

FARMER INCOME LAB

Boosting farmer income: further insights from great cases

A longlist of great cases

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This publication is one of the outputs of research conducted for the Farmer Income Lab on “What works to improve farmer income?”.

It contributes to the work of the Lab to Generate Insights on what contributes to meaningful farmer income improvement, Connect Solutions and Accelerate Action.



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Background

Research carried out for the Farmer Income Lab in 2018 reviewed hundreds of studies on interventions (programs, activities, initiatives) to empower smallholder farmers to move out of poverty. 16 of the most applied interventions with the longest track records were considered, such as outgrower schemes, poverty graduation programs and savings-led groups. Our publication on **‘What works to raise smallholder farmer income?’** explains that the most successful interventions can increase incomes by 50-100%. It wasn’t clear whether this step up actually allowed farmers to move out of poverty: generally there was no reference to what farmers’ starting income was, what a living income was in each context and whether income increases were net or gross, crop-based or household.

One year later, the second phase of our research looked further at what really works. The goal was to deepen our understanding of outliers of positive effect, ‘great cases’ that at least doubled farmer incomes. We wanted to understand what’s behind that remarkable success and whether others can adopt and adapt these experiences. Our findings and insights are captured in this article **“Boosting Farmer Incomes in Agricultural Supply Chains”**. A complementary article on the Farmer Income Lab website explains the methodology followed.

This document lists over 100 cases received from 80 experts on smallscale agriculture. Each case was briefly checked if there was online reference to the case before being added. Apart from those highlighted, we cannot vouch for the claimed income increases. From the top 20 with claimed income increases of 100% or more, we looked at nine verified cases in greater detail. These cases were selected because income jumps of 100% or more were backed by reliable evidence, they reached several thousand or more farmers, and they represented diverse products and geographies.

For those wanting examples of best efforts, this case is a good place to look for examples that come from leading global practitioners. For those wanting to do case-based research, this crowdsourced database allows you to dive in deep, quickly. We welcome all efforts to further validate claims, generate better understanding of underlying principles and success factors and adapt examples to your context. We will be happy to share your work.

If you have a verified case you wish to add to the list, please contact joost.guijt@wur.nl.

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth %
Income Is Development - KickStart's Pumps Help Kenyan Farmers - Transition to a Cash Economy	KickStart	Social enterprise	Kenya and Tanzania	Provision of inputs (water pumps) and training	900%
Amul Dairy	Amul	Lead buyer	India	Farmer field schools, market access, outgrower schemes, producer collectives	400%
Competitive African Rice Initiative (CARI)	GLZ, Gates Foundation, Walmart, TechnoServe	MSP	Sub-Saharan Africa	Knowledge management and cooperation among stakeholders of the rice value chain, inclusive business models and productivity, access to finance, and improvement of the policy framework for the rice sector	287%
National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE)	NUCAFE	Farmer Cooperation	Uganda	Empower and organize smallholder farmers using the farmer ownership model to assume more roles and functions within the value chain.	250%
Kennemer Foods - Cocoa Growership Program	Kennemer Foods International Inc.	Private sector company	Philippines	End-to-end support to cocoa farmers (high quality material, training and support, technical assistance, access to financing and access to markets). Using coconut farms to grow cacao trees	200-250%
Tony Chocolonely	Tony Chocolonely	Private sector company	Ghana, Cote d'Ivoire	(Fairtrade) certification, price premium, access to (productivity) training	150-250%
Danone Margarita Project	Danone	Private sector company	Mexico	Provision of milking equipment, training of local veterinary doctors, milk farmers training	200%
Livelihood Enhancement through Agricultural Development (LEAD) Project	BRAC	International Development Agency	Tanzania	Develop linkages between producers and markets. Strong community-based supply chain providing extension services and inputs, access to loans	194%
TechnoServe/Syngenta 'Mavuno Zaidi Program'	Syngenta, TechnoServe	Private sector company	Kenya	Train farmers on good agricultural practices, demonstrate value of high-quality inputs and strengthen farmers' access to markets, where they could sell their crops at better prices	181%
Empresa de Comercialização Agrícola Ltda	ECA	Private sector company	Mozambique	Processing, marketing and selling the produce from farmers	165%

