints that affect smallholder farmers in linking to sustainable markets. These have been documented in various country bean reports at PABRA.
- Have established research and facilitation teams across different countries in the different regions of Africa. Each country has a lead person for the bean socioeconomic and market facilitation activities.

The Consortium for Improving Agriculture-based Livelihoods in Central Africa, (CIALCA):

Have participated in this project since 2008 in Rwanda, DRC, and Burundi, countries which now constitute one of the platforms for the Humid Tropics CRP(CRP 1.2).The main tasks are supporting markets research and socio-economic research activities in the East and Central Africa region.

Key achievements in CIALCA:

- Built the capacity of the project team to undertake market research and facilitation work in the three countries involving about 100 farmer associations in Rwanda, Burundi, Western DRC and Eastern DRC. In Rwanda, the associations were also strengthened so that they could be converted into cooperatives or to progress from lower level to higher level farmer associations. Models of market access were tested among the farmers and further adapted for use in the different regions of CIALCA project countries. Use of business planning tools was facilitated among the farmer associations through training and mentoring for selected products such as beans, soybean, cassava, and bananas among others. Financing models were promoted due to credit access problems among the farmers and their associations and examples of these included mutual savings schemes (self-savings and credit schemes) and warrantage credit schemes (product based guarantees for credit) where farmers

demonstrated that they can pay back credit and can also save and lend funds among themselves in the DRC. There is good potential for scaling out the models.

- Detailed documentations and impact assessments were conducted under the CIALCA project during the period. Project technical (annual reports) were prepared relating to the components of market linkages. Impact assessments (as well as baseline studies) were also conducted, documented and at various levels of publications (some are available on www.cialca.org). Some manuals on business development skills were also prepared and tested in collaboration with partners.

The Sub-Saharan Challenge Program:

- Supported the establishment of innovation 12 platforms, 4 each in Uganda, Rwanda and the DRC (Congo) dealing in different commodities (Potatoes, bananas, milk, cassava, millet etc). Some of the platforms were successfully able to link producers to the markets for their outputs (for example potato farmers in NW Rwanda have continued selling value added potatoes to the Kigali key markets comprising of hotels and restaurants and supermarkets). Some have continued functioning after the end of the first phase of the project in 2011 (potato and milk platforms in Rwanda and the bean platforms in the DRC). Various surveys and baseline reports on markets have also been conducted (some on www.fara-africa.org). The platforms promoted are multi-stakeholder forums built around specific value chains that the stakeholders contribute to improvement with emphasis being on the market as the driving force. The platforms go beyond information sharing to have actual exchange of products, services and information or technologies. The objective was to create sustainable market linkages that drive uptake of productivity enhancing technologies while conserving the natural resource base.
- Capacity building for the facilitators to manage and operationalize the platforms was conducted across the platforms for the three countries. In all projects, specific focus was placed in strengthening producer organizations so that they can play their rightful role in the platforms or link between with other value chain actors.
- Involvement of the policy and local government that are in charge of improving the business environment through membership of the platforms has been promoted across the countries. Sensitization on policies that support farmer and business actor activities was incorporated in the project interventions.

Other project work

Have participated in other projects that targeted market access linkages for smallholder farmers such as IFAD market access projects in Burundi and the DRC and southern Africa (on-going), Austrian Government funded (F2M) project in Uganda, and Kilimo Trust funded market access projects in Uganda (INSPIRE project) in 2008 among others. All these projects focussed on

creating market linkages through alliances with the private sector, as well as linkages to financial and market information services.

Resource Mobilization

With regard to resource mobilization, regularly participate in fund raising initiatives such as PABRA project extension proposals, CIALCA project proposals, the Africa Rising (USAID's Feed the Future) Projects for Eastern and Southern Africa and Ethiopia with regard to value chain analysis components in collaboration with other researchers and CGIAR centres. There are other on-going efforts at fund raising for 2013. The approach is through creating strong teams to write comprehensive project proposals.

As part of capacity building and training for national research teams, have to date co-supervised 22 Masters Students (MSc and MBA) and one PhD student across a number of countries in the regions. Two PhD students and 2 MSc students are currently being supervised in agro-enterprise development, agricultural economics and marketing.

