

16 KEY FACTORS FOR SUCCESSFUL LIVING INCOME PROGRAMMES



Invest in your value chain

1. **Producer Organizations front-and-centre** as a primary agent for living income impact for cocoa communities.
2. **Skilled and available farm labour** for farmers to implement good agricultural practices without resulting in unintended consequences like increased child labour. Training and professionalizing labour, such as through pruning brigades, can increase farmers' yields and incomes.
3. **Detailed data on farming households** to understand their specific barriers to achieving a living income and support programs accordingly. Ensure farmers have access to and understanding of their farm-level data to enable better farm management.
4. **High-quality field staff** to ensure tailored services reach farmers and motivate practice adoption.
5. **Diversified income sources** for cocoa farmers. Entrepreneurship training, market-led activities, and supporting small businesses both on and off farms can help enhance household incomes.
6. **Support for farmers** to adopt agroforestry practices to mitigate and adapt to climate change.
7. **Monitoring and evaluating** the impact of living income initiatives for scaling up successful practices and securing future funding. Coops as an organization type are not effective in some places, so the PO or Farmer Organization language is more inclusive.

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Adapt business practices

8. **Strengthened procurement practices**, including price premiums, contract predictability, transparency, value distribution, and risk-sharing. Sustainability and procurement linked to create long-term value for the company, cooperatives, and farmers.
9. **Financing and support for cooperatives**, enabling them to become professional, independent entities.
10. **Sustainability of solutions** – develop long-term and sustainably funded programs, not projects.

Collaborate at sector level

11. **Trust and commitment** from all stakeholders.
12. **Producing country policies** that support sector-wide data systems, financing, and an enabling environment (infrastructure, education, health).
13. **Importing country policies** that level the playing field between companies and incentivize long-term relationships between companies and producer organizations.
14. **Standardized impact data** to streamline collection and analysis across the value chain. This reduces burden for farmers and cooperatives and enables collaborative programming and sector-wide precompetitive data sharing.
15. **Project alignment** with national development plans when possible.
16. **Partnerships and platforms** for sharing knowledge and exchanging experiences.