

CALCULATION OF SELECTED INDICATORS

GCAP M&E UNIT

Gross Margin

- Collect data (from Nucleus/ Anchor Farmers) on total production
- Collect data (from MOFA) on average market prices of the various commodities at the time of harvest
- Collect data (from Nucleus/ Anchor Farmers) on total (paid) input costs (eg, Ploughing, Harrowing, Fertilizers, Seeds, other chemicals, harvesting)

Gross Margin

- Gross Margin =
$$\frac{(TP \times MP) - IC}{FS}$$
 - TP: Total Production (MT)
 - MP: Market Price per MT (GHS/MT)
 - FS: Farm Size Cropped (HA)
 - IC: Input Cost
- ** We assume all produce is sold at farm gate. It would be difficult to obtain a “time series” on the sale of produce “to the last grain”*

Value of Incremental Sales

- Collect data on Total Production (TP)
- Collect data on Market Prices (MP)
- Compute $TP \times MP$ per out-grower/ small-holder
 - Disaggregate by crop, Zone, etc
- **Incremental sale is measured over base year for data collection (2014 for GCAP)*

Percentage of Farmers who have applied Improved Technology

- Improved Technology

- Irrigation (Centre Pivot Systems, Mechanized Borehole, Enviroidomes, ...)
- Land Development
- Capacity Building (Agronomic Practices)

- Calculation = $\frac{FT}{TF}$

- FT: Number of farmers (including out-growers) who benefited improved technology
- TF: Total number of farmers supported by the project

- ** Q: Do we have to count those who have benefited from Capacity Building in Admin Management Practices?*

Number of Hectares with Improved Technology/ Management Practices

- Number of hectares on which improved technology/ Management Practices has been applied
 - Irrigation
 - Land Development
 - Agronomic Practices
- *Out of the entire land of the farmer, only the respective portions (eg. Coverage of Centre Pivot, Area of Land developed, ...) is counted

THANK YOU
