**Developments towards Commercial Agriculture in Rwanda: Understanding the Determinants of Market Participation among Bean farmers in the North**

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**Abstract**

Since 2000, efforts for agricultural development in Rwanda have been focused on shifting from subsistence to market orientation. So far, the information on how smallholder farmers are progressing is limited. This study contributes on the matter by analysing the level of commercialisation and its determinants among bean producers. A total sample of 256 bean farmers from the Northern Province was interviewed. The study considered commercialization as a two-step process involving farmers’ market participation first and then, their degree of commercialisation. Results indicate that 30% of the farmers participated in the market while 70% produced for subsistence. The average commercialisation index was 0.42 among those who participated. Results from double-hurdle model estimation, showed that the probability of market participation is increased by land size, distance to the good roads and the border, access to health services, training and total income. The probability to commercialize and its intensity were also found increasing among women headed households. On the other hand, bean price, education, livestock income and distance to the border significantly influenced the degree of commercialisation. Subsistence production still dominates among bean producers though progress towards market-orientation was also noticed. Farmers’ access to good roads, trainings, education and income diversification are recommended.

**Key words:** Agricultural development, Commercialisation, Beans, Double-hurdle, Rwanda

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