

Presentation of Gile's farmers typology and profiles



Objectives of the survey

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- Better understand the reality of each farmer and the dynamics of each locality from the intervention area, in terms of:
 - Land repartition in the family;
 - Agricultural revenues;
 - Work calendar
- Propose relevant technical support and activities for each profile of productor.



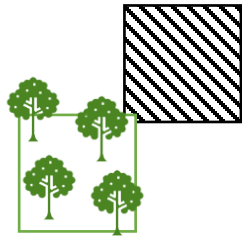
Sampling results

Locality	Part of ACAMOZ	Not part of ACAMOZ	TOTAL
Namurrua	15	45	60
Etaga	14	26	40
Naburi	11	19	30
Tomeia	11	19	30
Moneia	15	24	39
Mulela	16	21	37
Mamala	17	22	39
Malema	25	15	40
TOTAL	124	176	315

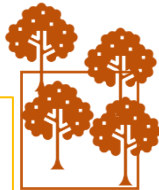
Farmers typology

First segmentation factor
Access to fallow land

Little land owned



A lot of land owned



Second segmentation factor
Main source of revenue

1. Subsistence farmer with little land



Staple crops



2. Diversified subsistence farmer



Sesame



3. Market opportunist farmer



Cashew nut



4. Cashew heir



5. Cashew entrepreneur



6. Cashew replicator



Third segmentation factor
Cashew agricultural practices

Farmers profiles



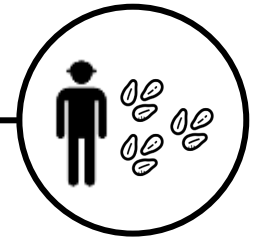
1. Subsistence farmer with little land



2. Diversified subsistence farmer



3. Market opportunist farmer



4. Cashew heir



5. Cashew entrepreneur



6. Cashew replicator

1. Subsistence farmer with little land



A farmer that has little land or manpower, and only cultivates staple crops for subsistence.

Sometimes he works in other farmers' fields to pay his expenses of the end of the year.

Sale repartition

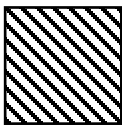


0kg cashew	0kg sesame	300 to 2000 MZN of staple crops
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Land repartition



1 plot of +/- 1,5ha with staple crops

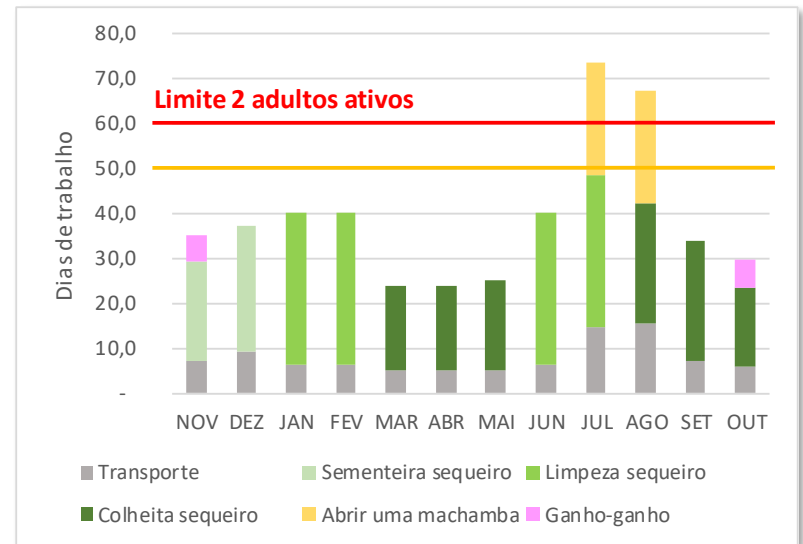


1 plot of +/- 1ha that has been a fallow for less than 5 years

40min



Field operations agenda



2. Diversified subsistence farmer



A farmer who owns several pieces of land and manages to sell some productions.

He has some cashew trees that allows him to receive an extra revenue.

