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Actual income measurement

How do you measure household income when working towards a living income?

How do you approach calculating the living income gap?

What to do if data is missing or absent?

FAQ v.2.0 April 2025

To suggest corrections or ideas for improving the FAQ:
please contact livingincome@isealalliance.org

This Actual income measurement FAQ is part of a 3-part series.

[Click here to access the Benchmarking FAQ](#)

[Click here to access the Calculation, analysis and reporting FAQ](#)

Purpose of this FAQ

This FAQ is designed to help LI CoP members understand how to approach measuring smallholder household incomes and the living income gap.

- Measurement of smallholder incomes and the living income gap is key to understanding and taking action to improve livelihoods. However, smallholder incomes can be multifaceted and complex, and for many reasons, it is unlikely that any two measurement approaches will be the same.
- When working towards living income however, aligning around measurement is important wherever possible. Alignment can support collective understanding, warrant comparability across actors and contexts, and ensure credible claims and well-informed decisions around income improvement.
- Recognizing that it is difficult for a single actor to shift incomes in dynamic smallholder environments; alignment around measurement can open opportunities for partnerships and collaboration to scale up interventions.
- This FAQ aims to support users identify an approach to measuring incomes and the income gap, orienting to relevant income measurement concepts and principles and providing direction to appropriate guidance.

2025 update to the FAQ

- Since the initial publication of this FAQ guide in 2021, the living income movement and methodology has evolved and more guidance resources have been developed. The 2025 update sought to ensure this FAQ document incorporates the most current methodologies and recommendations for living income measurement and answers common questions that have been posed to the TAC.
- This FAQ update incorporated guidance and agreed upon input from members of the LICOP Technical Advisory Committee.
- This FAQ update included learnings from a review the following recent methodological publications:
 - [DIASCA Farmer Income & Cost of Production Indicator and Methods Guidance](#)
 - [Aligned Inclusive Living Income Narrative and Indicators](#)
 - [Cocoa household income study approach](#)
 - [Aligning Living Income Methodologies in the Cocoa Sector](#)
 - [Towards a living income for cocoa producers in Indonesia](#)

Acknowledgements

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DEAR IMPACT

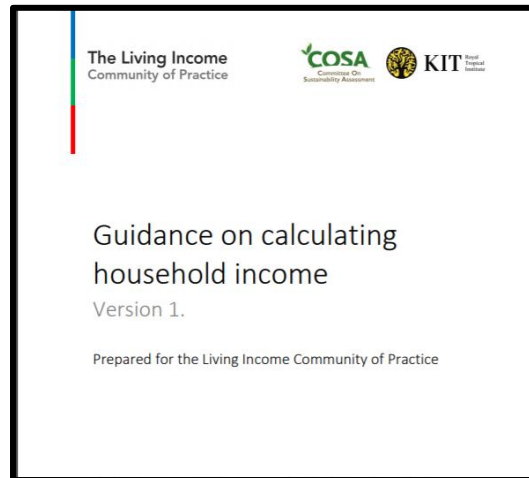


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Guidance resources underpinning this FAQ

For full details on everything covered in this FAQ see the following guidance documents:

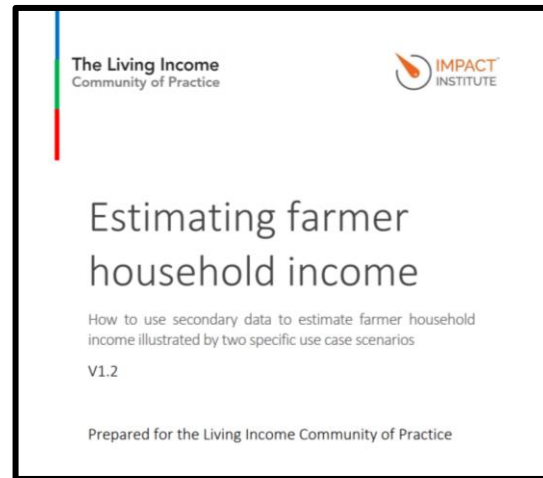
1. Income measurement



Key principles, elements and considerations for measuring actual incomes of farming households.

(incl. sample context and field collection surveys)

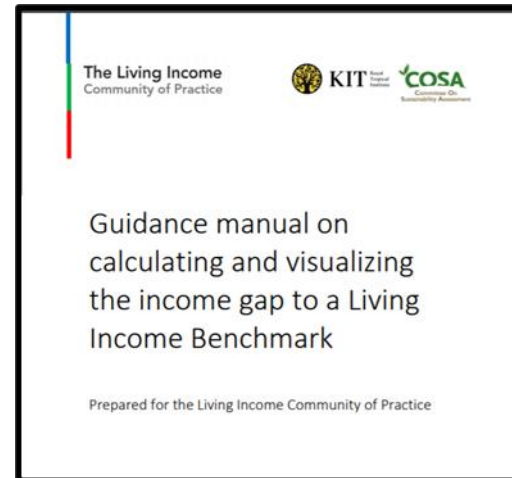
2. Income estimation



How to use secondary data to estimate incomes for use cases when field data is absent.

(incl. framework for data sourcing and calc. models)

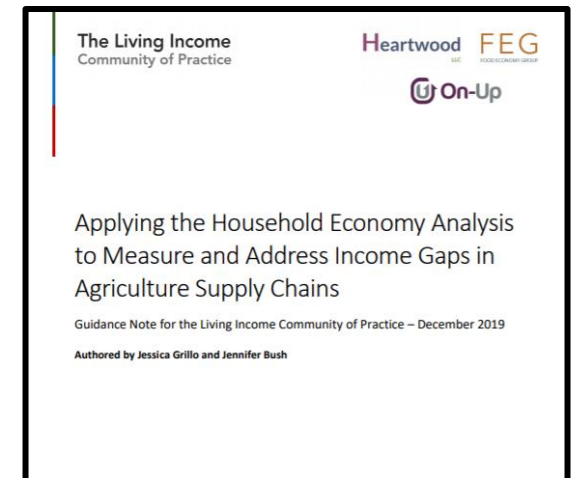
3. Gap calculation



How to adjust data and calculate, report and visualise the living income gap.