Other key skills

Supporting learning alliances and innovations and other best practices that improve business performance of smallholder farmers and training for farmer facilitators (e.g. value chain alliances, platforms, sustainable business models, LINK methodologies among others that are appropriate for linking farmers to farmers).

Other work experience

2006 Sept. – to May 2008: Lecturer, Department of Agricultural Economics & Business Management, Egerton University. Taught Financial Management and Statistics for Economists, Financial Accounting, and Supply Chain Management to undergraduate (Agribusiness Management and Commerce) and post graduate students (M.Sc CMAAE and MBA).

August 1999- to May 2008: Assistant Lecturer, Department of Agricultural Economics & Business Management, Egerton University. Main subjects: accounting, marketing and management.

April 1996 - to August 1999: Teaching assistant, Department of Agricultural Economics & Business Management.

ACADEMIC AND PROFESSIONAL QUALIFICATIONS

2004 - 2006: **Doctor of Science in Agribusiness**, University of Kiel, Germany. Research Topic: Coordination and Performance in the Kenyan Dairy Industry (Nakuru and Nyandarua districts). Main subjects: New Institutional Economics, Supply Chain Management, Econometrics, Financial Statistics, Organizational Economics.

1997 - 1999: **M.Sc. In Agricultural Economics and Management** at Wageningen University & Research Center, The Netherlands (Research Topic: Supply Chain Management in the Cut Flower Industry). Main subjects: business economics, supply chain management, strategic marketing, management Information systems, statistics, advanced financial management, advanced management studies, advanced marketing and marketing research, risk and decision making in agriculture among others.

1990 – 1995 **Bachelor of Agribusiness Management** at Egerton University, Kenya. Major subjects in managerial economics, Trade and marketing, finance and financial management, accounting, human resources management, microeconomics and macroeconomics among others.

Statistical Skills: SPSS, STATA, LIMDEP, MS Excel, MS Access (data entry), EPIDATA

PUBLICATIONS AND OTHER DOCUMENTATIONS

Ouma, E. and **Birachi, E.** (eds) (2011) *CIALCA baseline survey*, CIALCA Technical Report 17. CIALCA (Consortium for Improving Agriculturebased Livelihoods in Central Africa). CIAT, IITA and Bioversity International, <http://www.cialca.org/files/files/cialca%20baseline%20survey%20reportprint.pdf>,

Birachi, E.A., J. Ochieng, D. Wozemba, C. Ruraduma, M.C. Niyuhire, and D. Ochieng. 2011. Factors Influencing Smallholder Farmers' Bean Production and Supply to Market in Burundi. *African Crop Science Journal*, Vol. 19, No. 4, pp. 119 – 131

P. Mshenga, R. B. Richardson, B. K. Njehia and **E.A. Birachi**. 2011. Antecedents to Kenyan Coast Hotels' Purchases of Agricultural Products. *International Journal of Hospitality & Tourism Systems*. Volume 4 Issue 2, pages 12-20.

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A. Abdulai and **E.A. Birachi**. 2009. Choice of Coordination Mechanism in the Kenyan Fresh Milk Supply Chain. *Review of Agricultural Economics—Volume 31, Number 1—Pages 103–121*

Kariuki I., G. Obare and **E. Birachi**: 2006. Are Informal Market Linkages in Developing Countries Transaction Costs Sensitive? Evidence from Procurement of Smallholders' Produce by Brokers in Kenya. *Journal of Applied Sciences*, Vol. 6(4): 838-843.

Onyuma, S.O., **E.A. Birachi**, T.K. Cheruiyot, and E. Icart. 2006. Effect of Management on Agricultural Production: Evidence from Kenya. *African Journal of Business and Management* Vol. 1 (1) 2006: 1-17

- Birachi, E.A.**, G. Owuor, S.O. Onyuma, and T. Cheruiyot. 2006. An Analysis of Milk and Derivatives Handling in Kenya: The Case of Smallholder Retail Outlets in Nakuru. *African Journal of Business and Management*, Vol. 1 (2): 14-22
- Cheruiyot T.K., D. K. Kosgei., **E.A. Birachi**, L.C. Maru and S. Onyuma. 2006. Gender Related Profile and Strategic Orientation of Micro Enterprises in Kerio Valley of Kenya. *African Journal of Business and Management*, Vol. 1 (2): 23-37