Sale repartition

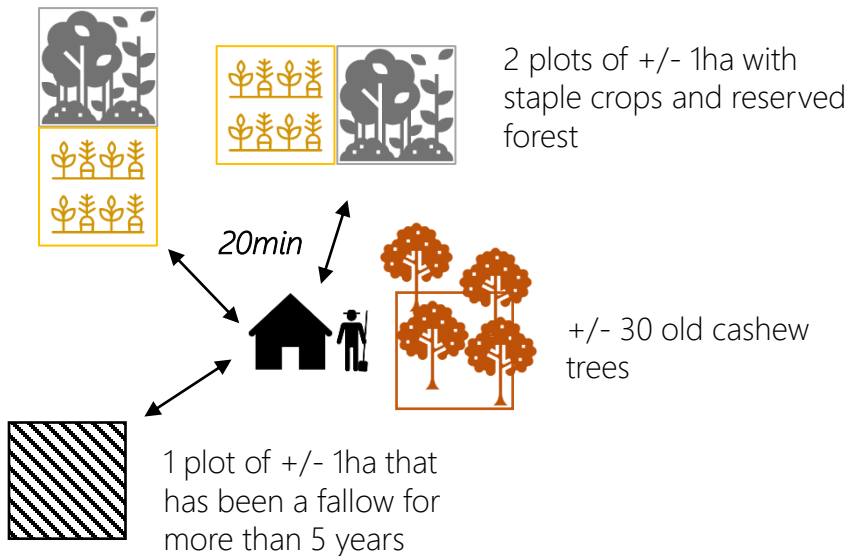


0 to 60kg cashew
= 0 to 3500 MZN

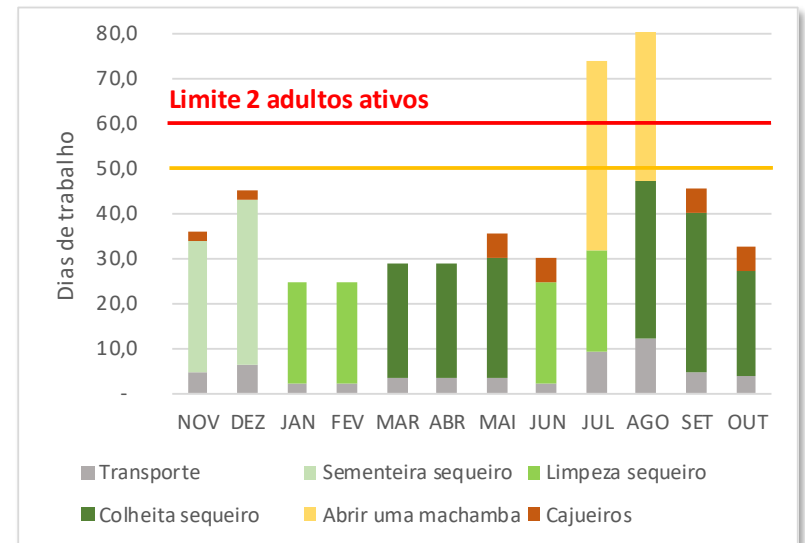
0kg sesame

2000 to 5400 MZN
of staple crops

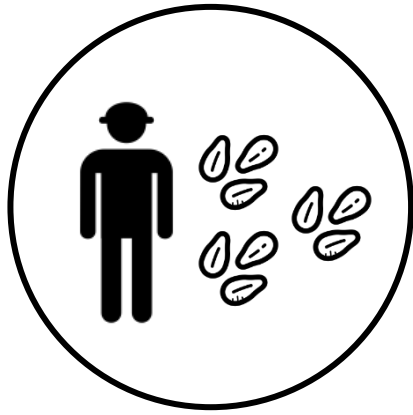
Land repartition



Field operations agenda



3. Market opportunist farmer



This farmer takes advantage of the current profitable agricultural commodity which is sesame.