(incl. calculation and visualisation models)

4. HEA framework



A useful framework for gap measurement and potential bank of existing data sources.

(incl. example data collection tables)

*Developed with invaluable support from the Technical Advisory Committee.

Structure of the FAQ

[Part 1: Income measurement basics](#)

- What is actual income in the context of living income?

[Part 2: Approaching income measurement](#)

- How do I define my income measurement approach?

[Part 3: Collecting and sourcing income data](#)

- How should I collect or source actual income data?

SECTION 1:

Income measurement basics

-
What is actual income and its constituent elements in the context of living income?

SECTION 1: Income measurement basics

Questions covered:

- [What is actual income?](#)
- [How does actual income fit into the living income story?](#)
- [Why is actual income a household concept?](#)
- [What income sources should be measured?](#)
 - [What is 'net farm income'?](#)
 - [What is 'net off farm income'?](#)
 - [What is 'other income'?](#)
- [Do I need a living income benchmark?](#)
- [Where can I find existing benchmarks?](#)
- [What guidance is there on measuring incomes and the income gap?](#)

What is 'actual income'?

In the context of living income **actual income is:**

“The net income earned by all members of a household in a particular place.”

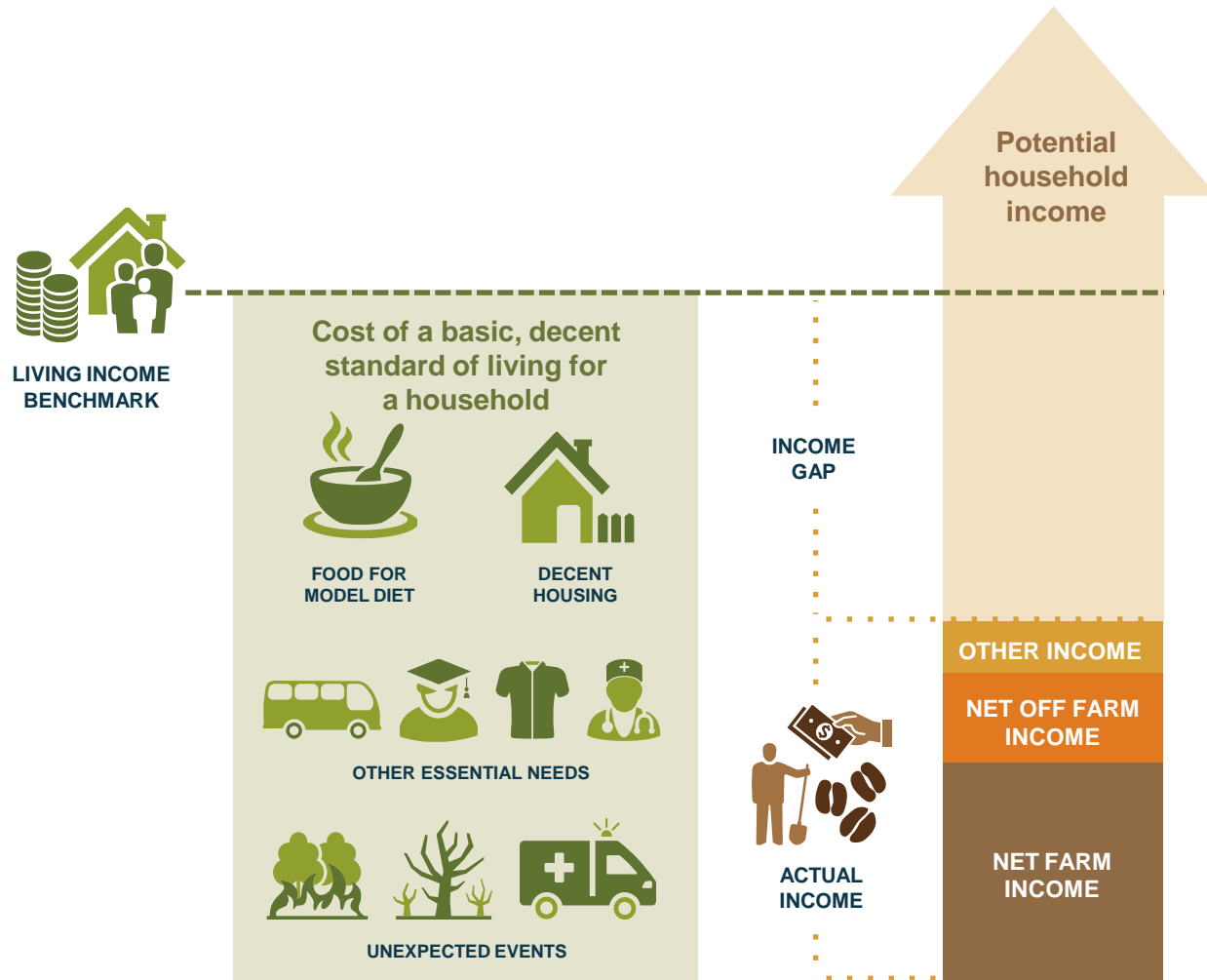
- It is usually **described annually** (a 12-month period).
- An important distinction is that it is **described in the context of a household**, and **not a nuclear family***.
- The term household is defined as a **shared economic pot** that represents those **living together under one roof and sharing resources**.



[Click here](#) for an explanation of why actual income is a household concept.

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How does actual income fit into the living income story?



