







# Improving the Productivity and Incomes of Maize Farmers in SADA (IPIMFS)

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#### SAHEL GRAINS - WHAT WE DO

#### Farm-level mechanized inputs



Post-harvest services



Processing (both primary and secondary processing)



Transportation









## SAHEL GRAINS – USAID PARTNERSHIP: WHAT IT DOES

#### Mechanized and soft inputs



Bulk handling (reduced bag handling)



#### **IPIMFS**

#### Diversified market demand



#### Improved quality

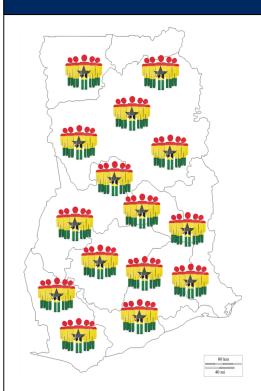






#### SCALABILITY CHALLENGE FOR MAIZE ARISES FROM MISMATCH BETWEEN AGGREGATE DEMAND AND FARMER PRODUCTIVITY

#### Strong aggregate demand...



- ~ 1.2M MT consumed directly
- 9% of national calorie intake



# ...Cant be met with poor productivity



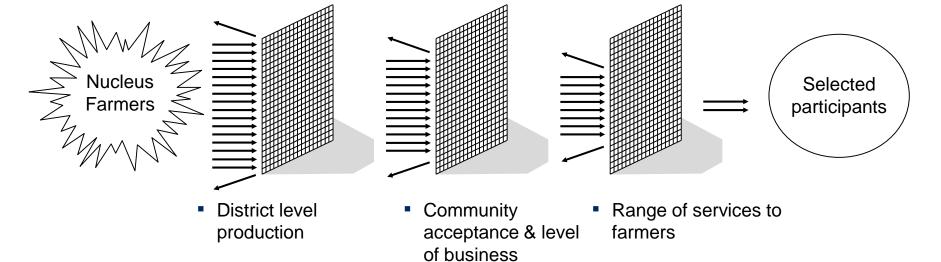
- 2.1M households (~1/3 of all households) engage in some type of maize farming; half of which engage in some form of trading
- Fragmented (grown in all 3 ecological zones)
- Low yields (seeds are 3% of crop budget)
- Low productivity (34% of crop budget consumed by labor)







## STRONG NUCLEUS FARMERS ARE KEY TO SCALABILITY AND SUSTAINABILITY



organization







# SUSTAINABILITY REQUIRES SUSTAINED ENGAGEMENT WITH NUCLEUS FARMERS

Deliver more investments to performing nucleus farmers

Proven ability to better utilize sustained support and grow entity

Nucleus farmers





Selected

nucleus farmers