
DEVELOPMENT ECONOMICS AND POLICY

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72

Commercialization of Smallholder Horticultural Farming in Kenya Poverty, Gender, and Institutional Arrangements

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Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

Mark Stephen Condon



Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements:

Commercialization of Smallholder Horticultural Farming in Kenya Beatrice Wambui Muriithi, 2014 This study assesses income and poverty effects of vegetable commercialization in Kenya with a special focus on gender issues and evaluates the performance of institutional arrangements that link small producers to the high value vegetable supply chains Using econometrics analysis of two rounds of rural household survey the study reveals that the participation of smallholders in the domestic and export vegetable markets is declining Weather risks high costs of inputs and unskilled labour as well as erratic vegetable prices contribute to the declining trend The impact evaluation of market participation reveals that households supplying the export market have a higher per capita income The examination of gender roles indicates that the improvement of land productivity and the promotion of women's access to agricultural training and extension services might enhance their market participation The analysis of vegetable contractual arrangements indicates that the governance structure is important to the profitability and hence the sustainability of farmer trader relationships *Private irrigation in Sub-Saharan Africa: regional Seminar on Private Sector Participation and Irrigation Expansion in Sub-Saharan Africa, Accra, Ghana, 22-26 October 2001* Hilmy Sally, Charles L. Abernethy, 2011-10-21 Only 4 percent of arable land in sub Saharan Africa is irrigated using just 2 percent of the available water resources Furthermore 18 percent of the area equipped for irrigation is not utilized at all and the intensity of use varies between 50 percent and 80 percent This highlights the huge potential available for intensifying and expanding irrigated area provided that the investments required can be successfully mobilized However it must be noted that if investments in irrigation are to yield satisfactory returns investments must also be made in a series of related activities Current global figures for the amount of private investment in irrigation confirm that good returns can indeed be achieved Prospects for sub Saharan Africa would be far more favorable if public development assistance particularly foreign direct investments did not show declining trends **Index to Theses with Abstracts**

Accepted for Higher Degrees by the Universities of Great Britain and Ireland and the Council for National Academic Awards, 1992 Theses on any subject submitted by the academic libraries in the UK and Ireland Rural Development Abstracts, 1990 **Export Horticulture and Poverty in Kenya** Neil McCulloch, Masako Ota, 2002

Determinants and Impact of Smallholder Collection Action in Kenya Elisabeth Marija Fischer, 2012-10-22 Summary Smallholders face numerous constraints that keep them from taking advantage of market opportunities Because they often live in poverty and remoteness on less than a hectare of land with poor road and market infrastructure they face high costs of market exchange In order for smallholders to compete with large scale farms and benefit from the observed and ongoing transformation of the agri food sector institutional solutions are necessary that address the small scale problem One potential option is through farmer collective action However the existing literature has not yet sufficiently identified the

explicit mechanisms and dynamics by which collective action generates benefits for men and women In three related articles this research investigates how farmer groups facilitate access to input and output markets by reducing transaction costs thereby promoting intensification and commercialization of small farms It addresses the existing research gap by analyzing determinants participation dynamics and impacts of farmer groups using the case of small scale banana producers in Kenya For the analysis cross sectional data from 444 farm households was collected in the central highlands region of Kenya where bananas provide an important source of food and income Recently established farmer groups initiated by two local nongovernmental organizations NGOs TechnoServe and Africa Harvest introduced institutional change in the national banana market chain Within such groups farmers can more easily access clean tissue culture TC banana planting material get agronomic and market information negotiate better prices and gain access to urban high value markets through collective selling However the marketing performance of these groups is unclear and commitment varies greatly between members Gender issues are partly left unaddressed by NGOs and group leadership These issues pose serious threats to the groups viability in the long run The first chapter focuses on the determinants and impacts of smallholder organization Farmer groups are generally inclusive of the poor although wealthier households are more likely to join Access to credit plays a role as the adoption of relatively costly TC planting material is technically encouraged among group members Distance to paved roads and mobile phone ownership facilitate participation and thus have a positive effect on the likelihood of group membership Employing a propensity score matching method to reduce possible selection bias in impact assessment we show positive income effects for group members However the magnitude of the economic benefits correlates with the mode of participation since we find positive income effects only for members selling through the group A considerable number of members are not participating in collective marketing Yet price advantages of collective marketing are small as highvalue market potentials have not yet been tapped Increases in income therefore stem from specialization effects and the expansion of banana plantations facilitated by the improved access to TC planting material In addition group members are more likely to follow good agricultural practices in banana cultivation Hence beyond prices farmer groups function as important catalysts for innovation adoption through promoting efficient information flows In conclusion some of the motivations for collective action do not seem to apply in the case of banana in Kenya With significant improvements in road infrastructure supply chains have become relatively short over the past years Nor do farmers suffer from monopsonic power of up and downstream actors that could render collective bargaining beneficial In terms of price benefits farmer collective action may thus make more sense in high value and export markets which are more difficult to access for individual smallholders The fact that the magnitude of benefits from group membership is linked to the degree of participation motivates the thematic focus in the second chapter Within farmer groups the commitment of individual members to achieve shared objectives can vary because the expected net benefits are not the same for all and opportunities to free ride exist Since the benefits of