- The living income story can be seen as **an equation with income and costs accounted for on each side.**
- On one side, there is the **living income benchmark** which accounts for living costs – specifically ‘an estimate of the cost of a **decent standard of living** for a household’.
- On the other, there is **actual income**, which encompasses **all income sources and income related costs** of a household.
- The difference between a living income benchmark and actual household income is **the income gap.**

Why is actual income a household concept?

A household is referred to instead of a nuclear family because:

- In many smallholder contexts it is **normal for non-family members to live under the same roof**, pool income and share resources.
- The concept is more comprehensive; **better reflecting the economics of shared incomes**, and **intra-household dynamics**.

How household size and composition* is determined will affect:

- Your [approach in income measurement](#),
- Your [approach to calculating the income gap](#). The household size and composition measured **ultimately needs to match** that of the living income benchmark you are comparing with. **Adjustments may be required after collecting income data to [ensure comparability](#).**



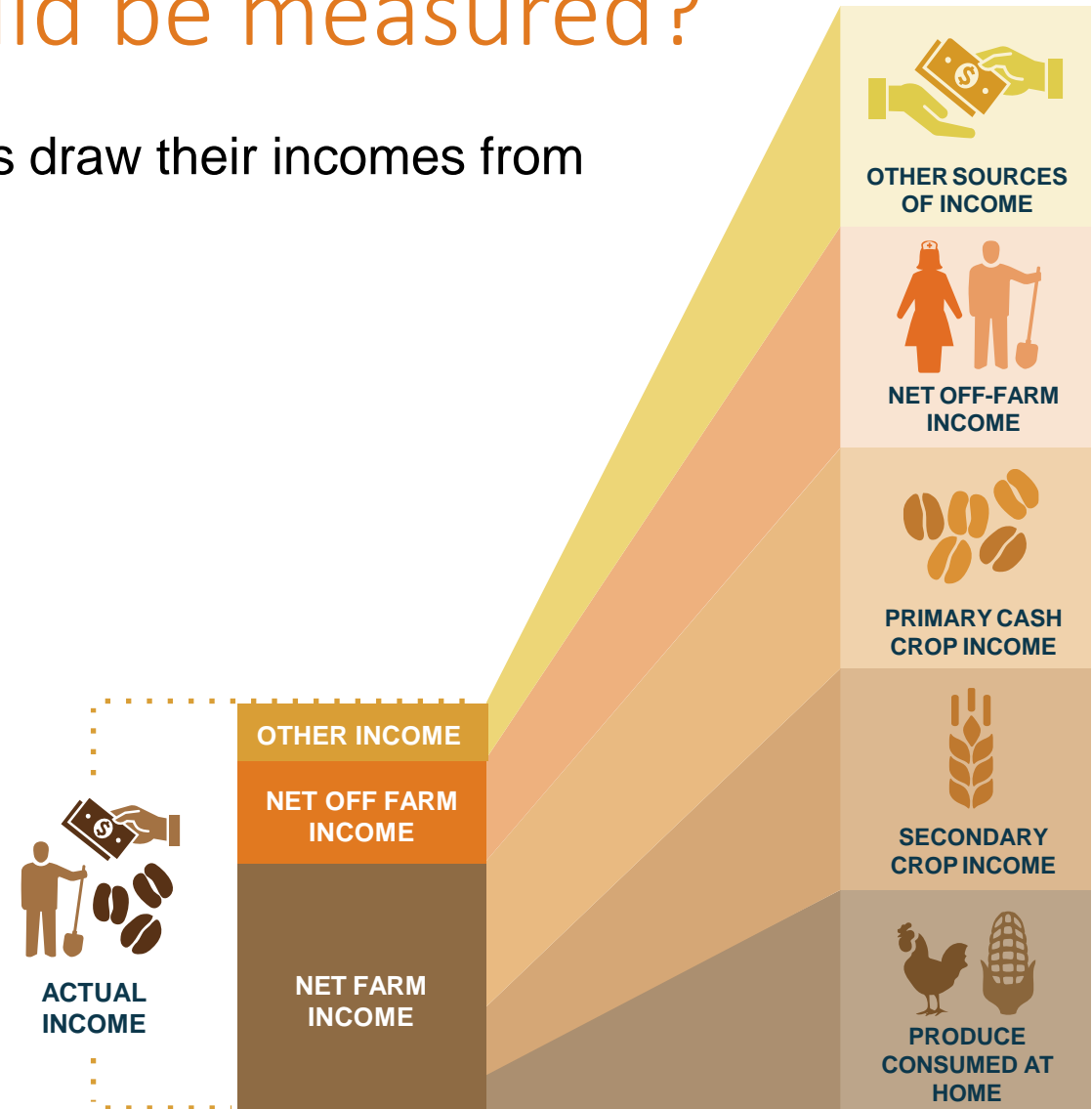
[Click here](#) for more information on how to define and measure household size.

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What income sources should be measured?

- Evidence shows that smallholder households draw their incomes from a variety of sources.
- These can be generally categorized into 3 (which can then be further subdivided):
 - **Net farm income**
 - **Net off farm income**
 - **Other income**
- Actual household income is **the sum of the net incomes across these sources.**

***Note** – Be aware that farm income or income from a specific crop of interest may not be the largest source of income for a household. Enumerating other sources is therefore important.