However he needs to walk a higher distance to arrive to his sesame plots.

This type of farmer is mainly found in Etaga.

Sale repartition



0 to 22kg cashew
= 0 to 900 MZN

60 to 250kg sesame
= 4000 to 15000 MZN

0 to 3600 MZN of
subsistence crops

Land repartition

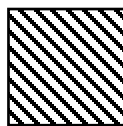


1 plot of +/- 1 ha
with sesame

60min



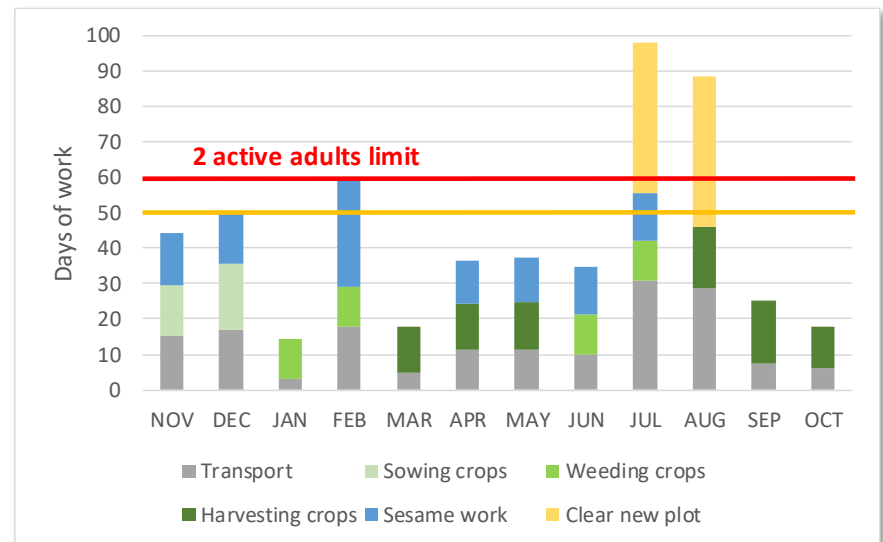
20min



1 plot of +/- 1ha with
subsistence crops

1 plot of +/- 1ha that
has been a fallow for
less than 5 years

Field operations agenda



4. Cashew heir



A farmer that received the major part of his cashews trees as inheritance from his family.

He isn't motivated to plant new cashew trees. He is satisfied with his situation.

