

Integrating Extremely Poor Producers Into Markets Field Guide

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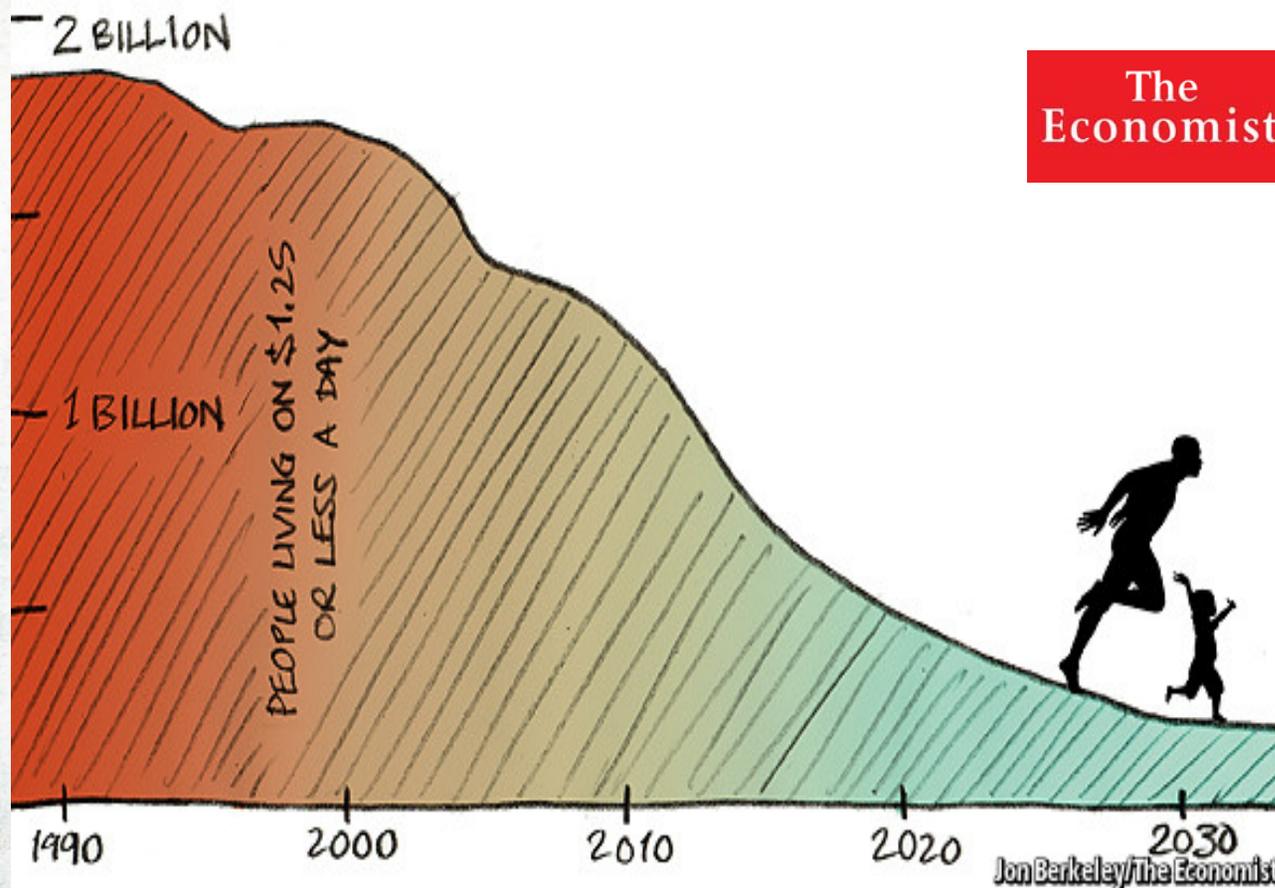
1st Goal for the Post 2015 Development Agenda

Bring the number
of people living on
less than \$1.25 a
day to **zero by 2030**



UN 2015 – 2030 Development Agenda

Towards the End of Extreme Poverty



Identify Unintended Impacts of Market Growth on Women Worksheet



Market Changes

Introduction of new technologies and agricultural practices

Potential Impacts

Changed Labour Patterns

Description: _____
Possible negative consequences or new needs: _____
Ways to address or provide these: _____

Changed Time Allocation

Description: _____
Possible negative consequences or new needs: _____
Ways to address or provide these: _____

Changed Safety Conditions

Description: _____
Possible negative consequences or new needs: _____
Ways to address or provide these: _____