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What is 'net farm income'? (1)

'The total value of farm production minus the total costs of farm production'. It is composed of:

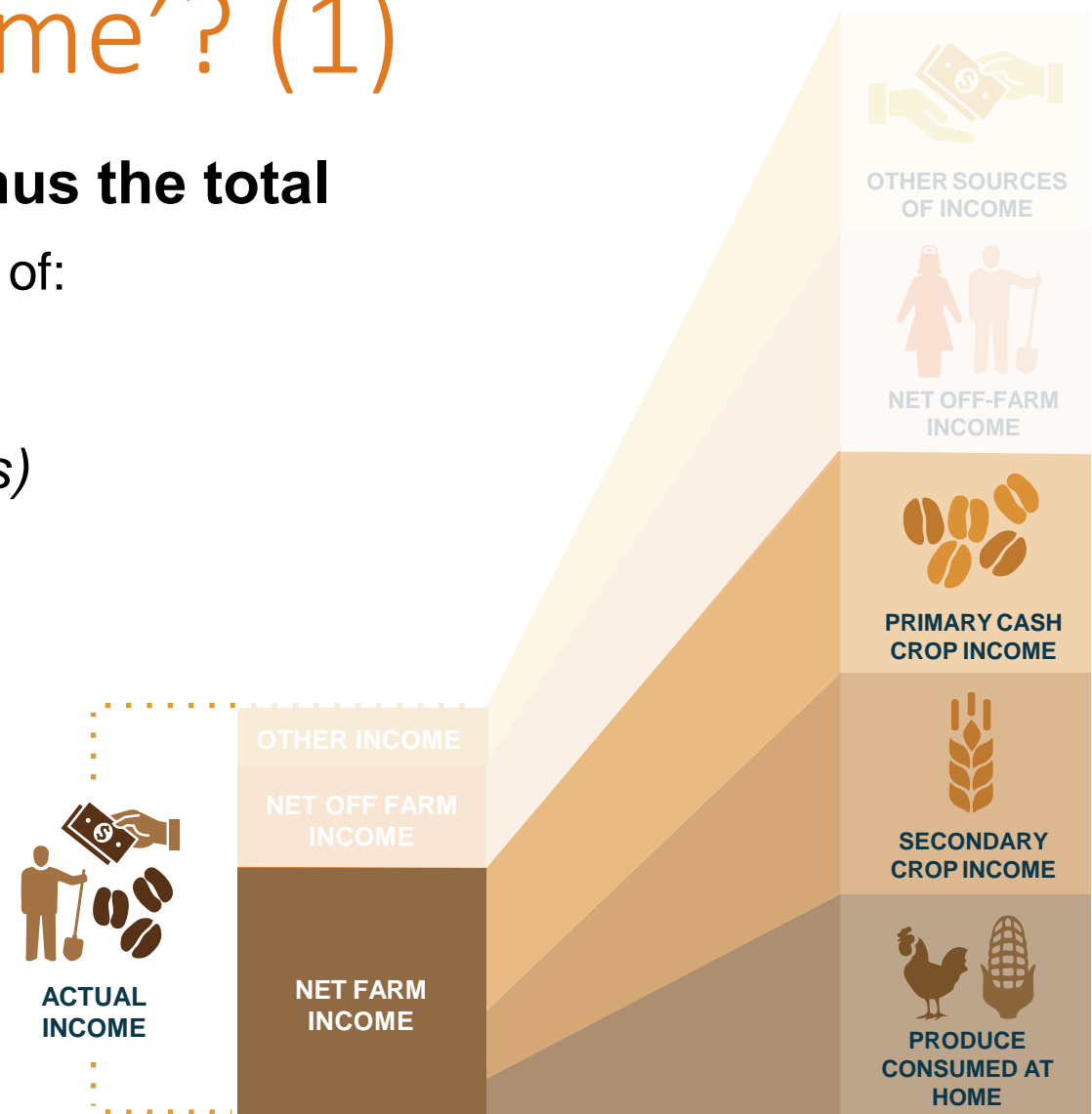
- **Total value of production**

(Total production x Av. price farmer receives)

Can come from three main sources:

- Primary crop (e.g. cacao, coffee);
- Other crops;
- [Livestock; livestock products, and by-products](#)

- **Note:** It is important to consider total value of production rather than the value of sales.



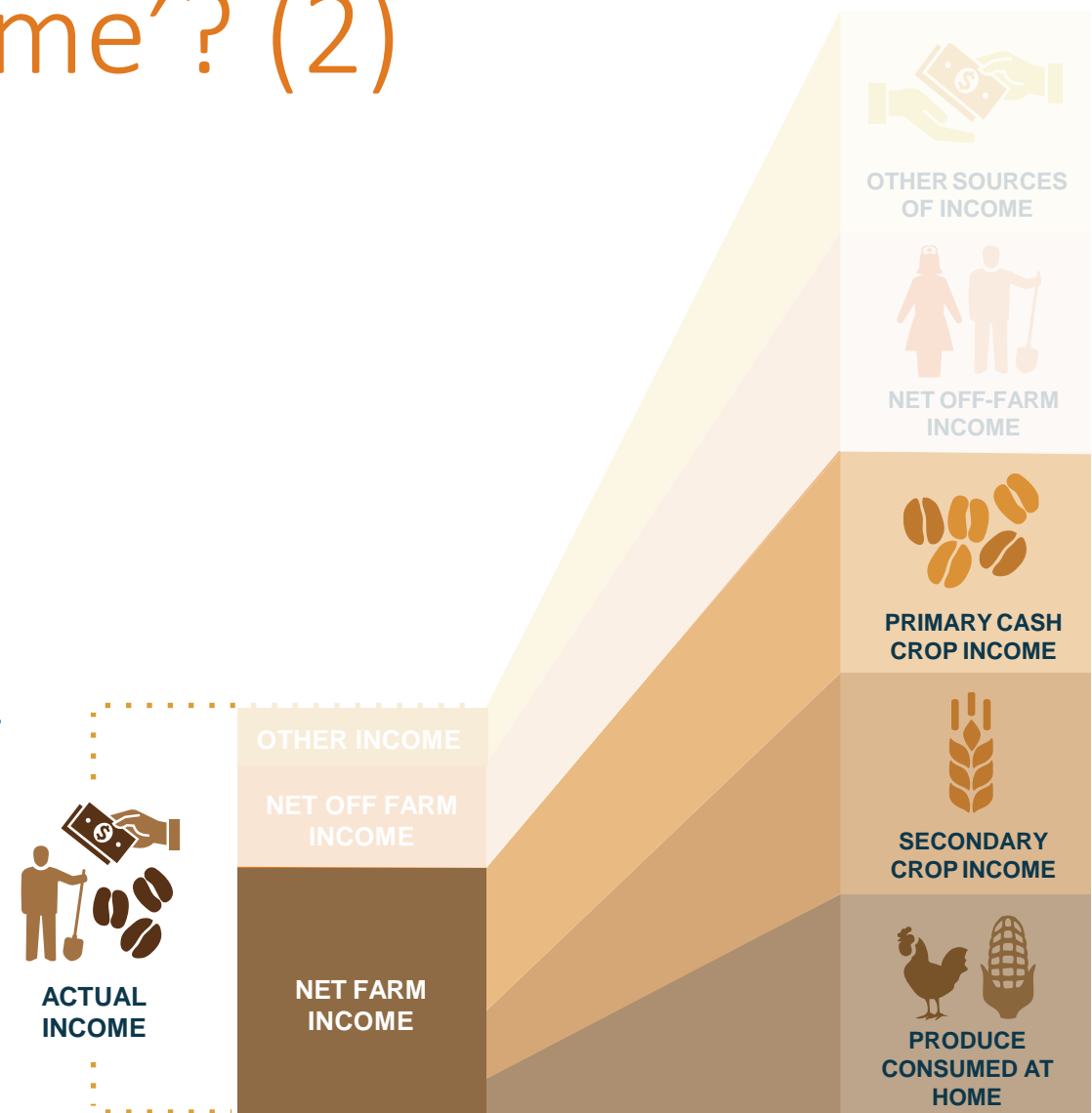
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What is 'net farm income'? (2)

