LINKING SMALLHOLDER FARMERS TO HGSF PROGRAM
Market Access Global Objective

Increase incomes and reduce poverty by promoting efficient, well functioning markets that will create market linkages for millions of smallholder African farmers.
AGRA 13 focus countries
Smallholder Farmers’ Constraints

- Low yields and poor quality of produce
- Poor access to inputs, extension services and markets
- Lack of post-harvest storage & services
- Lack of market coordination
Constraints

• High transaction costs

• Poor road and communication infrastructure

• Unavailability of micro-credit

• Erratic government market regulations and price setting
Constraints addressed via

• Strengthening FBOs in leadership, governance
• Access to inputs and finance through guaranteed innovative financing schemes
• Training on post harvest management and handling and access to small equipment e.g. threshers, cleaners, moisture meters
• Improved storage facilities at local level and store management
## Organizational Models for Smallholders

<table>
<thead>
<tr>
<th>Model</th>
<th>Driver</th>
<th>Motivation</th>
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<tbody>
<tr>
<td>Producer driven</td>
<td>Small-holder groups, associations, cooperatives</td>
<td>Access to new markets, increased bargaining power, access to inputs, technical assistance, secure market position, farmer empowerment.</td>
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<tr>
<td>Buyer driven</td>
<td>Processors, retailers, exporters, traders, wholesalers</td>
<td>Access to land, supplies, increase volumes, supply niche markets.</td>
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<tr>
<td>Intermediary driven</td>
<td>NGOs, development agencies, governments</td>
<td>Local and national economic development, farmer empowerment.</td>
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Opportunities to link to HGSF market

• Unique market close to producers
• Most farmer groups still not aware of HGSF as a potential market except in Ghana.
• Procurement system made easily accessible and transparent
• Information sharing at community level
opportunities

• HGSF could buy from aggregation centers/warehouses owned by Farmer Based Organizations (FOs)
• NRA buy from farmers in the area. HGSF could buy from them
• AGRA Markets program is ready to link HGSF to its network of 1.1m organized smallholder farmers in 13 countries
AGRA

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Thank You