



THE LIVING INCOME GAP IN THE COCOA SECTOR

Example of the Yeyasso cooperative in Ivory Coast:
analysis, explanations and triggers for action

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Yeyasso producers' basic data

2021-2022 campaign



350 producers included, or 1,847 family members



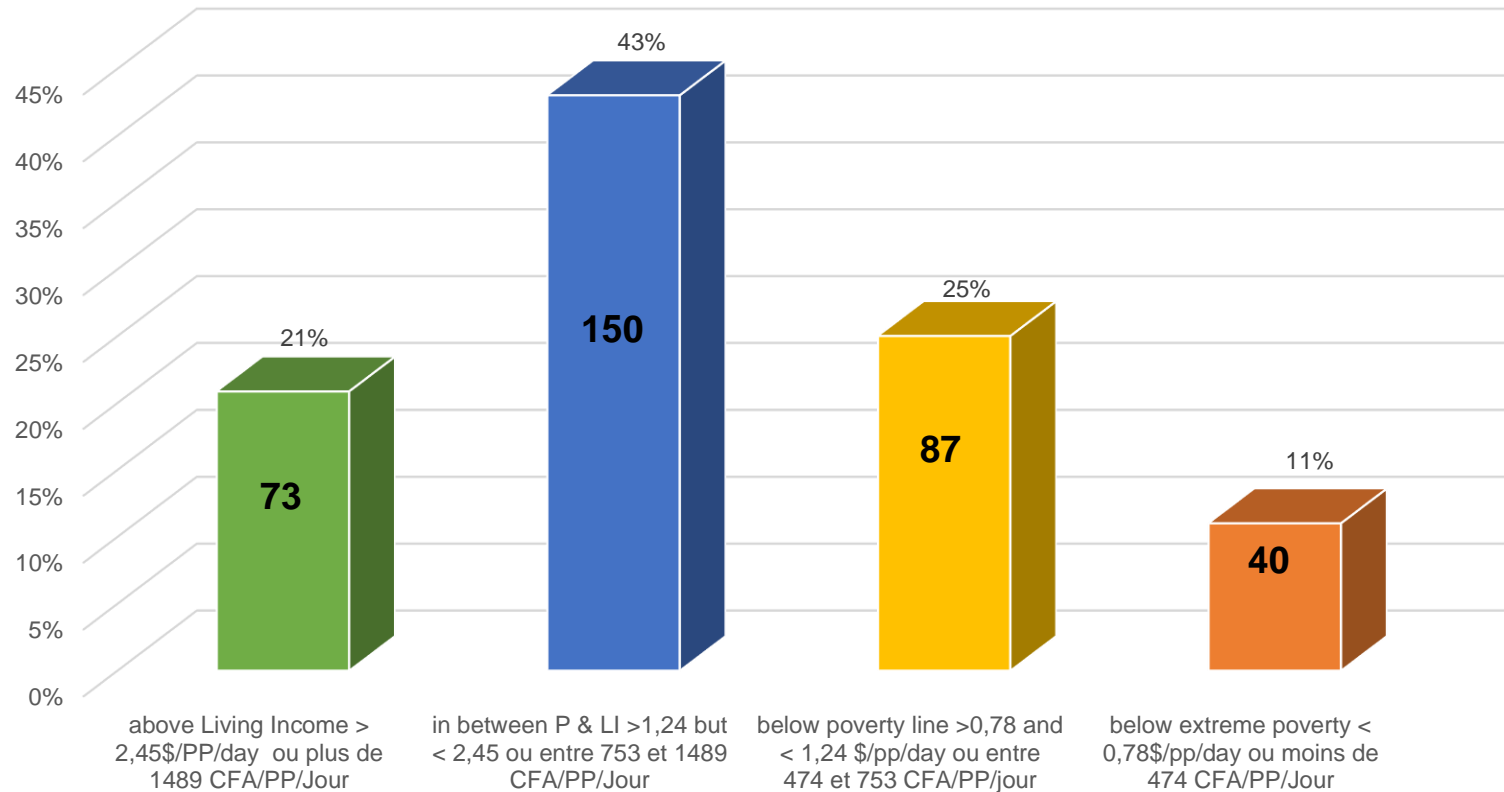
6 sections of the cooperative

Yeyasso's key figures	2021-2022
Members per household (number of people)	5,3
Of which member 18+ (number of people)	2,6
Total area under crop (ha)	3,98
Cocoa area (ha)	1,76
Average cocoa produced/sold (kg)	1.073
Average cocoa productivity (kg/ha)	610
Average field price (CFA/ kg)	825
Field price bonus & differential included (CFA/kg)	935



