Dear Members and Stakeholders,

Greetings from the EAGC Secretariat.

Welcome to the EAGC Monthly Members’ Update, February 2017.

We are excited that the year started on high, with several activities lined up.

We are glad that the activities within the month of February were a great deal for the Council, towards realization of its mandate in the region.

First, EAGC signed a grant with East Africa Trade and Investment Hub (EATIH) to support improved grain trade in the region. This was followed by a partnership with the Hub to support Staple food Trade from Ethiopia surplus to the rest of the countries. The first mini bilateral grain trade was successfully executed between Ethiopian and Kenya traders.

Secondly, EAGC signed the first ever partnership with the Quipbank which allows our farmers across the region access leasing services for farm mechanization through E-tinga and G-Soko platforms.

Among other activities, EAGC through EAGI conducted training of bank officials in Malawi on Agribusiness Financing; Web 2.0 training in Tanzania as well as RATIN monitors training in Uganda.

Within the month the secretariat conducted Country Program Committees in all countries to prepare for the upcoming Annual General Meeting.

In the coming months, EAGC will host several major events in the region as you find in the Calendar attached.

We look forward to your continued support and welcome you all to participate in these activities.

Enjoy the reading.
On February 6, EAGC signed a grant with the East Africa Trade and Investment Hub (EATIH) to support the implementation of the East African Community (EAC) staple foods quality standards.

The 2013 gazetted standards do not meet the needs of all stakeholders according to a Gap Analysis Study conducted by the EAGC. During the signing ceremony, EAGC was represented by The Executive Director, Regional Programs Coordinator, M&E Manager and Regional STS Manager.

Some of the identified gaps are; The existence of technical gaps, Inconsistent sampling and test methods, Limited capacity for graders as well as lack of standards awareness materials. To address these gaps and ensure consistent implementation going forward, the EAGC has partnered with the EAC secretariat and the private sector to revise these standards.

EAGC Executive Director, Mr Gerald Masila welcomed the grant, saying that it will support the completion of the revision of the EAC staple foods quality standards and the development of the sampling, testing and grading guidelines. “Through this grant, we will realise increased flow of good quality commodities from surplus to deficit and eliminate unnecessary barriers to trade in the region as well as promoting confidence among partners in regard to the quality of products offered for trade.” he said.

Through this grant, EAGC will consolidate feedback from the public view, organize editorial meetings and present the draft EAC 2016 staple food standards to the EAC standards committee for review with the aim of adoption in October 2017 at the EAC Council of Ministers.

Speaking during the signing ceremony, the Hub Chief of Party, Juan Estrada-Valle said that the Hub is pleased to provide a grant that enables the private sector to take a bigger role in trade policy.

The first activity under the grant will be held on February 28 – March 3, 2017 in Kigali, Rwanda to discuss and incorporate feedback from a December 2016 public review of the existing EAC grain standards.

The overall objective of the grant activity is to increase flow of quality grain commodities from surplus to deficit areas and eliminate unnecessary barriers to trade in the region as well as promote confidence among regional trading partners of the quality standards in staple foods.
On February 20th, EAGC inked a partnership with the Vehicle and Equipment Leasing Limited (“QUIPBANK”) for a mutual beneficial agreement for the provision of farm equipment and implements to farmers and other grain stakeholders.

The partnership provides farming solutions to the farmers and grain stakeholders through provision of platforms for leasing farm mechanization equipment at cost effective arrangements through EAGC –G-Soko and E-Tinga platforms.

Speaking during the ceremony, EAGC Executive Director, Mr Gerald Masila said that the MoU demonstrates commitment by both parties to implement the new journey and route that EAGC is taking to facilitate efficient, structured, inclusive and profitable grain trade in the eastern region, ensuring reduced cost of production. "For many years, farmers in Eastern Africa have had a hard time accessing farm mechanization services hindering farmer’s capacity to fully maximize on their farm’s output, therefore, through this partnership, we aim to create an environment where farmers maximise on mechanization, increasing income and improving food security."

To achieve this, EAGC will work closely with institutions like Quipbank to develop its fast-growing market of development partners and research institutions to deliver its mandate while staying on the cutting edge of technology and innovation.

Mr. Paul Njeru, Regional Managing Director for Quipbank, said that the firm has equipment stores across the country and shared the great vision of Tinga to be the leaders in agricultural mechanisation with the most advanced technologies for its stake holders.