collective action emerge primarily through the exploitation of economies of scale and services are financed through collective marketing low participation rates in joint activities may jeopardize the performance and viability of farmer groups The second chapter therefore investigates commitment to collective action in terms of participation intensity and free riding Sequential probit and doublehurdle regression models are used to explain participation in group meetings and collective marketing The results suggest that family labor availability and previous benefits that members received through the groups positively influence their intensity of participation in group meetings and collective marketing There is evidence that hints at a middle size effect That is those with very small and very large banana plantations are less likely to participate intensively in group activities as their cost benefit ratio is negative Free riding is mostly attributed to structural and institutional conditions such as group size and the timing of payments Furthermore more diversified farmers are less likely to sell collectively Since smallholders are often highly diversified in their agricultural activities farmer groups should also diversify their activities to include more than one crop These findings underline that it is important to go beyond considering participation in collective action as a binary variable Commitment is not only influenced by opportunistic behavior but also by member constraints which contribute to lower than optimal supply of collective goods and services The knowledge of individual behavior and constraints allows policy makers to design and implement more successful and viable forms of collective action Based on experiences from data collection in the field men increasingly become involved in banana production although banana traditionally belongs to the women s sphere of control because of its importance as a semi subsistence food crop Although agricultural intensification and commercialization can have diverse effects on men and women gender mainstreaming in farmer groups does not exist The third chapter therefore investigates changes in gender relations due to group membership and related effects on household food security and nutrition With membership in farmer groups new economic opportunities emerge which transform gender relations and may affect household welfare Descriptive statistics are used to show that men increasingly become involved in banana production and revenue decisions when market and technology access improves Controlling for possible selection bias regression analysis suggests that dietary quality deteriorates when men seize control over revenues from banana production although no effect on calorie supply can be observed Finally it is shown that female membership in farmer groups enables women to sustain their claims on banana output Particularly the poorest women are thus able to increase their contribution to household income and strengthen their position within the household Female membership enables women to better negotiate and sustain their claims on banana output within the family These results emphasize the potential of farmer groups for the empowerment of women as farmers and as wives The three chapters provide important insights into the distinct mechanisms of collective action by which benefits for smallholders emerge In the case of staple foods economic benefits emerge primarily through access to improved technology and information since the motivation for market oriented collective action may not hold as strongly as in high value or export markets Positive income

effects in this concrete case can therefore mostly be attributed to specialization and intensification which are important preconditions for smallholder commercialization. The binary definition of group membership used in most empirical studies may be misleading as the costs and benefits of active participation may differ across individual members so that different participation intensities are often observed. Knowledge of these differences allows policy makers to tackle some of the problems of farmer groups regarding market performance and viability in the longer term. Finally, farmer groups can be an important pro-poor tool for the empowerment of women. Yet this potential has not yet been sufficiently explored by researchers and policy makers.