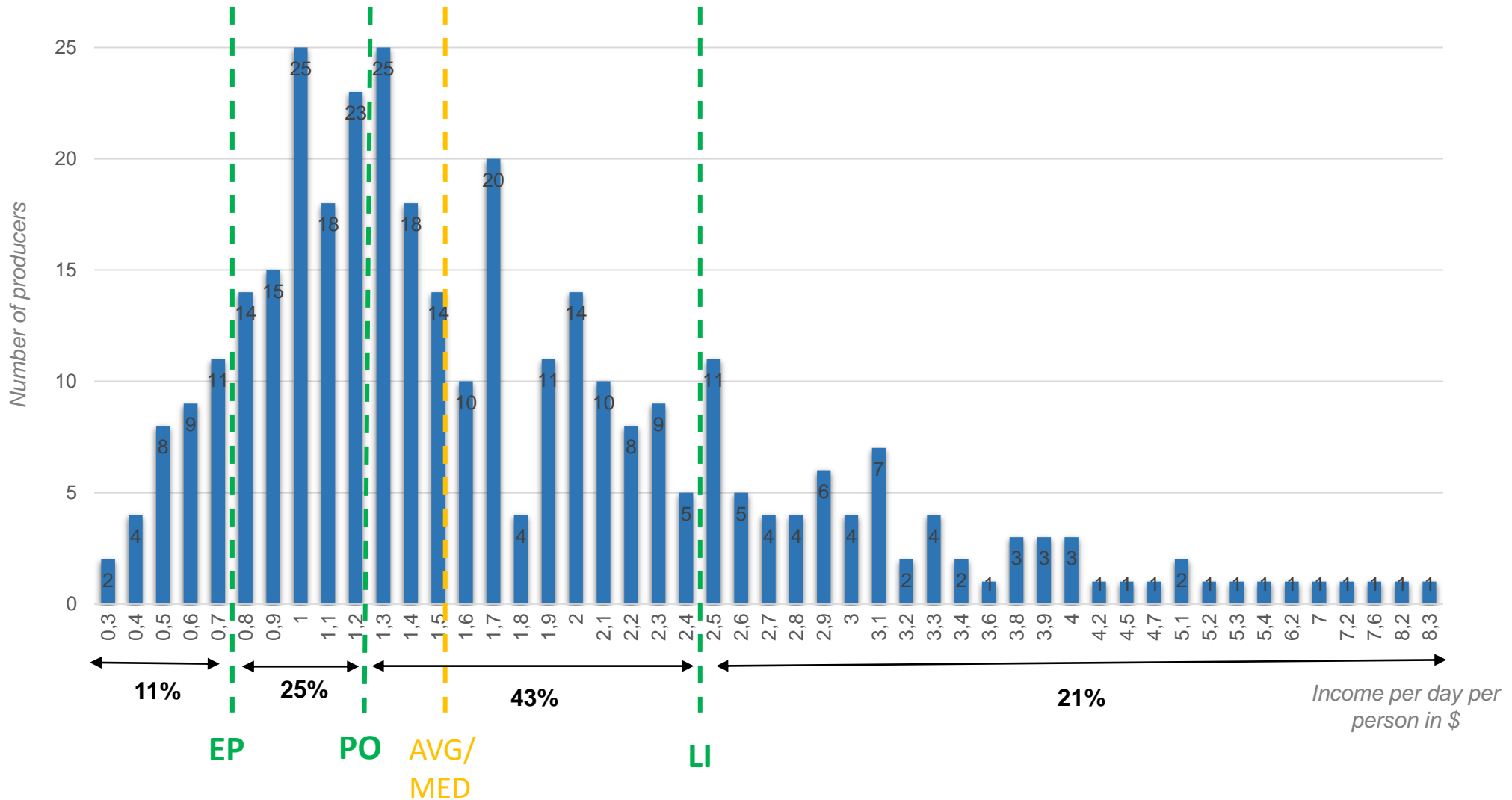
Distribution of income thresholds of Yeyasso producers