Total costs of production. The sum of:

- **Direct (input) costs** – Hired labour, fertilizers, pesticides, seeds, credit, production related transportation.
- **Indirect costs** – Taxes, security, cooperative membership fees.
- **Depreciation and costs of operation and maintenance** - [for productive assets and vehicles.](#)
- **Opportunity costs and amortized costs of establishment** – [Cost of land and the establishment of perennial crops.](#)

Note: Not all costs are relevant in all contexts. Understanding operational context is important to inform what costs should be prioritised for measurement and data sourcing ([see this slide](#)).

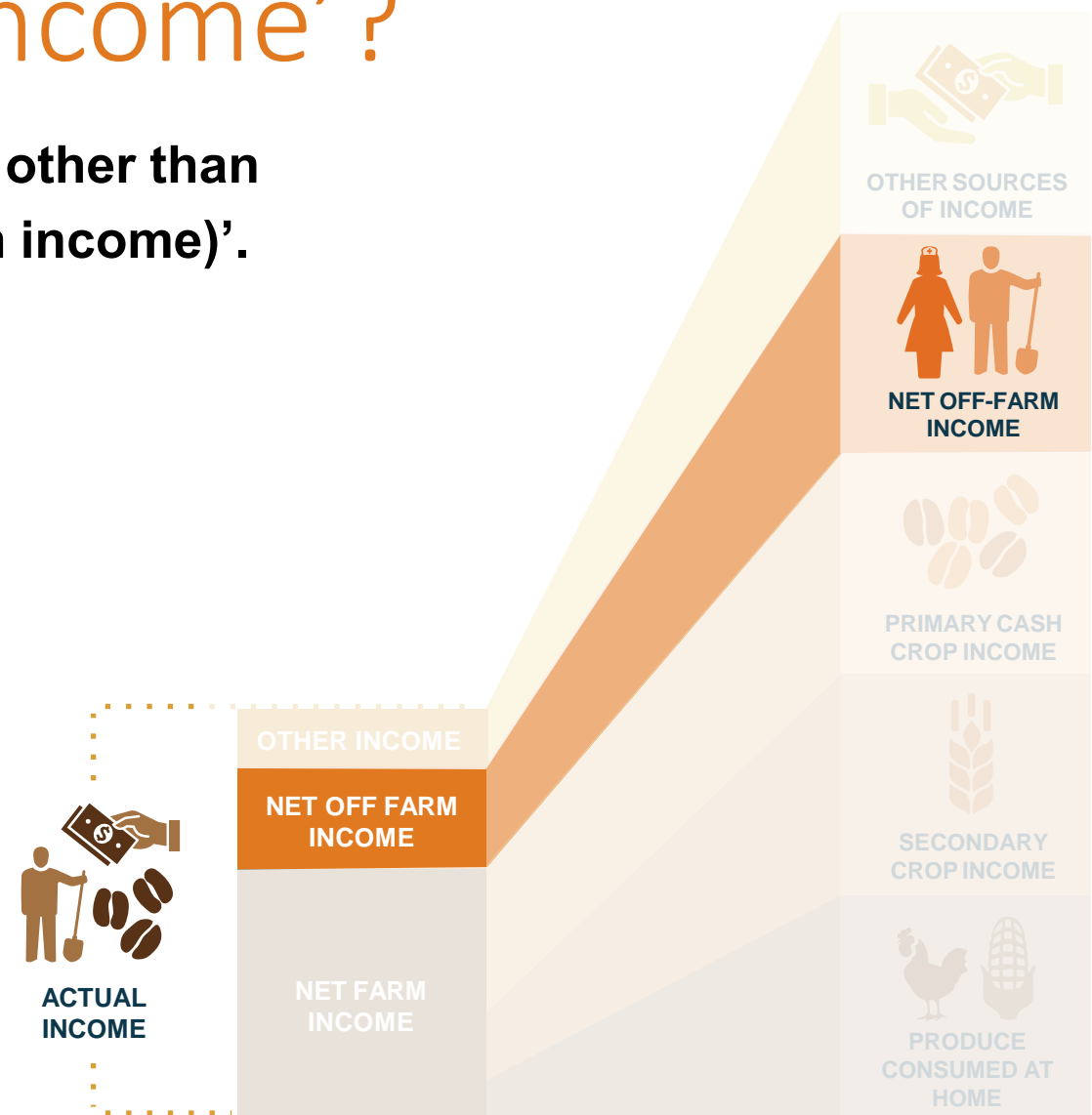


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What is 'net off farm income'?