Tinga is an online based platform supported by East Africa largest leasing company to provide short term leases to farmers and we have invested Kes 5 billion in acquiring tractors and implements, capacity building and conducting regular training on conservation farming practices.” Mr Njeru added. The Tinga community mechanization concept involves farmers coming together through NGOs, SACCOs, churches or cooperative societies. The concept was highly applauded by the delegates since the impact it is making across this nation has gone way beyond this country and is now being embraced by other nations.

The signing ceremony was witnessed by EAGC Directors, drawn from different countries; Dr. Otim is CEO of Farmers Centre (U) Ltd in Uganda, Mr. Julius Wambura, Chief Operating Officer FRABH0 Enterprises Ltd in Tanzania, Eugene Rwibasira, the Executive Secretary -Rwanda Development Organisation- RDO in Rwanda and Rose Mutuku, Managing Director of Smart Logistics Ltd from Kenya.
EAGC Partners with the Hub to Support Staples Trade from Ethiopia surplus!

EAGC in collaboration with the East Africa Trade and Investment Hub (EATIH) hosted a one-day bilateral “mini” trade mission at the EATIH Nairobi office on 23rd February 2017. Seven (7) Ethiopian grain exporters met with ten (10) Kenyan buyers to initiate trade deals for Ethiopia’s surplus maize. Beyond maize, the traders discussed the sale of soybeans, chickpeas and beans. Approximately 400,000 MT trade contracts valued at $156 million for various grains were signed at the business-to-business (B2B) meeting.

The B2B meeting also helped in charting forward the best practices on payment mechanisms, logistics, trade finance and grading/quality in the grain industry. Though obvious trade partners, Ethiopia and Kenya do not have formal mechanisms in place for stable foods trade, particularly because Ethiopia is not a member of the East African Community (EAC) and until recently infrastructure was lacking.

Trade Attache, Ato Eshetu Yisma, represented the Ethiopian Embassy based in Kenya. The Addis Ababa Chamber of Commerce Board President, Ato Elias Geneti, who is also a pulses exporter, also attended.

The February 23 bilateral mini trade mission was a precursor to the larger EAGC/EATIH supported trade forum scheduled for March 7th in Addis Ababa, Ethiopia. The March trade forum will bring together approximately 30 Ethiopian maize and other food staples sellers with approximately 40 maize buyers from Kenya, Tanzania, Uganda, Rwanda, Burundi, Mozambique, Zambia, Malawi and Zimbabwe. Several trade barriers exist and efforts to remove various such barriers are ongoing and will be addressed through trade missions. The trade mission is key in EAGC’s mandate towards enhancing regional cross-border trade between Ethiopia and Eastern & Southern Africa Countries.

EAGC Participates in the Indian-Kenya Bilateral Trade and Investment Meeting.

The Eastern Africa Grain Council was represented by the Executive Director, Gerald Masila in the India – Kenya Trade and Investment Promotion meeting at the Capital Club, Westlands, Nairobi on Wednesday, 15th February, 2017. The meeting, convened by the High Commission of India brought together several priority sectors like Health & Pharmaceuticals, Automobiles & Automobile Components, Agriculture & Agro Processing, ICT, Infrastructure, Heavy Engineering, etc.

The meeting was aimed at discussing how to sustain and further strengthen the momentum generated by partnerships agreed between India and Kenya during the back-to-back of VVIP visits of Prime Minister Narendra Modi to Kenya in July, 2016 and the visit to India by H.E. the President of Kenya in the second week of January, 2017.

The event themed “Leapfrogging India-Kenya bilateral Trade & Investment – Vision 2018 (or 2020)” was aimed at increasing the bilateral trade and investment. The Forum agreed on the possibilities for diversifying & increasing India’s exports to and investments in Kenya to increase Kenya’s exports to India.

EAGC is keen on structuring export of pulses so that grain traders can have ease of trading hence gain from the pulses market opportunities offered in India.
The EAGC and Global Communities facilitated SCTF training for Ecobank staff from 24th to 26th February at Sunbird Capital Hotel in Lilongwe.

The training was part of the deliverables of the Agribusiness Investment for Market Stimulation (AIMS) Programme with an objective of improving their capacity on Warehouse Receipt Financing as a new product. The bank is intending to sign a Memorandum of Understanding (MoU) with Auction Holdings Commodity Exchange (AHCX) for Warehouse Receipt Financing and was desirous to improve the capacity of its staff for effective implementation.