Bold figures are verified, others are claimed

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth %
Project Nurture	Coca-Cola & TechnoServe	Private sector company	Kenya	Securing market (e.g., product development, procurement system), strengthen farmers' agricultural and business skills, business groups organization (e.g., for better access to inputs and credit)	142%
Fertilizer Microdosing and "Warrantage" or Inventory Credit System to Improve Food Security and Farmers' Income in West Africa	National Agricultural Research and Extension Systems	Research Institute	Burkina Faso, Niger, Mali	Provision of fertilizer, access to a financial facility, farmer field schools	130%
East Africa Dairy Development (EADD)	Heifer International	NGO	Kenya, Uganda, Rwanda, Tanzania	Facilitating the expansion of dairy infrastructure in the region, by investing into farmer-owned dairy hubs that provide access to market, inputs, information and services	125%
Nile Breweries	Ab InBev, Nile Breweries Limited	Private sector company	Uganda	Production of new beer based on local sorghum. Provision of inputs (e.g., quality sorghum seeds), trainings and farm demonstration. Contract farming.	100%
Honey Care Africa	Honey Care Africa	Social enterprise	Kenya, Tanzania, South Sudan	Provision of farm equipment (e.g., beehives), trainings and technical assistance	100%
African Cashew Initiative (ComCashew)	The African Cashew Initiative (ACi), GIZ/BMZ	MSP	Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mozambique	Direct interventions to improve productivity, build processor capacity, and develop supply chain linkages; matching fund program	100%
eKutir	eKutir	Social enterprise	India + 3 other countries	Connecting from farm to market through decentralised networks combined with farmer training, app, technical support, market connections: ICT is key element	100%
Eastern Congo Initiative (ECI)	ECI	NGO	DRC	Coordination of interventions with multiple stakeholders along the coffee value chain, including farmer cooperatives, processors, exporters, buyers/roasters, research institutes and government entities	100%
Supply Chain Enhancement Program	Kellogg's Company	Private sector company	Egypt	Training smallholder farmers on agronomic practices	100%

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Livelihoods Fund for Family Farming (L3F)	Mars, Danone	Private sector company	Global	Access to finance, training, equipment and technical assistance to implement the project	100%
Cervejas de Mocambique (CDM)	Ab inBev	Private sector company	Mozambique	Development of cassava and maize value chain: trainings, enterprise farmer model development, transparency improvements	90%
Farm to Market Alliance	Various actors	MSP	Rwanda, Tanzania, Zambia, Kenya	Improve market linkages through PATH (Predictable markets, Affordable finance, Technologies & quality inputs, Handling & storages solutions)	86%
PRAN Dairy Hubs (Tetra Pak)	Tetra Pak	Private sector company	Bangladesh	Helping smallholder farmers increase their productivity, sourcing their milk, and generating revenues from the sales of processed dairy products	75%
Cacao de Colombia	Cacao de Colombia	Private sector company	Colombia	Providing technical assistance and environmental training, and more reliable and competitive supply chain; helps improve the quality and productivity of yield	69%
Sesame Business Network	Dutch gov't, WCDI and others	MSP	Ethiopia	Transforming sesame sector: training farmers to improve practices and create better access to financing services	69%
Women's Empowerment and Social Capital	Heifer International	NGO	Malawi	Poverty graduation components	65%
Malawi Smallholder Dairy Development Project	Heifer Malawi, USAID	NGO	Malawi	Asset transfer (dairy calf) to enhance participants' knowledge and capabilities in dairy production and marketing and to catalyze existing social capital to facilitate collective action to support dairy-based livelihoods	65%
Sustainable Agriculture and Rural Development Program - Paraguay	Ministry of Agriculture	Public Entity	Paraguay	Community organization, self-governance, and access to markets and value chains through community organization development and capacity building; rural extension and adaptive research; a sustainable rural development fund; animal health improvement; and project management, monitoring, and evaluation.	62%
Azahar Coffee	Azahar Coffee	Private sector company	Colombia	Establishing direct relationships with both rural coffee farmers and roasters, and cutting out expensive middlemen	60%
Sunhara Walmart and Sunhara Prayas Projects	Walmart Foundation	Private sector company	India	Self-help groups, leadership trainings, and farmer trainings	58%