Zusammenfassung

Im Zugang zu Märkten stehen kleinbuerliche Familien in Entwicklungs-
ländern vor immensen Herausforderungen. Oft leben sie in Armut und müssen mit weniger als einem Hektar Land auskommen, haben kaum Anschluss an alljährlich befahrbare Straßen und leiden unter mangelndem Zugang zu informationeller Märkte und verbesserte Anbaumethoden. Diese Faktoren erhöhen die Kosten des Marktaustausches und verhindern so ein profitables Wirtschaften. Wenn Kleinbauern konkurrenzfähig sein wollen, um von neuen Entwicklungen auf den Agrarmärkten zu profitieren, muss das Problem der geringen Skalenerträge gelöst werden. Ein institutioneller Lösungsansatz hierfür ist kollektives Handeln, z.B. in Produzentengruppen, in denen Kleinbauern die nötigen Skalenvorteile erlangen, um Transaktionskosten zu reduzieren. Die Literatur hat die Mechanismen und Dynamiken, aus denen die Vorteile kollektiven Handelns für Männer und Frauen hervorgehen, bisher nur unzureichend beschrieben. Daher wird hier in drei zusammenhängenden Beiträgen der Frage nachgegangen, ob und wie Produzentengruppen den Zugang zu Input und Outputmärkten verbessern und zu einer Intensivierung und Kommerzialisierung der kleinbuerlichen Landwirtschaft beitragen können. Um die verschiedenen Mechanismen zu beschreiben, aus denen Vorteile entstehen, werden die Determinanten, Dynamiken und Auswirkungen von Produzentengruppen am Beispiel von Kleinbauern in Kenia analysiert. Für die Analyse wurden Querschnittsdaten von 444 Kleinbauern in der zentralen Hochlandregion Kenias erhoben, wo der Anbau von Bananen eine wichtige Nahrungs- und Einkommensquelle darstellt. Kürzlich gegründete Produzentengruppen, initiiert und unterstützt von zwei lokalen Nichtregierungsorganisationen (NROs) TechnoServe und Africa Harvest, stellen eine institutionelle Innovation in der nationalen Lieferkette für Bananen dar, bei der die Gruppen können Kleinbauern verbesserte Gewebekulturpflanzen beziehen, erhalten Informationen über gute landwirtschaftliche Praxis und Märkte sowie höhere Preise durch kollektives Verhandeln. Jedoch ist die tatsächliche Effektivität dieser Gruppen unklar. Zudem variiert das Engagement der einzelnen Mitglieder stark, und Genderaspekte werden nur unzureichend berücksichtigt. Diese Faktoren sind wichtig für den Erfolg und die wirtschaftliche Lebensfähigkeit der Gruppen. Der erste Beitrag dieser Arbeit beschäftigt sich mit den Determinanten und Auswirkungen der kleinbuerlichen Organisation. Die Ergebnisse zeigen, dass die Produzentengruppen prinzipiell für größere Bevölkerungsgruppen zugänglich sind, aber besser gestellte Bauern tendenziell eher beitreten. Des Weiteren spielt der Zugang zu Krediten, Straßeninfrastruktur und Kommunikationstechnologie eine Rolle für die Mitgliedschaft, da sie die Adoption von