'Income coming from all economic activities other than the production of agricultural products (farm income)'.

- This can come from a variety of sources and compose a sizeable proportion of net income.
- Generally categorised into:
 - **Self-employment** - ownership of a business that produces and sells goods or services.
 - **Wage employment** - income received from all household members for labour with third parties. Can be an implicit employment contract arrangement, or agreed informally.



Note: Enumeration should consider income related tax, deductions, and costs.

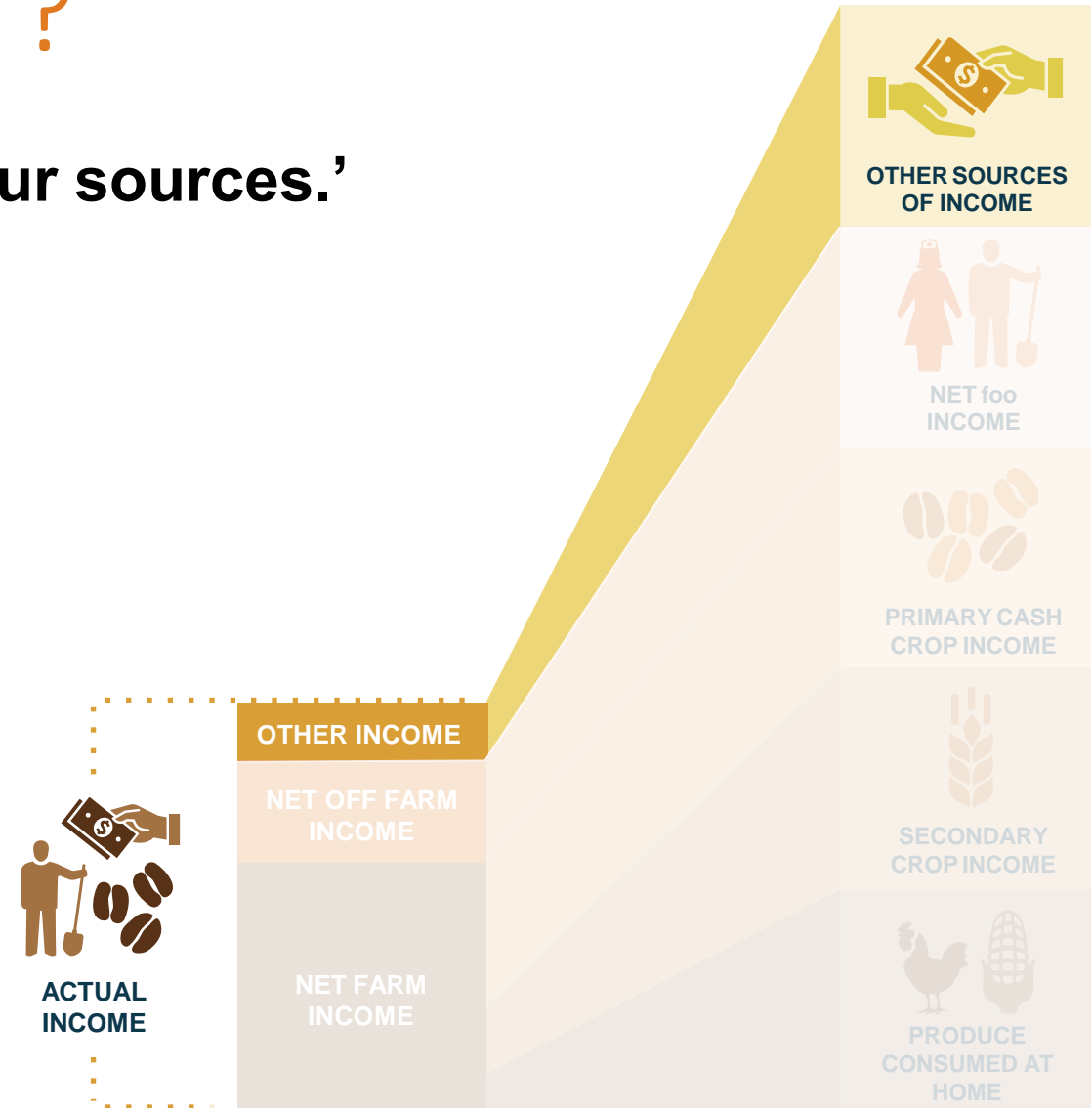
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What is 'other income'?

'Income from non-farm and non-labour sources.'

Sources include:

- **Public and private transfers/transactions -**
 - E.g. From land rentals or sharecropping.
- **Gifts**
- **Remittances**
 - From non-household sources (e.g. government, non-profit organizations, former household members or relatives)



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Do I need a living income benchmark?

- If looking to measure actual income **to understand the living income gap, a living income benchmark is required** (e.g. Anker LI benchmark).
- **Understanding the gap to a living income** will help to **inform and support action**.
- The **lack of a benchmark should not hold up income measurement** however. **Income data** can still be used to **inform action on income improvement**.
- In absence of a LI benchmark, **other benchmarks** such as poverty lines and cost of living assessments **can be referenced** to better understand the income situation.
- To support decision making several levels of benchmarks can be visualised together to form an **income ladder**.