Number and % of producers in the different segments

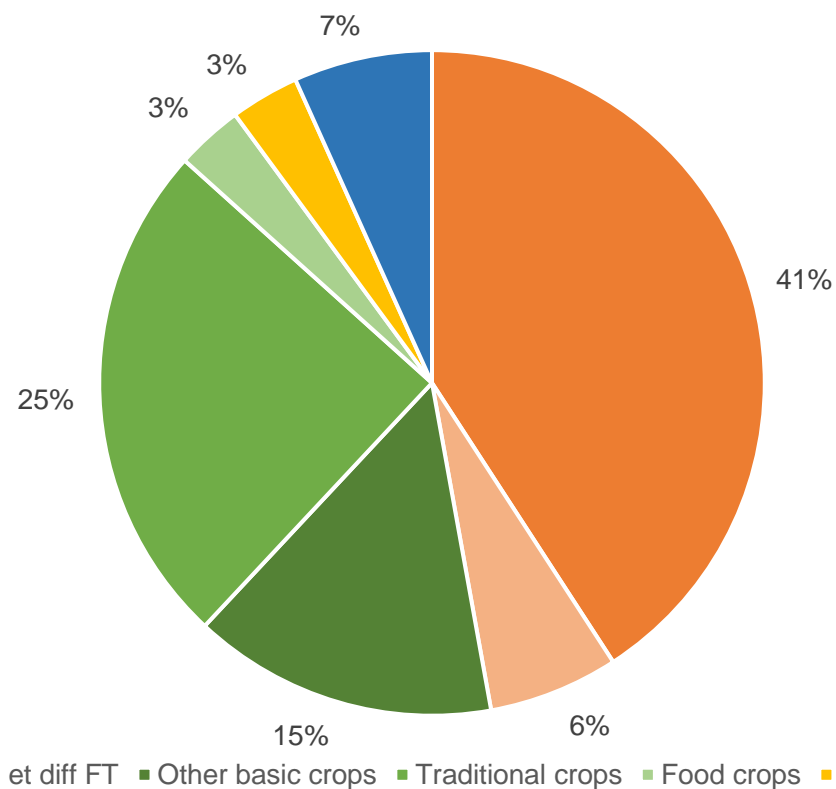


Distribution of income of Yeyasso producers:

79% of the producers earn less than the living income



Income distribution and crop diversification



Thanks to the Galler partnership, the producers received an additional cocoa income of 13.4% through the Fairtrade differential and premium