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth %
Farmer and Local Led Service Delivery Models	Root Capital, IDH	PPP	Global	Offering farmers services (package or menu) to support farmers in their specific needs (usually some form of training and technical support)	57%
One Acre Fund	One Acre Fund	Non-profit entity	Kenya, Rwanda, Tanzania, Burundi	Bundled interventions including trainings, farm inputs (e.g., seeds fertilizer), market linkages.	55%
Burkina Faso: Agriculture as a Powerful Instrument for Poverty Reduction	World Bank, FAO, African Development Bank	Multilateral Agency	Burkina Faso	Access to finance	50%
Producers Direct	Producers Direct	Social enterprise	Peru, Tanzania, Uganda, Kenya	Farmer-led initiative (50% of board members are farmers), multi-pronged approach (training, access to market, climate resilience, income diversification)	50%
Agricultural Value Chains Support Project (PAFA)	IFAD	Multilateral Agency	Senegal	Comprehensive approach to diversifying agricultural production and improving market access at the local level by developing and structuring value chains, and ensuring that farmers had access to finance	48%
Grow Asia / PISAgr	Various actors	MSP	Indonesia	Provide an innovative, multi-stakeholder model for addressing the nation's agricultural challenges in a sustainable manner while improving the livelihoods of smallholder farmers.	46%
Participatory Smallholder Agriculture and Artisanal Fisheries Development Programme (PAPAFPA) and the Smallholder Commercial Agriculture Project (PAPAC)	IFAD	Multilateral Agency	Sao Tome and Principe	Created farmers' cooperatives to improve the development of organic cacao, coffee, and pepper value chains through increased commercialization in domestic and niche export markets	46%
Samruddhi	BASF	Private sector company	India	Technical assistance on best agricultural practices as well as locally tailored advice on the most effective inputs	38%
East Africa Coffee Initiative	TechnoServe and Bill & Melinda Gates Foundation	Private sector company	Ethiopia, Kenya, Tanzania, Rwanda	Training farmers on good agricultural practices, provide technical assistance/equipment, access to finance and building/strengthening cooperatives	38%

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth %
High-Value Agriculture Project in Hill and Mountain Areas (HVAP)	IFAD	Multilateral Agency	Nepal	Integrated farmers living in the remote hill and mountain areas of Mid-Western Nepal into the local economy of goats and high-valued crops such as apples and Sichuan pepper (timur)	37%
Project for Rural Income through Exports (PRICE)	IFAD	Multilateral Agency	Rwanda	Assisting rural households to access financial services and markets, and to increase the production and quality of their cash crops	32%
Competitive African Cotton Initiative (COMPACI)	GLZ, Aid by Trade, Cotton made in Africa, KWFdeg	MSP	Various countries in East and West Africa	Support small-scale cotton farmers in Sub-Saharan Africa and promote the implementation of sustainable production methods	30%
Kuapa Kokoo Farmers Union	Kuapa Kokoo Farmers Union	Farmer Union	Ghana	Selling Fairtrade-certified cocoa (partly through its own chocolate manufacturer), and reinvesting the premium earned into farmers and their communities	30%
AAA Program in C. America	Nestle-Nespresso	Private sector company	Central America	Training farmers on sustainability and best practices	27%
Community-based Forestry Development Project in Southern States (DECOFOS)	IFAD	Multilateral Agency	Mexico	Address deforestation and forest degradation by improving the capacity of local people to manage forest resources more sustainably, and by helping them diversify their income-generating activities	22%
Cargill Cocoa Promise	Cargill	Private sector company	Ghana, Cote d'Ivoire, Cameroon, Brazil	Farmer Field Schools training enables farmers to achieve maximum profitability from their cocoa farms, to optimize production by using inputs, such as crop protection and fertilizers efficiently, while reducing their impact on the environment	22%
Plan VIDA	IFAD	Multilateral Agency	Bolivia	Participatory planning approach: neighbouring communities formed groups and worked together; received financial support to invest in better quality livestock and training in livestock care and reproductive strategies. Other community groups invested in crop production, water management or soil reclamation.	21%
Kenya Tea Development Agency (KTDA)	Kenya Tea Development Agency (KTDA)	Para-statal Organization	Kenya	Organising the collection, processing and exports of 60% of the national production of tea, sourced from over half a million small producers who are also its shareholders, and to whom it provides training and financial services	20%