Sale repartition



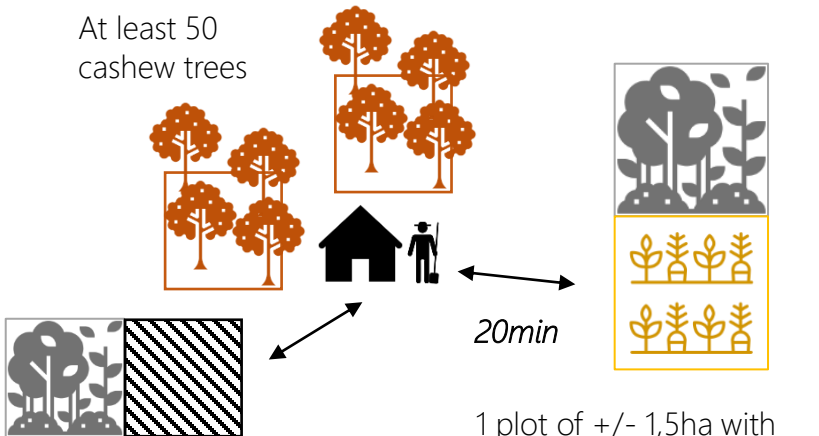
100 to 235kg cashew
= 4300 to 9500 MZN

0kg sesame

0 to 2500 MZN of subsistence crops

Land repartition

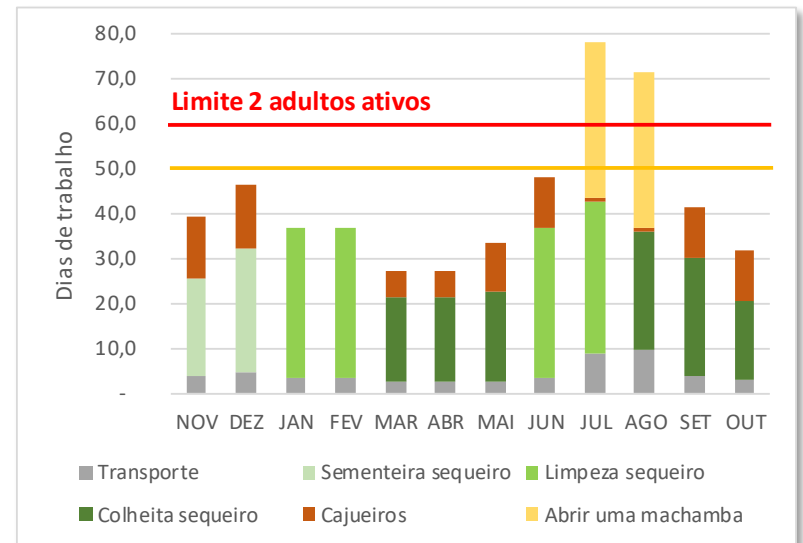
At least 50 cashew trees



1 plot of +/- 1ha that has been a fallow for more than 5 years, and reserved forest

1 plot of +/- 1,5ha with staple crops and reserved forest

Field operations agenda



5. Cashew entrepreneur



This farmer owns a lot of cashew trees that he began planting himself 15 years ago. These trees are very productive now.

He benefits from a lot of revenues from cashew that he uses to invest in his orchards or develop new businesses (sesame, shop, intermediary...)