SEE THE BENCHMARKING FAQ FOR MORE DETAIL

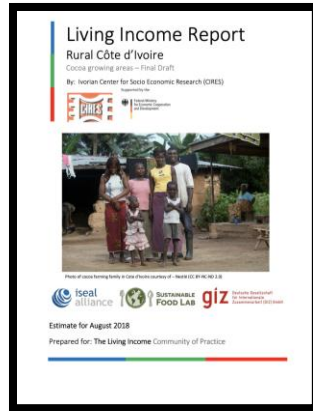
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Where can I find existing benchmarks?

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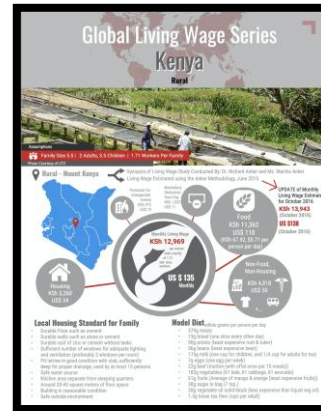
www.living-income.com



Living income benchmarks available for the cocoa industry in Ghana & Cote d'Ivoire.
Also Excel database with summary of living income benchmarks published in other locations.

GLOBAL LIVING WAGE COALITION

www.globallivingwage.org



Living wage estimates available in 26 countries, with application in multiple industries

ALIGN

www.align-tool.com



Website with ambition to eventually host information on all available living income and living wage benchmarks.

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What guidance is there on measuring incomes and the income gap?

Click on guidance documents to access directly...

Income gap calculation

The Living Income Community of Practice | KIT | COSA

Guidance manual on calculating and visualizing the income gap to a Living Income Benchmark

Prepared for the Living Income Community of Practice



LIVING INCOME BENCHMARK

HEA framework

The Living Income Community of Practice | Heartwood | FEG | On-Up

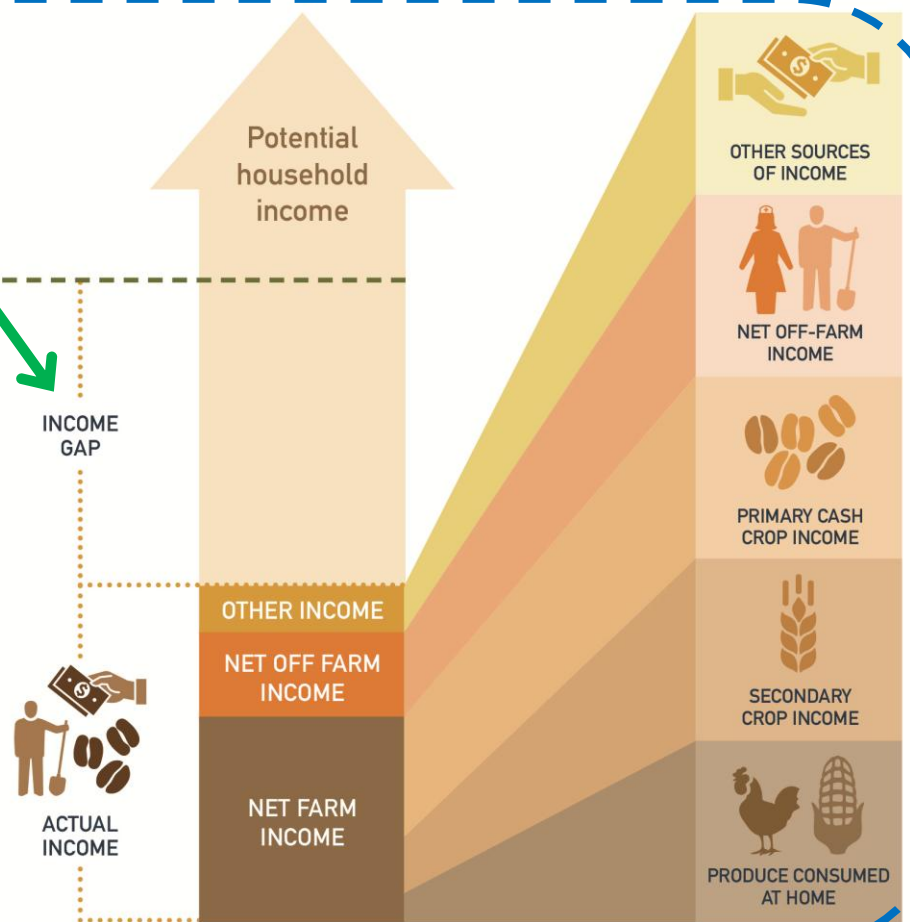
Applying the Household Economy Analysis to Measure and Address Income Gaps in Agriculture Supply Chains

Guidance Note for the Living Income Community of Practice – December 2019

Authored by Jessica Grillo and Jennifer Bush

Cost of a basic, decent standard of living for a household

- FOOD FOR MODEL DIET
- DECENT HOUSING
- OTHER ESSENTIAL NEEDS
- UNEXPECTED EVENTS



Income measurement using primary data

The Living Income Community of Practice | COSA | KIT

Guidance on calculating household income

Version 1.

Prepared for the Living Income Community of Practice

Income estimation using secondary data

The Living Income Community of Practice | IMPACT INSTITUTE

Estimating farmer household income

How to use secondary data to estimate farmer household income illustrated by two specific use case scenarios

V1.2

Prepared for the Living Income Community of Practice

SECTION 2:

Approaching income measurement

-

How do I define my income measurement approach?

SECTION 2: Approaching income measurement

Questions covered:

- [How do I measure actual income?](#)
- [What methods can be applied to collect income data?](#)
- [How do I decide which methods to use?](#)
 - [What are the trade-offs between farmer field books and household surveys for income data collection?](#)
 - [What is my use case and why is it important?](#)
 - [How does my use case influence my measurement approach?](#)
 - [How do I choose an approach based on my use case?](#)
 - [What other measurements might I need to satisfy my use case?](#)
 - [Why is understanding context important?](#)
 - [How do I understand context?](#)
 - [Why is my starting point and capacity important?](#)

How do I measure actual income? (1)

There is no silver bullet to measuring actual incomes relative to living income. For reasons explained over the coming slides, no two approaches are the same.