kostenintensivem Pflanzmaterial erleichtern was bei den Gruppen technisch unterstützt wird. Mittels der Propensity Score Matching Methode wird eine Wirkungsanalyse durchgeführt und dabei ein möglicher Selektionsbias reduziert. Die Ergebnisse weisen auf positive Einkommenseffekte der Produzentengruppen hin. Der Grad des Nutzens korreliert jedoch stark mit der Art der Partizipation, da sich positive Effekte nur für solche Bauern abzeichnen, die Bananen auch tatsächlich bei der Gruppe verkaufen. Eine signifikante Anzahl an Mitgliedern tut dies nicht. Die Preisvorteile der kollektiven Vermarktung sind allerdings eher gering, da Potentiale in hochwertigen Lieferketten bisher kaum erschlossen sind. Einkommenszuwächse sind daher mehrheitlich auf Spezialisierungseffekte und Ausweitung der Bananenproduktion zurückzuführen, die durch den verbesserten Zugang zu Pflanzmaterial ermöglicht wurden. Außerdem wenden Gruppenmitglieder häufiger verbesserte Anbaumethoden in der Bananenproduktion an, was darauf hindeutet, dass Produzentengruppen ein wichtiger Katalysator für Innovationsadoption und effiziente Informationsflüsse sind. Es wird abschließend festgestellt, dass einige der Motivationen für kollektives Handeln im Falle von Bananen in Kenia nicht gegeben sind. Mit einer bemerkenswerten Verbesserung der kenianischen Straßeninfrastruktur in den letzten Jahren sind auch alternative Lieferketten kürzer und somit effizienter geworden. Zudem sind Kleinbauern in der Untersuchungsregion kaum monopsonistischer Marktmacht ausgesetzt, da die Händler selbst klein und zahlreich sind. In Bezug auf Preisvorteile ist kleinbäuerliches kollektives Handeln somit eher in hochwertigen Märkten und Exportsegmenten sinnvoll. Die Tatsache, dass die Vorteile kollektiven Handelns mit dem Grad der Partizipation zusammenhängen, motiviert die Fragestellung im zweiten Beitrag: Der Einsatz Einzelner innerhalb der Gruppe, ein gemeinsames Ziel zu erreichen, kann stark variieren, da Nutzen und Kosten der aktiven Teilnahme unterschiedlich sind und Möglichkeiten zum Trittbrettfahren existieren. Da jedoch die Vorteile kollektiven Handelns hauptsächlich durch die Erzeugung von Skalenvorteilen entstehen und Dienstleistungen oft bei der kollektiven Vermarktung finanziert werden, kann geringe Beteiligung der Mitglieder in Gruppenaktivitäten den Erfolg und Überlebensfähigkeit der Gruppe langfristig gefährden. Der zweite Beitrag untersucht daher den individuellen Beitrag in der Gruppe im Sinne von Partizipationsintensität und Trittbrettfahrerverhalten. Sequentielle Probit Modelle und Double Hurdle Regression werden angewendet, um die Partizipation in Gruppensitzungen und kollektiver Vermarktung zu erklären. Die Ergebnisse weisen darauf hin, dass sich die Verfügbarkeit von familiären Arbeitskräften und frühere positive Erfahrungen mit der Gruppe positiv auf die Partizipationsintensität auswirken. Des Weiteren gibt es einen Mittelgrößen-Effekt, bei dem sehr kleine Bauern und sehr große Bauern weniger geneigt sind, intensiv an Gruppenaktivitäten teilzunehmen. Trittbrettfahrerverhalten kann hauptsächlich strukturellen und institutionellen Bedingungen zugeschrieben werden, wie zum Beispiel der Gruppengröße und dem Zeitpunkt der Bezahlung. Stark diversifizierte Bauern tragen ebenfalls weniger zum Gruppenmarketing bei. Die Ergebnisse zeigen insgesamt, auf wie wichtig es ist, das in der Literatur gängige Verständnis von Gruppenpartizipation in Form einer einfachen binären Variable zu erweitern. Engagement in Situationen kollektiven Handelns wird nicht nur durch opportunistisches