Sale repartition

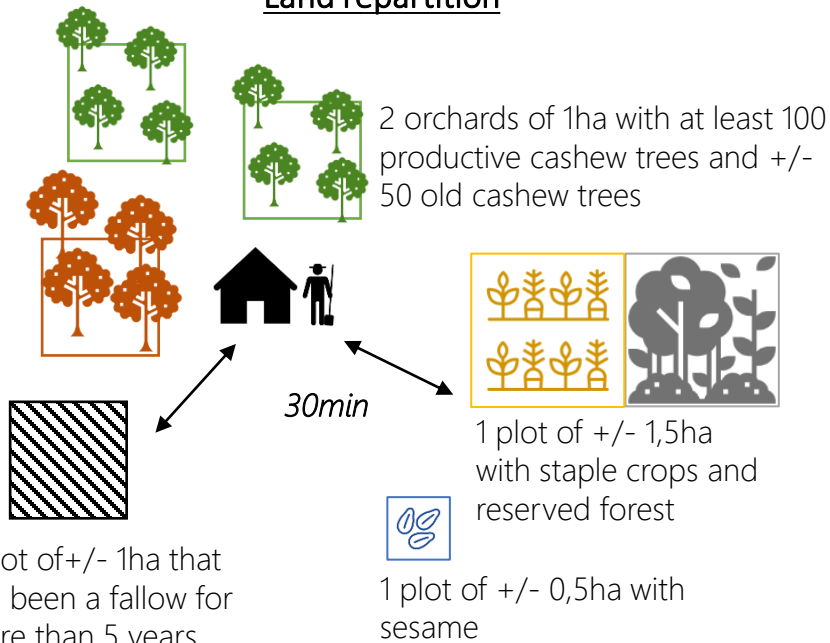


60 to 380kg cashew
= 2300 to 15000 MZ

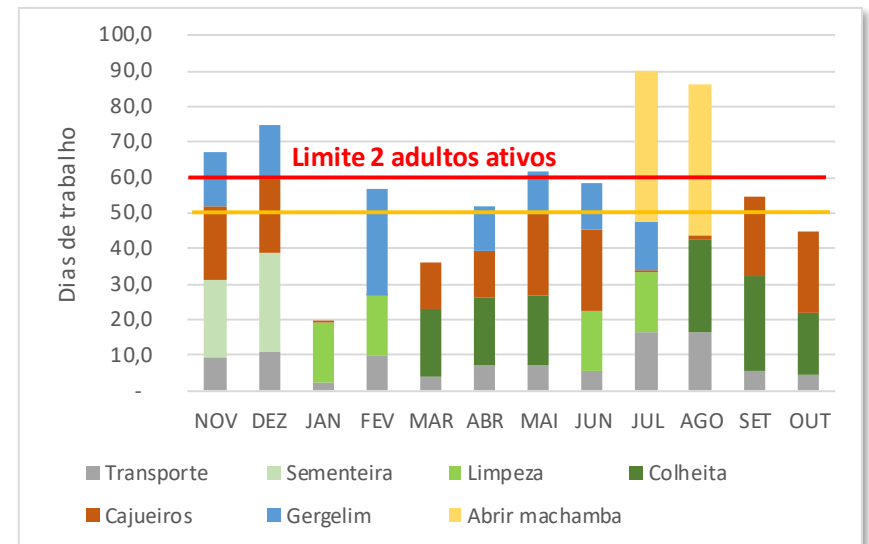
50 to 100kg sesame
= 3000 to 6000 MZN

0 to 4450 MZN of
subsistence crops

Land repartition



Field operations agenda



6. Cashew replicator



This farmer owns cashew trees and wants to replicate the success of the “Cashew entrepreneur”. He expands its plantations by planting new cashew trees. The major part of his cashew trees are still young and didn't reach their full productivity potential.