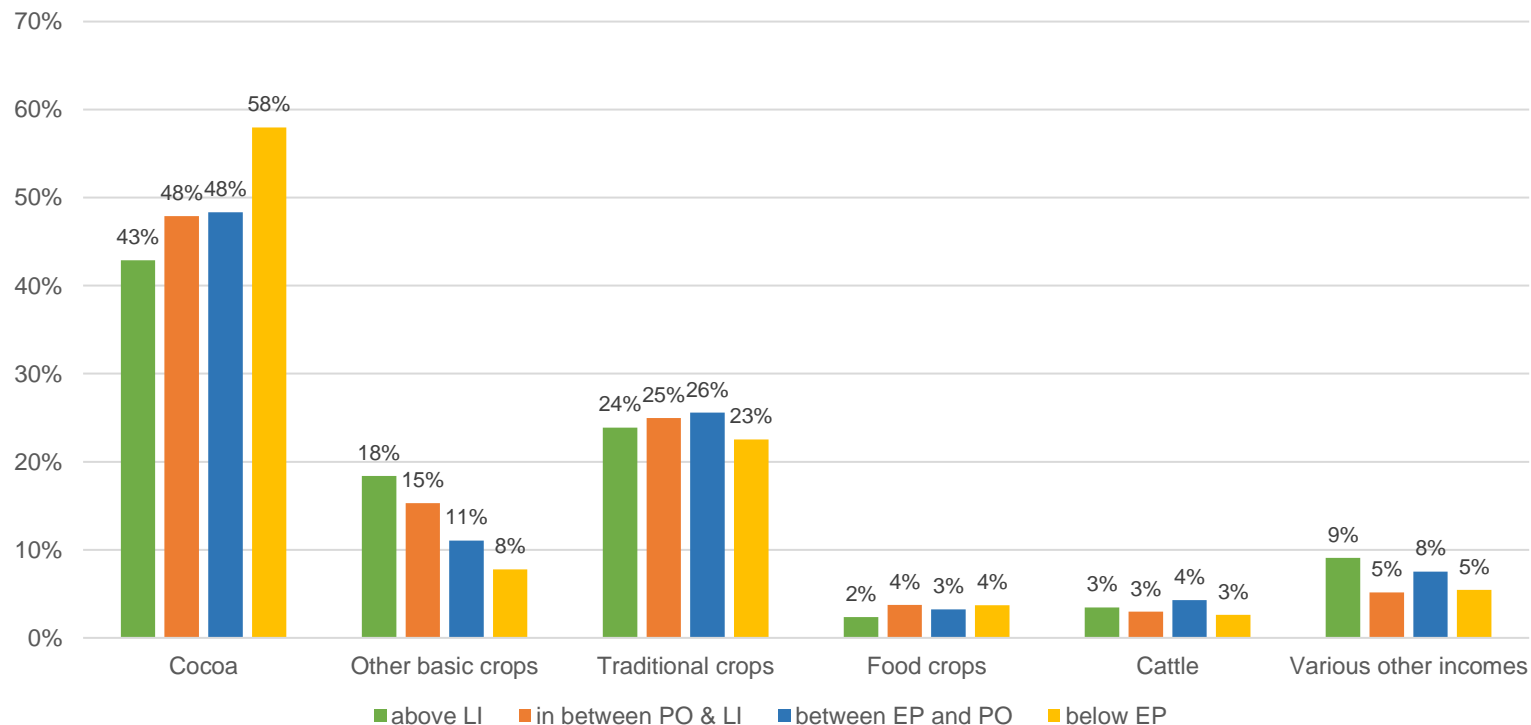


Impact of crop diversification on income

The importance of **cocoa** makes the poorest households **less resilient**

The importance of **other staple crops** such as coffee and rubber decreases **with income**

Crop diversification % of total income



Income thresholds and analysis of parameters

Above living Income 21% (73 P)	avg. 2211 CFA/3,30\$/PP/day	
Members per household	3,3	
Total area under crop (ha)	2,05 Ha cacao	4,69 ha total
Cocoa yield/ha	613	
Total income (average/household) CFA		2.769.892 CFA
Cocoa	a	1.188.074 CFA
Other basic crops Coffee/Rubber	18%	
Non-agricultural income	9%	
Cattle	3%	
Food producers	2%	
Traditional crops (cassava, rice, etc.)	24%	
% Costs on income	4,6%	

Below EP 11% (40 P)	avg. 399 CFA/0,6 \$/PP/day	
Members per household	7,7	
Total area under crop (ha)	1,38 ha cacao	3 ha total
Cocoa yield/ha	579	
Total income (average/household) CFA		1.285.610 CFA
Cocoa	58%	745.136 CFA
Other basic crops Coffee/Rubber	8%	
Non-agricultural income	5%	
Cattle	3%	
Food producers	4%	
Traditional crops (cassava, rice, etc.)	23%	
% Costs on income	12,7%	

FT LI model
8 people
5,3 ha cocoa

800 kg/ha
3.639.538 CFA
100% cocoa

In between PO & LI 43% (150 P)	avg. 1140 CFA/1,70\$/PP/day	
Members per household	5,1	
Total area under crop (ha)	1,89 ha cacao	4,25 ha total
Cocoa yield/ha	619	
Total income (average/household) CFA		2.271.616 CFA
Cocoa	48%	1.088.324 CFA
Other basic crops Coffee/Rubber	15%	
Non-agricultural income	5%	
Cattle	3%	
Food producers	4%	
Traditional crops (cassava, rice, etc.)	25%	
% Costs on income	6,5%	

Between EP and PO 25% (87 P)	avg. 697 CFA/1,04\$/PP/day	
Members per household	6,1	
Total area under crop (ha)	1,46 ha cacao	3,36 ha total
Cocoa yield/ha	601	
Total income (average/household) CFA		1.689.409 CFA
Cocoa	48%	816.542 CFA
Other basic crops Coffee/Rubber	11%	
Non-agricultural income	8%	
Cattle	4%	
Food producers	3%	
Traditional crops (cassava, rice, etc.)	26%	
% Costs on income	7,6%	



Parameters that Yeyasso and its partners can act on

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Analysis and recommendations



The analysis per section allows Yeyasso to **identify 'sensitive' areas** that need more attention.



Income diversification projects can be implemented in sensitive areas and for producers in **extreme poverty**, by the cooperative itself or within the framework of specific partnerships and programmes with customers or chocolate makers.



Detailed analysis of producers' income, diversification and costs allow responsible 'field coaches'* to **coach producers specifically and carry out targeted solutions**.

* Field coaches are producers who are trained and in turn train others (train the trainer-principle). It is the field coaches that are responsible for giving feedback and coaching to the producers.

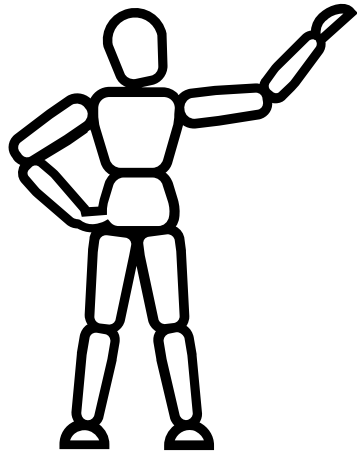


The work of collecting and analysing the data offers Yeyasso producers a **longer-term vision** of the management of their income.



Conclusion

Yeyasso has defined a number of triggers for action



But a living income will only be achievable when the farm gate price can keep up with the changing cost of living