The training attracted a total of 15 Ecobank staff. They were trained on importance of Agribusiness knowledge in bank lending, Warehouse receipt financing, collateral management, Grain warehousing and quality management, the role of commodity exchanges, trade contracts and the role of Market Information Systems in structured grain trade.

The participants also visited Auction Holdings Commodity Exchange where they had a practical session on warehouse receipt financing, procedures and processes facilitated by Mr. Robert Nazitwere, Clearing and Settlement Manager for AHCX.

EAGC Malawi Country Office held a meeting with the Acting Coordinator of the Smallholder Irrigation and Value Addition Project (SIVAP). The objective of the meeting was to discuss how best market information systems initiatives can be harmonized across the country including integration of Regional Agriculture Trade Intelligence Network (RATIN).

SIVAP is a project being implemented by the Ministry of Agriculture Irrigation and Water Development (MoAIWD) funded by African Development Bank. One of the objectives of the project is to coordinate agricultural market information systems. The project is therefore coordinating the collection and dissemination of MIS in the Ministry of Agriculture Irrigation and Water Development.

EAGC is in the process of expanding MIS services and RATIN uptake in the country. This partnership forms a great deal towards realization of this expansion.

The team agreed that it will be prudent to host a meeting of all MIS platforms in Malawi to see the opportunities and constraints of harmonizing dissemination of MIS and draw a road map to harmonize the dissemination of and improve the access to national and regional grain market information.
In the process of creating a conducive business environment to enable players to optimize their benefits, EAGC is expanding partnerships with the development partners.

Among them, RUDI commercial is looking to bring more value to organized farmers especially those who are ready to adopt structured trade system for grain business.

Through their sister organizations working with more than 100,000 organized farmers many of them in irrigation schemes of Kalam, Mbeya, Morogoro and Iringa regions as well as Songea and north Tanzania, RUDI commercial will automate more than 17 more warehouses under G-Soko system.

The company will register more than 13,000 organized farmers who are direct linked to Village aggregation centres linked to EAGC certified warehouses in southern Tanzania.

Recently, EAGC held a refresher training on G-Soko system for 19 RUDI staffs who are area managers, field officers, regional managers and warehouse managers from Songea, Iringa, Kilombero and Mbarali regions.

Preparations for the 2017 Agribusiness Expo are in gear. The EAGC Tanzania Office team has been holding meetings with potential exhibitors and sponsors for the coming ABF 2017 to be held towards end June.

So far, 16 seed and fertilizer companies have confirmed to participate in ABF 2017 as per the discussions of a meeting held on 10th February 2017 at SARI.

During the meeting the representatives from the input suppliers requested EAGC to promote the event through media at every stage of the crops.

EAGC Partners in Dar es Salaam such as USAID EATIH, TPSF and ITC have expressed interest in sponsoring the side events on B2B, dialogue and trade investment as well as pulses.

The two-day expo is scheduled for June 2017 and will be held at Selain Agriculture Research Institute (SARI) in Arusha opposite Arusha airport where more than 3000 participants (many are farmers) are expected to attend.
EAGC has expanded RATIN coverage in Uganda by recruiting more market and border monitors in the country. Following the recruitment of New Market Monitors for Mbale, Soroti, Gulu, and Mpondwe markets, the team organized a training to orient the new monitors into the EAGC market Information System.

The training was meant to guide the monitors through the EAGC RATIN including data collection methodologies, management and dissemination mechanisms.

The Training included presentations on Agricultural Market Information Systems, EAGC RATIN Process, RFBS, Smart Phone Fundamentals, Web 2.0 and Social Media all conducted by Pausta Clessy, and a live Demonstration of RATIN Data Collection Methodology and Motivation by Ronald Ssegaluma.

The new monitors were issued with data collection tools: Huawei Media Pad T1 7.0 tablets to facilitate them in collecting and sending RATIN data.

RATIN utilization and demand has increased in Uganda from grain stakeholders. Market prices and Border volumes information is crucial to the grain stakeholders to help them make informed trade decisions.
EAGC held a meeting with Bidco Kenya to discuss possible partnership as well as membership opportunities. During the meeting the following issues were agreed on:

- That EAGC will partner with Bidco to train young farmers currently working on Soya in partnership with Vision 2030 Youth Forum.
- Bidco Africa to register for EAGC membership.
- Partnership between Bidco and EAGC through EAGI on trainings where Bidco would come in as an associate trainer.
- Bidco to share the contacts who are working with them to aggregate grain. Currently Bidco is working with 26,000 farmers and we would wish to add them to our network.
- EAGC to partner with Bidco to create awareness on Soya and Sunflower and have EAGC farmers grow the two high value crops.