Sale repartition



60 to 200kg cashew
= 2500 to 8000 MZN

0kg sesame

0 to 3500 MZN of
subsistence crops

Land repartition

1 plot of +/- 1ha that has been a fallow for more than 5 years



+/- 30 old cashew trees



20min

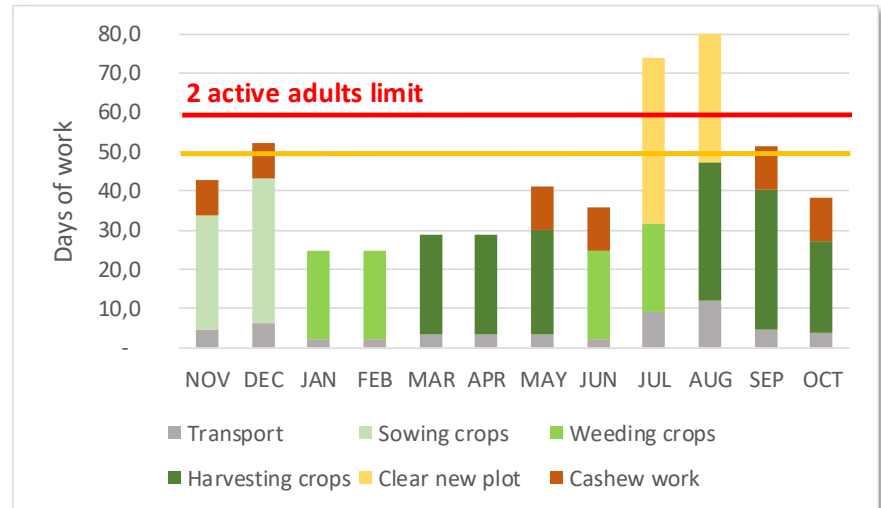


2 plots of +/- 1ha with crops +/- 70 new cashew trees

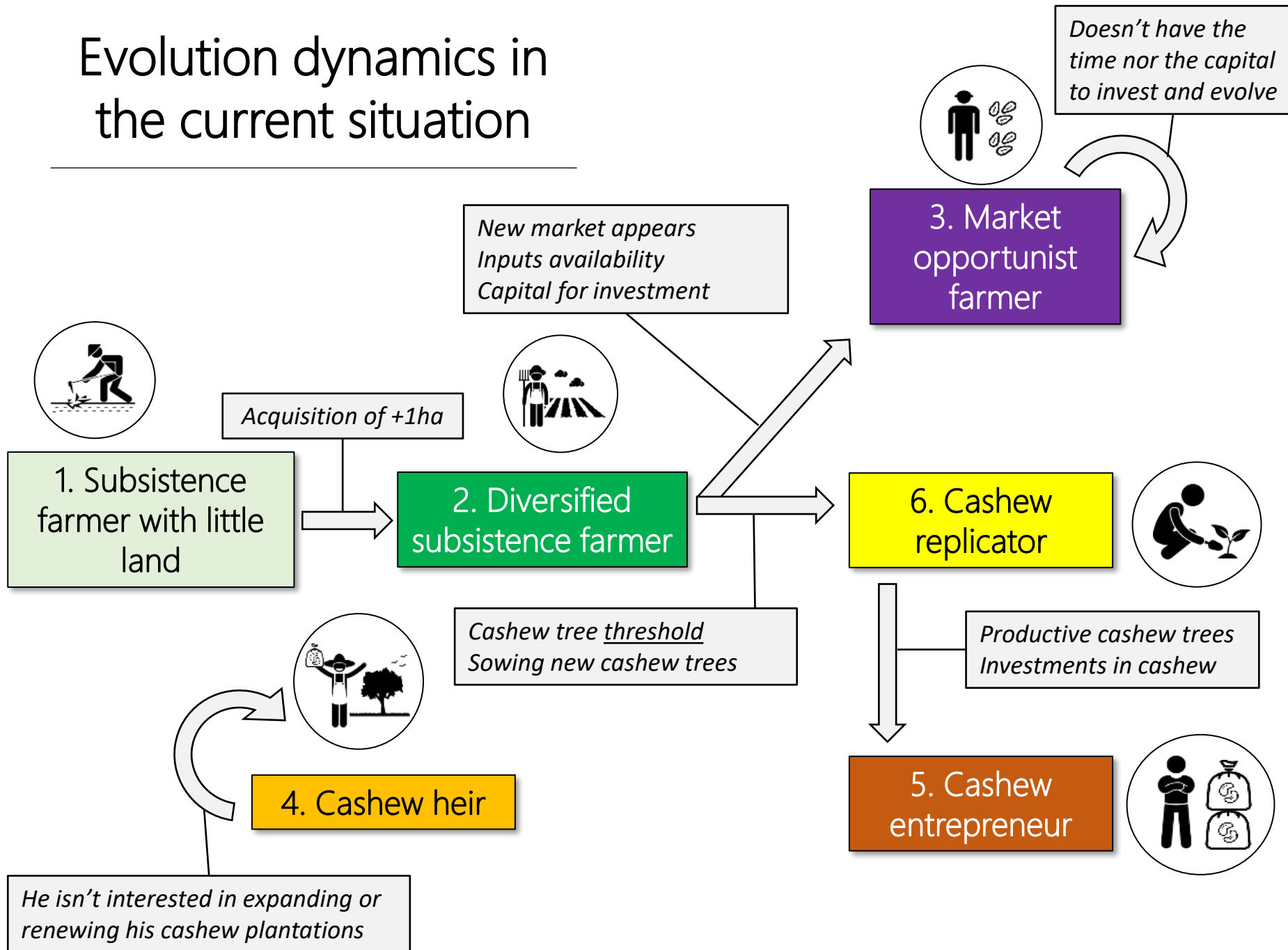
1 plot of +/- 1ha with subsistence crops



Field operations agenda



Evolution dynamics in the current situation



Farmers profiles risk assessment

Types of farmers	Current risk of deforestation	Current risk of poverty
1. Subsistence farmer with little land	High	High
2. Diversified subsistence farmer	Medium	Medium
3. Market opportunist farmer	High	Medium
4. Cashew heir	Low	Medium
5. Cashew entrepreneur	Medium	Low
6. Cashew replicator	High	High