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth %
Livestock and Pasture Development Project	IFAD	Multilateral Agency	Tajikistan	Increase the nutritional status and incomes of 22,400 poor households by enhancing livestock productivity in a sustainable manner.	19%
Community Milling in Colombia	Nestle-Nespresso	Private sector company	Colombia	Building milling centre to improve consistency and quality of coffee cherries	17%
Coastal Climate Resilient Infrastructure Project	IFAD	Multilateral Agency	Bangladesh	Improve farmers' access to markets by making coastal roads and market infrastructure more resilient to the tidal surges and flooding caused by cyclones.	16%
Khyati Foods	Khyati Foods	Private sector company	India	Converting smallholder farmers to organic production, by providing them with capacity building, sourcing their production, and selling processed products	15%
Irrigated Rice Production Enhancement Project (IRPEP)	IFAD	Multilateral Agency	Philippines	The programme rehabilitated the infrastructure of existing Communal Irrigation Schemes (CIS), and the rice farmers who managed the schemes through Irrigators' Associations were trained in management and leadership to improve their ability to manage the schemes, and thereby achieve increased and more sustainable crop production	11%
YieldWise Food Loss	Rockefeller Foundation	Foundation	Kenya, Nigeria, Tanzania	Training, connecting partners, investing in financing models, fix broken links in value chains to reduce post-harvest losses	8%
Orange Unnati	Coca-Cola	PPP	India	Training and assisting citrus farmers, providing planting material, demonstration sites, assured buy back	N/A
Biopartenaire	Biolands Group	Private sector company	Cote d'Ivoire	Transparent payment, training, technical services, and inputs to help farmers produce high quality certified cocoa beans	N/A
Gigante Wet Mill	Gigante Wet Mill	Private sector company	Colombia	Buying coffee directly from farmers and turn them into high-quality, sustainably-processed, export-grade coffee that can be sold at premium prices to large international buyers	N/A
Caravela Coffee	Caravela Coffee	Private sector company	Latin America	Invest in coffee cupping labs, dry mills, drying infrastructure and in training and education for farmers and cuppers	N/A

N/A: no income increase details found

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth
Extensio	Extensio	Private sector company	Mexico	Increase productivity, income and quality of life of smallholder farmers through access to critical information for decision making	N/A
Direct Farm Program	Walmart	Private sector company	Global (Central America, China, India, Brazil)	Direct sourcing with farmers and access to farm trainings	N/A
iCow	iCow Global	Social enterprise / private sector	Global	Sms service/app to improve farming practices (dairy, crops etc)	N/A
Agricultural Sector Development Programme– Livestock (ASDP-L) & Agriculture Service Support Programme (ASSP)	IFAD	Multilateral Agency	Tanzania	The projects trained selected facilitators from each local community in new techniques of livestock rearing and crop production, who then demonstrated these techniques to farmers through Farmer Field Schools	N/A
Project to Support Development in the Menabe and Melaky Regions (AD2M)	IFAD	Multilateral Agency	Madagascar	The project supported a decentralized land administration system by establishing local offices and training staff in land tenure regulations, which enabled them to more efficiently issue land certificates to farmers	N/A
Farming as a business' training	Prorustica (through BRITEN)	Consultancy	Tanzania	Training farmers: teaching about P&L and cash flow helps farmers re-think themselves as business people and start investing in their farms.	N/A
Sustainable Rice Landscapes	MSP (ao FAO)	Multistakeholder Partnership	Thailand	Enhance climate smart practices, link farmers to markets, increase resilience, improve livelihoods	N/A
doTERRA Lunga Lunga Project	doTERRA	Private sector company	Kenya	Co-Impact Sourcing is an initiative that seeks to develop long-term, mutually beneficial supplier partnerships while creating sustainable jobs and providing reliable income in underdeveloped areas	N/A
Babban Gona	Babban Gona	Private sector company	India	Bundled services for maize, model that is easily scalable, guarantee system for loans	N/A
Feed the Future Sustainable Cooperative Agribusiness Alliance (SCAA)	McCormick Global Ingredients, USAID	Multistakeholder Partnership	Indonesia	Expand the capacity of local farmers and government officials to access better planting materials, sustainably produce and process high-value crops, and connect to international markets	N/A