Verhalten sondern auch von individuellen Gegebenheiten bestimmt Beides kann dazu führen dass das kollektive Gut nicht in der optimalen Menge produziert werden kann Kenntnisse darüber erlauben die Entwicklung und Einführung langfristig überlebensfähigerer Formen von kollektivem Handeln Erfahrungen bei der Datenerhebung vor Ort haben gezeigt dass sich zunehmend Männer in die Bananenproduktion einbringen obwohl Bananen aufgrund ihrer Bedeutung als Subsistenz Einkommensquelle traditionell eher in den Bereich der Frauen fallen Obwohl Intensivierung und Kommerzialisierung der Landwirtschaft unterschiedliche Auswirkungen auf Männer und Frauen haben können und durch marktorientiertes kollektives Handeln gefördert werden wurden Genderaspekte in Bauerngruppen bisher kaum berücksichtigt Der dritte Artikel untersucht daher Veränderungen im Geschlechterverhältnis die durch die Mitgliedschaft in marktorientierten Gruppen entstehen können und die daraus resultierenden Auswirkungen auf Nahrungsmittelsicherheit und Ernährung Deskriptive Analysen deuten darauf hin dass sich Männer tatsächlich zunehmend an Entscheidungen über Bananenproduktion und Einnahmen beteiligen Ergebnisse von Regressionsanalysen zeigen dass sich die Qualität der Ernährung verschlechtern kann wenn Männer über die Einnahmen verfügen es gibt jedoch keinen Effekt auf die Kalorienverfügbarkeit insgesamt Schließlich wird gezeigt dass Frauen eher ihr Recht auf Einnahmen verteidigen können wenn die Mitgliedschaft in der Gruppe auf ihren Namen läuft Insbesondere sehr armen Frauen wird so ermöglicht ihren Anteil am Haushaltseinkommen zu erhöhen was wiederum ihre Position innerhalb der Familie stärkt Die Ergebnisse weisen darauf hin dass Produzentengruppen sich positiv auf die Situation der Frauen in landwirtschaftlichen Regionen auswirken können Die drei Artikel geben einen wichtigen Einblick in die Mechanismen kollektiven Handelns durch die spezifische Vorteile für Kleinbauern entstehen Im Falle von Grundnahrungsmitteln entstehen ökonomische Vorteile insbesondere dadurch dass der Zugang zu neuen Technologien und Information verbessert wird Die Notwendigkeit für kollektive Vermarktung wie zum Beispiel in hochwertigen Märkten und Exportsegmenten muss jedoch nicht unbedingt gegeben sein Einkommenseffekte im konkreten Beispiel sind eher auf Spezialisierung und Intensivierung der Produktion zurückzuführen die jedoch letztlich wichtige Voraussetzungen für die Kommerzialisierung von Kleinbauern sind Die gängige binäre Definition von Mitgliedschaft in Bauerngruppen kann irreführend sein da die tatsächlichen Kosten und Vorteile von Individuum zu Individuum unterschiedlich sind und somit unterschiedliche Partizipationsintensitäten blicken sind Kenntnisse über diese Unterschiede erlauben die Probleme kollektiven Handelns vor allem im Hinblick auf die Trittbrettfahrerproblematik zu reduzieren Schließlich können Produzentengruppen dazu beitragen die Position armer Frauen in ländlichen Regionen zu stärken Dieses Potenzial ist jedoch bisher kaum erschlossen

Participatory Prioritization of Issues in Smallholder Agricultural Commercialization in Kenya, 2006 Horticultural Diversification and Marketing Mark Stephen Condon, 1986 "I Don't Tell My Husband about Vegetable Sales" Robert Romborah Simiyu, 2012 **Motivating farmers' market-oriented production** Food and Agriculture Organization of the United Nations, International Food Policy Research

Institute,2021-10-04 Investing in farmers or agriculture human capital is crucial to addressing challenges in our agri food systems A global study carried out by the FAO Investment Centre and the International Food Policy Research Institute with support from the CGIAR Research Programme on Policies Institutions and Markets and the FAO Research and Extension Unit looks at agriculture human capital investments from trends to promising initiatives One of the nine featured case studies is Kenya s Smallholder Horticulture Empowerment and Promotion Approach which provides technical and soft skills based on the theory of self determination The training has influenced farmers to change their mindsets and behaviour towards market oriented horticulture In addition most farmers gained confidence in applying the skills acquired which resulted in improved production and marketing and increased incomes The approach was found to be effective in developing human capital and is therefore recommended for use in smallholder horticulture production systems or enterprises This publication is part of the Country Investment Highlights series under the FAO Investment Centre s Knowledge for Investment K4I programme

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Table of Contents Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

1. Understanding the eBook Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - The Rise of Digital Reading Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - Advantages of eBooks Over Traditional Books
2. Identifying Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms

Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

-
- Features to Look for in an Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - User-Friendly Interface
4. Exploring eBook Recommendations from Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - Personalized Recommendations
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements User Reviews and Ratings
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements and Bestseller Lists
 5. Accessing Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements Free and Paid eBooks
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements Public Domain eBooks
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements eBook Subscription Services
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements Budget-Friendly Options
 6. Navigating Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements eBook Formats
 - ePub, PDF, MOBI, and More
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements Compatibility with Devices
 - Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
 - Highlighting and Note-Taking Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

-
- Interactive Elements Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

8. Staying Engaged with Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

9. Balancing eBooks and Physical Books Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

- Benefits of a Digital Library
- Creating a Diverse Reading Collection Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

10. Overcoming Reading Challenges

- Dealing with Digital Eye Strain
- Minimizing Distractions
- Managing Screen Time

11. Cultivating a Reading Routine Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

- Setting Reading Goals Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
- Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements

- Fact-Checking eBook Content of Commercialization Of Smallholder Horticultural Farming In Kenya Poverty Gender And Institutional Arrangements
- Distinguishing Credible Sources

13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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