Bidco Africa is the largest and fastest growing manufacturer and marketer of consumer products in Kenya with several branches in Africa.

### Nairobi set to host the inaugural Africa Post Harvest and Congress and Exhibition

Eastern Africa Grain Council, EAGC in partnership with the University of Nairobi and a consortium of partners is set to host the 1st All Africa Post Harvest Congress & Exhibition from March 28-31 in Nairobi, Kenya. The Congress, whose theme is "Reducing food losses and waste: Sustainable solutions for Africa" aims to develop actionable plans to reduce postharvest losses and waste in line with set targets under the United Nations Sustainable Development Goals and the Malabo Declaration. It will be held at the picturesque Safari Park Hotel, Nairobi, Kenya.

The event will address key aspects of postharvest management related to perishable crops, perishable animal products, non-perishable food commodities, capacity development and related social issues that affect postharvest management. It will include an excursion to see some practical examples of cutting edge projects on the ground.

A wide range of renowned speakers will speak at the Congress. Among them, Steve Sonka of the ADM Institute for the Prevention of Postharvest Loss; Linus Opara of University of Stellenbosch; Thomas Dubois of the World Vegetable Centre; Vimal Shah, Chief Executive Officer, BIDCO Africa; Elizabeth Mitcham, Director of the Horticulture Innovation Lab; John Bowman, of USAID; Gurbinder Gill, of Agribusiness Associates, Gerald Masila of Eastern Africa Grain Council and Johan van Asbrouck, of Rhino Research.

### Congress Exhibition

There will be a Congress exhibition to shine a spotlight on emerging technologies and innovations in postharvest management. A number of local and international organizations have already signed up. Those willing to exhibit should write to dminayo@eagc.org and grains.eagc.org for more details.
Save the Date

7th African Grain Trade Summit
(Dar es Salaam, Tanzania)
5th - 7th October 2017

Dear EAGC Members and Partners,

Greetings from EAGC Secretariat:
We are pleased to announce the 7th African Grain Trade Summit which will be held from 5th -7th October 2017 in Dar es Salaam, Tanzania. More information on Call for Papers, Sponsorship Opportunities, Registration & Logistical arrangements to follow!

Theme:
Setting New Horizons: Rethinking Grain Trade for Food Security and Prosperity in Africa

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Celebrating a Decade of Achievement as the Voice for the Grain Sector in the Region.

KEY OUTLOOK OF 2017

Annual General Meeting: The Regional AGM will be held on 20th April 2017.

Trade Facilitation / Business to Business Linkage: EAGC will host various trade focuses business to business meetings in Kenya, Uganda, Tanzania, Rwanda, Malawi and Burundi. For the first time, we will also include stakeholders from DRC Congo. A schedule of the B2Bs will be shared and can also be accessed from the EAGC Website www.eagc.org.

EAGC Strategic Plan 2018 -2022: EAGC will embark on reviewing its previous strategic plan and developing a new, focused strategic direction for EAGC through the EAGC Strategic Plan 2018 to 2022. All the members will be involved in this exercise. We look forward to your continued support.

EAGC@10 Celebrations: The EAGC@10 – A Decade Stronger, celebrations will continue in 2017 which will culminate to the final celebrations during the 7th AGTS.

7th Africa Grain Trade Summit: EAGC will host the 7th African Grain Trade Summit from 5th -7th October in Dar es Salaam Tanzania. Please plan to participate.

EAGC Scholarships and Agrihack Programme: EAGC in partnership with the Technical Centre for Rural Corporation (CTA) and the Universities in the region will launch a scholarship programme to support students at post graduate level who are focusing on structured trade related studies. The partners will also work with IT students at the universities to support Apps or IT products that will assist in the improvement of the functionalities of RATIN. We shall keep you updated on this.

EAGC Training – Eastern Africa Grain Institute: EAGI will continue to offer competency based courses for the grain industry in 2017. Some of the courses will include: Warehouse operations; Warehouse Receipt Finance, Web 2.0, Structured Commodity Financing, Agribusiness Financing Opportunities and Risk Management, SME training International Trade Meetings:

EAGC International trade events. The first one will be the NAMPO Expo on 16th – 19th May in Bothaville South Africa and Business to Business Linkages meeting on 24th to 29th August in INDO India. If you are interested in participating in this event, kindly get in touch with the secretariat on grains@eagc.org, or +254 733 444035.

