

AGFINANCE IN GHANA BENEFITS SMALL-SCALE FARMERS

Research in Ghana highlights farmer outcomes and recommendations.

Project Overview

Since 2009, Opportunity Agricultural Finance (AgFinance) and its partner Opportunity International Savings and Loans (OISL), have offered financial and agricultural support services to farmers in Ghana, reaching over 14,000 small-scale farmers in 2020. In 2021, Opportunity carried out a random sample survey along with client success stories and staff interviews, to measure and evaluate the program's results at the client level.

Key Research Findings:

- **Positive results:** Opportunity AgFinance helps clients increase yields, which in turn increases farm income, household well-being, and diet.
- **Recommendations:** Expand AgFinance in Ghana with more intense training, including training on inclusive farming, and support for accessing inputs and markets. Implement process improvements and guarantees to enhance client retention and graduation to larger loans.
- **Other public outputs:** 12 client success stories. <https://app.box.com/s/fnqqrddfikbim04wnqr804rt8plzugik>

RESEARCH CONTEXT AND PROJECT

With its partner Opportunity International Savings and Loans (OISL), Opportunity Agricultural Finance (AgFinance) has been offering agricultural finance in Ghana for a dozen years. The package farmers receive has evolved, but now consists of loans, savings, and mobile financial services, as well as training and advice in financial management and farming, and support in accessing inputs and markets. In 2020, OISL reached over 14,000 AgFinance clients. In 2021, Opportunity carried out a random sample survey along with client success stories and staff interviews, to measure and evaluate the program's results at the client level.

CONTRIBUTION TO GLOBAL LEARNING

This research study combines good practice in quantitative client outcomes tracking and engaging story capture. Both elements of the study tested innovative methods to identify simple proxy indicators for yields, income, and household well-being, which are complex to capture.



Client Success Story: Janet Afanyi, Pineapple Farmer

Janet is a pineapple farmer raising three children on her own with income from her very small farm, which she launched with her mother's help. Following her divorce in 2006, she moved back to her home village and attempted to earn a living as a seamstress, but it was not viable. Her mother advised her to get into pineapple farming because people in the area were earning good money doing so. Her mother allocated her some family land, and she was able to start with just 4 rows of pineapple. She scratched out a living but was only able to grow her farm starting in 2019 when she began borrowing from OISL. Janet is now farming 1.5 acres of pineapple. She started with a loan of just GHS 1,500 and in 2021 borrowed 4,000. Her earnings have more than doubled from 2,000 to 5,000. "The last three years have been my success story due to OISL." With the additional income and money, she saves, Janet is now able to take better care of her children. She can now pay school fees to send them to secondary school: "Seeing my children and the drive to give them a better future is my motivation to keep working harder to reach higher heights in farming." Her confidence has also grown, and she feels she is becoming a role model for others: "Because of OISL I also speak up during public discussions, and that makes me feel important. I want to work extra hard so someone out there who might be having it tough can use me as a motivation to not give up on life."

KEY FINDINGS