Unintended Impacts of Market Growth on The Extremely Poor



Improvement in market	Impact on relationships within the household
Introduction of new technologies and agricultural practices	<ul style="list-style-type: none">• Change labour patterns• Change time allocation• Change safety conditions
Shifts to high value crops	<ul style="list-style-type: none">• Alter control over resources• Alter control over benefits
Introduction of new market channels	<ul style="list-style-type: none">• Change time allocation• Change routes travelled
Introduction of new storage facilities	<ul style="list-style-type: none">• Change of control of food resources
Formalisation of contracting instruments	<ul style="list-style-type: none">• Formalisation of ownership of land and equipment• Increased pressure for women to transact with sex
Introduction of more formalised financial requirements	<ul style="list-style-type: none">• Change income control• Change financial management

Vertical Linkages Analysis Worksheet



Type of Linkage	✓ ADVANTAGES <i>for extremely poor producers</i>	✗ DISADVANTAGES <i>for extremely poor producers</i>
<input type="checkbox"/> Producers to traders		
<input type="checkbox"/> Producers to retailers or their wholesalers		
<input type="checkbox"/> Producers to retailers' village agents		
<input type="checkbox"/> Producers to agro-processors		
<input type="checkbox"/> Producers to exporter		
<input type="checkbox"/> Producers to larger scale farms (through formal contract farming arrangements)		

Field Example: Agrodealers Use Village Agents to Serve Extremely Poor Producers

Village Agents

- Access to inputs is a major constraint for rural farmers
- Projects supports Agrodealers on how to work with villages to select and manage village agents to order and distribute inputs to local farmers
- Benefits:
 - Farmers more readily trust local agents
 - Better information and access to inputs for Farmers
 - Bulk orders for Agrodealers reduce transaction costs

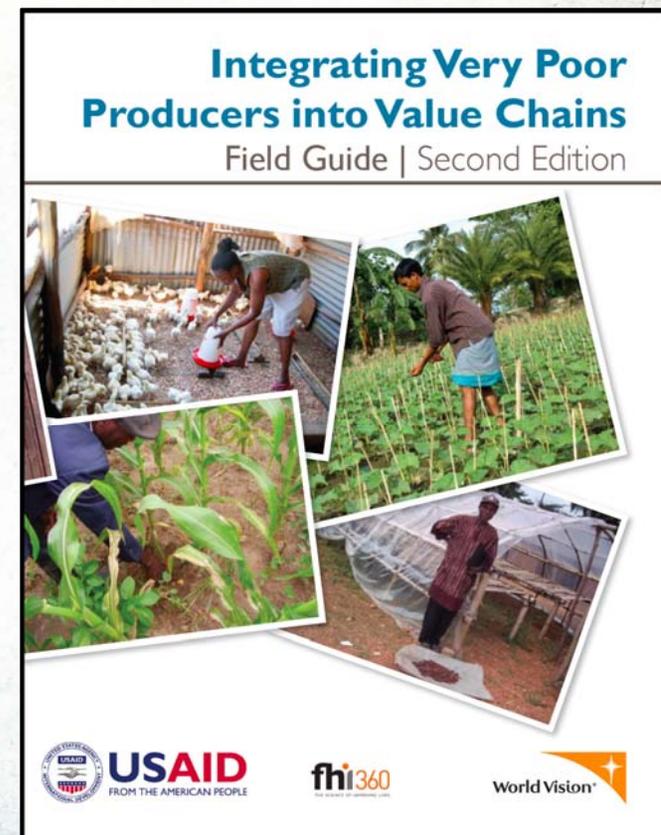
“Building Frontline Market Facilitators” Capacity: The Case Of The “Integrating Very Poor Producers Into Value Chains Field Guide” In “Enterprise Development & Microfinance”

- “The online survey showed that the most used section of the Field Guide was ‘Linking Very Poor Producers with Buyers & Suppliers’. The 70% experiential, 20% from others, and 10% formal ratios regarding learning led the author to recommend more on-the-job learning.”
- <http://practicalaction.metapress.com/content/t66x083g15k26387/>

Integrating Extremely Poor Producers Into Markets Field Guide

Please Download and Distribute!

- 22 Tools
- Organizations have used the tools to train front line field staff
- Nearly 4,000 users
- According to a knowledge manager, the most downloaded FIELD-Support resource on Microlinks.org



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“[I] used the guide to provide technical backstopping in the development of project designs and concept papers.”



A project manager in Malawi says she has “developed a plan of action at the program level on the implementation of the guide within the [selected] value chains...”

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<https://www.microlinks.org/library/integrating-very-poor-producers-value-chains-field-guide>

Thank You!

ADVANCING THE FIELD

REFLECTIONS AND EMERGING TRENDS
FROM THE FIELD-SUPPORT LWA



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