Expansion of GSoko: EAGC will expand GSoko to reach as many beneficiaries as possible. This will focus on getting more farmers to participate in GSoko. Opening avenues for more traders to transact through GSoko and getting many processors to procure through the platform. This will expand the GSoko certified warehouses and GSoko aggregation centres.
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
</tr>
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<tbody>
<tr>
<td>7th March 2017</td>
<td>Regional Grain Trade Meeting (B2B)</td>
<td>Adis Ababa, Ethiopia</td>
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<td>8th –9th March 2017</td>
<td>USAID – East Africa Partners Meeting</td>
<td>Kigali, Rwanda</td>
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<tr>
<td>21st March 2017</td>
<td>Warehouse Operators Training</td>
<td>Kampala, Uganda</td>
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<tr>
<td>23rd March 2017</td>
<td>Trade Linkage Meeting</td>
<td>Meru, Kenya</td>
</tr>
<tr>
<td>24th March 2017</td>
<td>Board Meetings</td>
<td>Nairobi, Kenya</td>
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<tr>
<td>20th April 2017</td>
<td>Annual General Meeting and Regional B2B</td>
<td>Nairobi,</td>
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<tr>
<td>24th – 29th April</td>
<td>Regional India – Africa Business Linkage</td>
<td>Indo, India</td>
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<td>9th – 10th May</td>
<td>New Board Induction</td>
<td>Entebbe, Uganda</td>
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<td>9th – 10th May</td>
<td>CONSULTATIONS ON STRATEGIC PLAN</td>
<td>Entebbe, Uganda</td>
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<td>10th – 11th May</td>
<td>Grain Trade Policy Forum (ATPAF-ESA) – 2017 (Tanzania)</td>
<td>Dar Es Salaam</td>
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<tr>
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<td>National Business to Business</td>
<td>Blantyre, Malawi</td>
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<td>Bothaville, South Africa</td>
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<td>M&amp;E impact assessment visit, Makueni</td>
<td>Makueni, Kenya</td>
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<td>Lilongwe, Malawi</td>
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<tr>
<td>9th June 2017</td>
<td>Budget Synopsis</td>
<td>All Countries</td>
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<td>14th June 2017</td>
<td>B2B meeting – Tanzania – Malawi</td>
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<td>23rd and 24th June 2017</td>
<td>Uganda Agribusiness Expo - Kerala</td>
<td>Uganda</td>
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<td>1st - 7th July</td>
<td>(Dar es salaam (Sabasaba) International Trade Fairs</td>
<td>Dar es salaam</td>
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<td>5th - 7th July</td>
<td>Regional progress review and planning meeting (All program teams)</td>
<td>Nairobi</td>
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<td>20th July 2017</td>
<td>Board Meeting</td>
<td>TBC</td>
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<td>July 2017</td>
<td>Rwanda Agribusiness Expo</td>
<td>Kigali</td>
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<tr>
<td>6th September, 2017</td>
<td>National Business to Business</td>
<td>Blantyre</td>
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<tr>
<td>July 2017</td>
<td>Malawi Agribusiness Expo</td>
<td>Lilongwe</td>
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<tr>
<td>1st - 8th August</td>
<td>Agriculture Exhibitions (Nanenane)</td>
<td>Morogoro, Mbeya, Mwanza, Arusha</td>
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<td>14-17 August</td>
<td>Graders Training</td>
<td>Kenya</td>
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<tr>
<td>25th August</td>
<td>Business to Business - National</td>
<td>Iringa</td>
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<tr>
<td>4th October 2017</td>
<td>Board Meeting</td>
<td>Dar es Salaam</td>
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<tr>
<td>5th – 7th October 2017</td>
<td>7th African Grain Trade Summit</td>
<td>Dar es Salaam</td>
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<td>7TH – OCTOBER</td>
<td>LAUNCH OF EAGC STRATEGIC PLAN 2018-2022</td>
<td>Dar es Salaam</td>
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<td>1-3rd November</td>
<td>Regional Annual Planning Workshop</td>
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**EAGC G-SOKO BUSINESS TRADE DIRECTORY, 2ND EDITION COMING SOON!**

The G-Soko Business Trade Directory offers advertising opportunity for the members and stakeholders to advertise and create visibility for their products.

Last year we published the 1st Edition and circulated to members and stakeholders. From the feedback, many stakeholders have found the Directory to be very useful in their business and others have created wide awareness of their organizations.

The 2nd Edition is here! To take up the opportunity to advertise on the this Edition,

**kindly contact us via:**

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