Forthcoming Publications (Accepted)

- Karume K., **E. Birachi**, W. Kyamuhangire, W. Chiuri, J. Mugabo, K. S. Tumwesigye, V. Kasenge, J. Bonabana-Wabbi, M. M. Tenywa, S. O. Nyamwaro, G. Bikuba, P. Habumugisha, L. Lubanga, J. Byamukama, B. Nyamurinda, P. Mandefu, J. Gafaranga, R. Kamugisha. Expanding Market Access and Value Addition in Selected Agricultural Value Chains: The Role of IAR4D in Lake Kivu Pilot Learning Site. *The African Journal of Agricultural and Resource Economics (AfJARE)*.Forthcoming.
- Maass, B.L., W.L.Chiuri, R. Zozo, D. Katunga-Musale, T.K.Metre, and **E. Birachi**. (2012). Using the ‘livestock ladder’ to exit poverty for poor crop-livestock farmers in South Kivu, eastern DR Congo. In: van Asten, P., Blomme, G. and Vanlauwe, B. (eds.). Challenges and opportunities for agricultural intensification of the humid highland systems of sub-Saharan Africa, Proceedings of the CIALCA International Conference, 24-27 Oct. 2011 in Kigali, Rwanda.*Earthscan*, UK. (submitted 01 March 2012).
- Ochieng J, M.C.Niyuhire,C. Ruraduma **E. Birachi**, E.Ouma. Bean utilization and commercialization in Great Lakes region of Central Africa: The case of smallholder farmers in Burundi.. In: van Asten, P., Blomme, G. and Vanlauwe, B. (eds.). Challenges and opportunities for agricultural intensification of the humid highland systems of sub-Saharan Africa, Proceedings of the CIALCA International Conference, 24-27 Oct. 2011 in Kigali, Rwanda.*Earthscan*, UK. Forthcoming
- Van Asten, P., B. Vanlauwe, E. Ouma, P. Pypers, J. Van Damme, G. Blomme, P Lepoint, J. Ntamwira, H. Bouwmeester, **E. Birachi**, L. Jassogne, T. Muliele, S. Bizimana, A. Nibasumba, S. Delstanche, P. V. Baret, J. Sanginga, F. Bafunyembaka, M. Manzekele. CIALCA’s efforts on integrating farming system components and exploring related trade-offs. . In: van Asten, P., Blomme, G. and Vanlauwe, B. (eds.). Challenges and opportunities for agricultural intensification of the humid highland systems of sub-Saharan Africa, Proceedings of the CIALCA International Conference, 24-27 Oct. 2011 in Kigali, Rwanda.*Earthscan*, UK. Forthcoming
- Ouma, E., I. Macharia, **E. Birachi**, H. Garming, M. Nyagaya, P. Pypers, J. Ochieng’, G. Blomme, P. van Asten, and B. Vanlauwe. Agricultural technology diffusion and adoption in banana and legume based systems of Central Africa. . In: van Asten, P., Blomme, G. and Vanlauwe, B. (eds.). Challenges and opportunities for agricultural intensification of the humid highland systems of sub-Saharan Africa, Proceedings of the CIALCA International Conference, 24-27 Oct. 2011 in Kigali, Rwanda.*Earthscan*, UK. Forthcoming

SUBMITTED PAPERS (FOR REVIEW)

- Ochieng.J., E. Ouma, **E. Birachi**, C. Ruraduma, and S. Kantengwa. Gender Participation and Decision Making in Smallholder Crop Management in Central Africa. Under review in Journal of Gender studies.
- Sibiko, K.S., **E. Birachi**., O.A. Ingasia., E. O. Gido and B.K. Mutai (2012). “An analysis of economic efficiency in bean production: Evidence from Eastern Uganda”. Journal of Development and Agricultural Economics (JDAE). (under review)
- Sibiko, K.S., **E. Birachi**., E.O. Gido., O.I. Ayuya and J.K. Mwangi (2012). “Allocative efficiency in bean production among smallholder farmers in Uganda: A stochastic frontier approach”. International Journal of Applied Economics (IJAE). (under review)
- Sibiko, K.S., G. Owuor, **E. Birachi**, O.A Ingasia, E.O Gido and J.K Mwangi (2012). “Analysis of determinants of productivity and technical efficiency among smallholder common bean farmers in Eastern Uganda”. Journal of Agricultural Economics. (under review)