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Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth
Guangxi Integrated Agricultural Development Project (GIADP)	IFAD	Multilateral Agency	China	The project paved access roads to improve farmers' access to markets and lined irrigation canals to provide sustainable access to clean water for farming, thereby facilitating commercial agriculture	N/A
Biogas Support Programme Nepal	Min.of Foreign Affairs Netherlands, SNV-NL, Biogas Sector Partnership Nepal	PPP	Nepal	Biogas installation to replace wood for cooking. Time saving (esp for women) --> time for income generating activities	N/A
Rural Development Support Programme in Guéra (PADER-G)	IFAD	Multilateral Agency	Chad	The programme constructed community cereal banks, where farmers could store sorghum, millet, berebere, groundnuts, sesame and maize during the harvest season and borrow grain during the lean season	N/A
Improving financial literacy in Guatemala	Nestle-Nespresso	Private sector company	Guatemala	Training farmers to obtain better business skills	N/A
Cocoa Livelihood Program	World Cocoa Foundation	Non-profit entity	Cameroon, Côte d'Ivoire, Ghana and Nigeria	The program takes an industry-led approach, reaching rural farmers through dynamic partnerships with public and private actors while building institutional capacities for farmer outreach.	N/A
Tree Global	Tree Global	Private sector company	Ghana, Cote d'Ivoire, Nigeria, Cameroon	Establish tree nurseries to meet demand for large numbers of trees with the goal to increase yield and value in agricultural and environmental tree crops	N/A
Ethiochicken	Ethiochicken	Private sector company	Ethiopia	Creating network of Smallholder farmers and sales agents and train farmers to improve breeding	N/A
Enterprise Development Program (EDP) in Colombia	Oxfam and Alpina	MSP	Colombia	Trainings on improved production, strengthening of community support, and access to credits	N/A
Reviving high quality coffee production in South Sudan	Nestle-Nespresso	Private sector company	South Sudan	Improving yields by training farmers, develop commercial channels and identifying local entrepreneurs	N/A
Illy Coffee - Ethiopian coffee chain project	Illy Coffee	Private sector company + UNIDO	Ethiopia	Creating centres of excellence and discussion platforms for actors in value chain	N/A

N/A: no income increase details found

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth
ADVANS in Cote d'Ivoire (Uncommon Cacao Report Hershey)	Hershey, Acumen	Microfinance group	Cote d'Ivoire	Financial inclusion of cocoa farmers through access to loans	N/A
JAIN	JAIN	Social enterprise	India	Providing water solutions, micro-irrigation systems, pipes, tissue culture, renewable energy based products and appliances, food processing and other agro technologies and technical advice	N/A
Juhudi Kilimo	Juhudi Kilimo	Social enterprise	Kenya	Providing farmers with asset-backed loans to access high-quality and productive agricultural assets, coupled with technical support	N/A
CocoaCloud Initiative	CocoaCloud	Private sector company	West Africa	Pre-competitive data platform: generating, disseminating and translating env. data to make this accessible to support farmers in making climate-smart decisions, thereby building capacity of farmers, extension workers and agri-industry in general.	N/A
Agricultural Transformation Agenda/Agricultural Commercialization Clusters Initiative	Ethiopian Agricultural Transformation Agency	Public Sector	Ethiopia	Provide a platform to address the most critical systemic bottlenecks constraining fulfilment of agriculture sector goals and targets identified by the government through a myriad of interventions	N/A
Ejido Verde	Ejido Verde	Social enterprise	Mexico	Re-plant 12,000 hectares of degraded land with resin-producing pine tree plantations	N/A
NEXUS Madagascar Company (NEMACO)	Weconnex	Social enterprise	Madagascar	Provide fishing villages with access to infrastructure and know-how to sell their fishery products to the market	N/A
Corpocampo	Corpocampo	Private sector company	Colombia	Employing local people in harvesting, selecting, washing, pulping and processing raw produce for sale as sorbet, pulp, powder, jam and other products, Corpocampo provides farmers with technical assistance in the proper care and maintenance of the trees.	N/A
Crezcamos	Crezcamos	Private sector company	Colombia	Expanding access to financial services for rural micro-entrepreneurs	N/A
Twiga Foods		Private Sector Company	Kenya	Sourcing directly from farmers and delivering to vendors doorsteps, thus provide farmers with a guaranteed market, while also selling produce to vendors at below market rate; eliminating brokers and reducing post-harvest losses to under 5% using mobile technology platform	N/A

