

INCOME ACCELERATOR PROGRAM

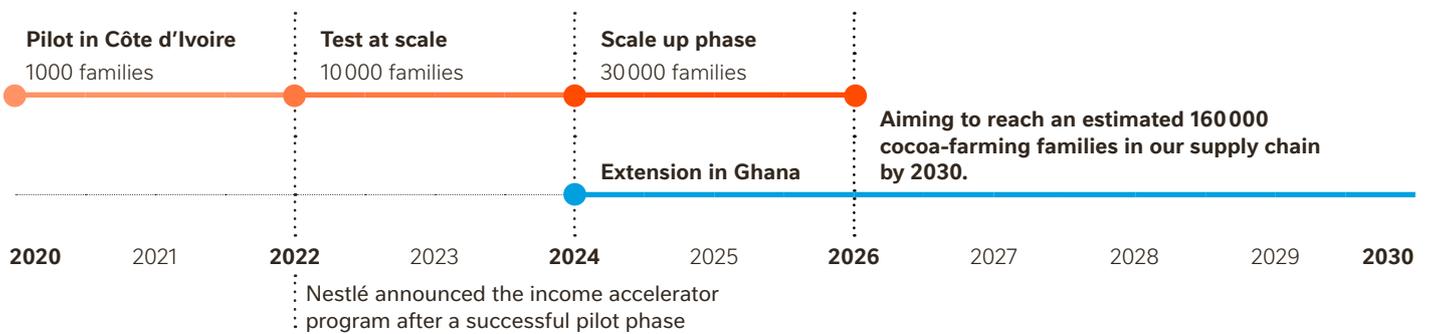
Progress Report Summary
Test-at-scale | April 2024

KEY PRINCIPLES

The income accelerator program is an innovative family-centered program. It aims to close the gap to a living income and reduce child labor risks by encouraging changes in behavior and rewarding positive practices – both within the home and on the farm.

This “Progress Report Summary” is a snapshot of the independent report written by KIT Institute on the program’s impact on more than 10000 cocoa-farming families.

Program key dates



Incentivizing positive practices

The program incentivizes and enables cocoa-farming families to engage in practices in **four areas**:

- School enrollment
- Good agricultural practices
- Agroforestry activities
- Diversified incomes

Mobile money cash transfers are distributed equally between the two household heads to encourage gender equality, share financial responsibilities, and build a more resilient household.

Building cocoa-farming families' net income

Income based on cocoa revenue, minus the cost of production.

Additional cash payments for certified Rainforest Alliance cocoa.



Other sources of income outside cocoa production, such as raising livestock, growing fruit trees and beekeeping.

Up to €500 per year for the first two years to encourage adoption and accelerate growth; €250 per year thereafter.

Total of all income sources.

PERFORMANCE AND IMPACT SUMMARY

Extracted from
the KIT Institute
Test-at-Scale
Progress
Report

"The Accelerator has significantly enhanced cocoa productivity, increased investments, and net income, mitigated diseases and pests on cocoa farms, promoted financial access, and positively influenced women empowerment and child schooling rates. Given these favorable outcomes, there is a compelling case to continue the program."

Areas supported and incentivized

SCHOOL ENROLLMENT 	GOOD AGRICULTURAL PRACTICES 	AGROFORESTRY ACTIVITIES 	DIVERSIFIED INCOMES 
Incentivizing school enrollment	Training and equipping pruning groups	Providing forest and fruit tree saplings	Establishing VSLAs in all communities

To earn up to €500 annually for the first two years and €250 per year thereafter

€100	€100	€100	€100
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+ €100 Bonus for completing all activities

Jan 2022 - June 2023			
Activities			
99% of the households promised to send their children to school	10 186 ha pruned (2022) 19 635 ha (re-)pruned (2023)	208 845 forest and fruit seedlings planted	494 Village Savings and Loan Associations (VLSA) installed

September 2023			
Output			
89% of children enrolled in school (vs. 86% in comparison group)	75% adoption of high quality pruning (vs. 48% in comparison group)	82% sufficient shade tree management (vs 47% in comparison group)	79% of women registered in a VSLA (vs. 47% in comparison group)

82% of families received at least one cash transfer, with an average amount of €192* per household

After 18 months			
Impact			
+10%pt in school enrollment (vs. +5%pt in comparison group)	+32% in cocoa production (kg/ ha) (vs. +15% in comparison group)	+10%pt of households reaching 1mt/ha (vs. 0%pt in comparison group)	+36%pt of women classified as empowered (vs. +22%pt in comparison group)

Leading to

+38% total household net income (vs. 29% in comparison group)	+10%pt of households earning a Living Income (vs. +3%pt in comparison group)
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* In March 2024, 9 months after the KIT Institute assessment was performed, our records show an average amount of €402 per household.

Exchange rate used by KIT Institute € 1 = 655.957 FCFA; US\$ 1 = 601.341 FCFA. Taken from <https://www.xe.com/currencycharts/?from=EUR&to=XOF>, based on 1 July, 2023.

KEY LEARNINGS

The Test-at-scale KIT Progress Report indicates that the income accelerator program has improved productivity, profits and promoted financial access. It has empowered women and influenced schooling rates. Nonetheless, we have areas for improvement such as:

- **Communication** - A more refined communication strategy is needed to convey program objectives and explain, for example, why women are recipients of the schooling incentive.
- **Guidelines** - Ensuring strict adherence of suppliers to the implementation guidelines is crucial for program effectiveness, especially in areas such as GALS (Gender Action Learning System) and the household vision journey.
- **Cash Transfers** - Achieving predictability and stability in mobile money cash transfer disbursement is crucial for maximizing the impact of the incentive, allowing participants to make timely investments.
- **Agroforestry** - Efforts are needed to enhance awareness of the principles and benefits of agroforestry, particularly in reinforcing the importance of maintaining shade trees.
- **Labor** - The intensification and diversification in agricultural activities may increase the demand for labor. Establishing sustainable labor groups will become crucial in ensuring the long-term adoption of GAPs (Good Agricultural Practices) and higher incomes.

Extracted from the [KIT Institute Test-at-Scale Progress Report](#)

Darrell High
Head,
Nestlé Cocoa
Plan, Nestlé

“The program is transforming the way cocoa is farmed by professionalizing labor and ensuring trees are pruned. It is great to see that these professionally pruned farms deliver higher yields which translates to higher income for cocoa-farming families. We are confident in our ability to do this for the 30 000 farmers now on the program.”

TOGETHER, WE MAKE A DIFFERENCE

A project the size and scale – and ambition – of the income accelerator program is not made possible by one company alone.

We are grateful for the ongoing support of the [The International Cocoa Initiative \(ICI\)](#), [IDH - the Sustainable Trade Initiative](#), [Rainforest Alliance](#) and [KIT Institute](#), and our suppliers, [Cargill](#), [ECOM](#), [ETG-Beyond Beans Foundation](#), [OFI](#), [Barry Callebaut](#) and [Cocoa Team/So-B-Green](#).

We sincerely acknowledge the trust and hard work of the cocoa farming households and all those on the ground in Côte d'Ivoire who make this program happen. Together, we continue to deliver impact engaging more than 30 000 cocoa-farming families in the hope to make a difference and inspire the cocoa industry.



LEARN MORE

[Access to the Test-at-Scale KIT Institute Progress Report.](#)