CONFERENCE PAPERS AND POSTERS

- Ochieng D. O., G. Owuor, **E. Birachi**, R. Buruchara, J. Ochieng. Determinants of Economic Gains from Crop Production in Africa: The Case of Smallholder Group Farmers in the Democratic Republic of Congo. Villa Mondragone. **The International Consortium on Applied Bioeconomy Research 15th Annual Conference**, Frascati (Rome - Italy) June 26-29, 2011
- Sibiko, K.S., G. Owuor, and **E. Birachi**. . 2012. Analysis of determinants of productivity and technical efficiency among smallholder common bean farmers in Eastern Uganda’ as a poster at the 28th Triennial conference of the International Association of Agricultural Economists held in Brazil between 18th and 24th August 2012. Theme: The global bio-economy.
- Sibiko, K.S., G. Owuor, J. Nyachwo, C. Alokita, and **E. Birachi**. 2012. Article Presented: ‘An Analysis of Economic Efficiency in Common Bean Production: Evidence from Eastern Uganda’ as a poster at the Tropentag 2012 Conference, held on September 19-21 in Göttingen, Germany. Theme: Resilience of Agricultural Systems Against Crises.
- Sibiko, K.S., G. Owuor, J. Nyachwo, C. Alokita, and **E. Birachi**. 2012. Analysis of Determinants of Productivity and Technical Efficiency among Smallholder Common Bean Farmers in Eastern Uganda Dry Grain Pulses Collaborative Research Support Program (CRSP) Global Pulse Researchers Meeting February 13 – 17, 2012 Lemigo Hotel, Kigali, Rwanda.
- E. Birachi**, B. Vanlauwe, P. V. Asten, P. Pypers, E. Ouma, B. Kasereka, G. Blomme. 2012. Agricultural Technology Performance among Farmers in Central Africa. In Integrated Soil Fertility Management in Africa: From Microbesto Markets, 21-26 October 2012, Nairobi Kenya.

Contributions to the CIALCA International Conference, 24-27th October, 2011, Kigali, Rwanda.

- Zozo, R., **E. Birachi**, J. Chianu, W. Chiuri and B. Vanlauwe. 2011. A Gender and Spatial Analysis of the Relative Profitability and Costs of Production of Beans at the Household Level in East and Central Africa.
- Ouma, E., **E. Birachi**, and B. Vanlauwe.. 2011. Resource-based characterization of farmers in the rural Central African Highlands.
- Bizoza, A., W. Chiuri, and **E. Birachi**. Bringing CAADP at Farmer-Level through FARA's IAR4D Approach
- Pypers, P., W. Bimponda, **E. Birachi**, K. Bishikwabo, G. Blomme, S. Carpentier, A. Gahigi, S. Gaidashova, J. Jefwa, S. Kantengwa, J. Kanyaruguru, P. Lepoint, J. Lodi-Lama, M. Manzekele, S. Mapatano, R. Merckx, T. Ndabamenye, T. Ngoga, J. Nitumfuidi, C.M. Niyuhire, J. Ntamwira, E. Ouma, J.M. Sanginga, C. Sivirihauma, R. Swennen, P. Van Asten, B. Vanlauwe, N. Vigheri, J. Walangululu. 2011. CIALCA interventions for productivity increase of cropping system components in the African Great Lakes zone.
- Van Asten, P., B. Vanlauwe, E. Ouma, P. Pypers, J. Van Damme, G. Blomme, P. Lepoint, J. Ntamwira, H. Bouwmeester, **E. Birachi**, L. Jassogne, T. Muliele, S. Bizimana, A. Nibasumba, S. Delstanche, P. Baret, J.M. Sanginga, F. Bafunyembaka, M. Manzekele. 2011. CIALCA's efforts on integrating farming system components and exploring related trade-offs.

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