N/A: no income increase details found

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth
Mobile (Plant) Clinic	BASF	Private sector company	Egypt	Overcome the fragmented infrastructure in the rural areas and to bring (agronomical) advice to farmers	N/A
BASF Agricultural Solutions	BASF	Private sector company	Egypt	Visit remote areas with a mobile agricultural clinic	N/A
IDB's Ganamos Todos	IDB, SNV	Multistakeholder Partnership	Latin America	Collected baselines across the board, developed business plans with the companies, the companies co-invested, and results were measurable and validated	N/A
Tierra Fertil	Walmart	Multistakeholder Partnership	Central America	Support in diversifying crops to meet market needs; specialized group of agronomical engineers advises local farmers on seed and crop quality, soil use, yields, maturity, safety, responsible use of agrochemicals, crop rotation and more.	N/A
Knowledge-based Integrated Sustainable Agriculture and Nutrition (KISAN)	USAID	Multistakeholder Partnership	Nepal	Facilitate systemic changes in the agricultural sector including: (1) greater climate-smart intensification of staple crops and diversification into higher value commodities; (2) strengthening of local market systems to support more competitive and resilient value chains and agricultural related businesses ; and (3) improving the enabling environment for agricultural and market systems development	N/A
Feed the Future Enabling Environment for Food Security project (FTF-EEFS)	USAID	Multistakeholder Partnership	Global	Global support mechanism to address legal and institutional market constraints affecting food security	N/A
Participatory Small-Scale Irrigation Development Programme	IFAD	Multilateral Agency	Ethiopia	Small-scale irrigation systems were constructed to bring water to farms throughout the year; access roads connecting the irrigated areas to local markets were improved to provide greater opportunities for small farmers to earn income from crop sales	N/A
Smallholder Dairy Commercialization Programme (SDCP)	IFAD	Multilateral Agency	Kenya	The project worked with smallholder dairy farmers, mobile milk traders and small milk shop owners to increase their milk production, productivity and capacity to respond to market opportunities, with special attention on women's participation	N/A

N/A: no income increase details found

Case	Implementer	Type of actor	Geography	Key elements of programme	Income growth
Vasudha Organic	Pratibha Syntex	Private sector company	India	Converting conventional cotton producers to organic, thus reducing the chemical input; creating a market linkage for the non-cotton organic produce of farmers.	N/A
The Sustainable Living Incomes Project	SHIFT, GIZ, Famer Brothers, Great Lakes Coffee	Multistakeholder Partnership	Uganda	Support farming households to earn a living income, while improving environmental and social sustainability of coffee farming communities	N/A
The Good Growth Plan by Syngenta Foundation and Kellogg's	Syngenta Foundation, Kellogg's	Multistakeholder Partnership	Bangladesh	Make crops more efficient, rescue farmland, increase biodiversity, increase smallholder yields and improve farm practices, increase safety, and improve labor practices	N/A
Sustainable Growing of Cotton Initiative	Cropln Technology	Private sector company	Europe	Offering technology to cotton farmers to improve cotton quality. Offering data and alerts on cotton plots, pests, offering information	N/A
Tobacco smart farming	Godfrey Philips India - Cropln Technology	Private sector company	India	Assistance in farm management practices, adoption of package of practices (incl. fair labour), provision of accurate field and yield data.	N/A

N/A: no income increase details found