However, **all should align with the following principles to ensure validity and comparability:**

- **Attempt to enumerate all elements of net household income:** Net farm income (production related revenue and costs), net off farm income (wages and self-employment) and other income (e.g. remittances)
- **Be transparent about your approach**, including specific measurement and reporting decisions.



“Actual income is the net income earned by all members of a household in a particular place.”

How do I measure actual income? (2)

- As smallholder incomes are often composed of several sources and associated costs, measuring actual incomes can be complex. **It does not have to be.**
- The key is to **define a feasible, cost effective measurement approach** that **generates accurate, representative, and fit-for-purpose data.**
- As with any form of measurement, the **more precisely you measure, the more time and resources** are required.
- As getting precise income data is difficult, **measurements of actual household income are nearly always estimates.**
- The important question is ‘**does my estimate of income and the living income gap give me the confidence to know, say, or do what I ultimately want to?**’



“Could you state exactly what your net income was last year? Imagine also owning a farm and a small business with costs to consider...”

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What methods can be applied to collect income data?

Several methods can be used to measure the different elements of actual household income:

- **Farm level household recall surveys** – e.g. applied by [KIT](#), [COSA](#), [IDH](#) and [Laudes Foundation](#).
- **Farmer field book assessments and record keeping** – e.g. applied by [Agri Logic](#), [Rainforest Alliance](#), [Wageningen University and Research](#), and [Fairtrade Int.](#).
- **Mixed methods frameworks** – e.g. [Fairtrade Int.](#) and [Household Economy Analyses](#) by [Save the Children](#).
- **Focus group discussions and expert interviews** (Always applied in combination with other methods to ensure accuracy and account for sensitivities) – e.g. [Fairtrade Int. reference pricing approach](#).
- **Secondary data sourcing, extrapolation, and modelling** – e.g. secondary data applied in entirety by [Impact Institute \(True Price\)](#), and partially by [GIZ](#) (referencing crop gross margin tables). Modelling approach applied by [Rainforest Alliance and Agri Logic](#).

For pragmatism and flexibility, **a combination of methods can be applied in a smart mix and modular approach** to enumerate different income components (e.g. on farm, off farm, and other).

Any measurement approach will likely apply a mix of methods to some degree. Applying a mix is **recommended for triangulating and validating data, and filling data gaps.**

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How do I decide which methods to use?

The income measurement methods and approach you apply will ultimately depend on:



Your use case – What is your purpose for measuring the gap? What are you trying to understand or achieve by measuring it? Beyond the income gap, are you looking to explore other things with the data?



The operational context – What are key determinants of income for your farmers in their location? What are the norms and practices that determine income revenues and related costs within their context?



Your starting point and capacity – What income related data do you have/ already exists? Do you have capacity to collect the data? What is your budget and timeline?

What are the trade-offs between farmer field books and household surveys for income data collection?

Farmer field books offer more detailed and accurate data than farmer recall surveys. Farmer record books can also be useful for farmers as they can help them better understand and manage their household and farm finances. As such, not only are they a comprehensive data collection tool, but can also be used as tools to boost farming households' record keeping and financial-decision making skills.

However, farmer record books are much more resource intensive to collect (both in terms of farmer time and program money), which limits their scaling capacity. Consequently, LICOP endorses both farmer field books and surveys as valid methods for collection of living income data.

What is my use case and why is it important?

- Your use case is your **intended purpose** for measurement, or in other words your **objectives and key intended uses** for the data.
- It affects your **data needs** (accuracy, precision, and level of detail), [the calculation process, and the reporting indicators and visualisations.](#)
- It will in-part determine the **relative importance, weight and approach** you take to enumerating each of the elements of [net actual household income.](#)
- Presented on the next slide are **several common use cases** identified across the living income community...



“What do I ultimately want to be able to know, say or do with the income data I collect?”

Income measurement use cases identified in the LI CoP

| Use case | Description |
|---|---|
| One-time estimate | Assessment of living income, farmer income and the income gap for one region and one crop. This allows for understanding the magnitude of the problem in a place for a given crop and motivates possible interventions and strategies. |
| Living income gap hotspot analysis | Used to get gap estimates for different commodities and or regions in order to compare them. This allows to assess in which region, and for which crop the biggest gaps lie and thereby prioritize decision-making for which regions and crops to focus on. |
| Progress towards closing the gap | The assessment of living income gap estimates and their evolution over time. The goal is to monitor progress for a given region and crop to report on progress and shape next steps or interventions for that specific region and crop. |
| Progress of specific farmers | The assessment of living income gap estimates of specific farmers and their evolution. The goal of this use case is to assess and report on progress for a given region and crop in a specific value chain. |
| Effect of programs | The assessment of living income gap estimates before and after a specific intervention. Interventions can be financial (e.g. price increases) and non-financial (e.g. training provision on yield improvement). |
| Program design | The detailed assessment of the income gap in order to inform the designing of comprehensive place-based and income improvement programs. |
| Profit/production costs | The assessment of the relationship between profit and production costs enables the assessment of measures to be taken in order to improve farmer productivity. The goal of this use case is to specifically identify profitability improvement measures. |
| Reference price estimate | An estimate of what price farmers need to get for a decent livelihood in a specific region for a specific crop, farm size and productivity level. The goal of this use case is to inform crop/commodity price discussions. |

How does my use case influence my measurement approach?

- Different income measurement **use cases require different levels of data detail to satisfy.**
- The **methods used to measure different income elements, and the meticulousness with which they are approached should be suited to the data requirements of your use case.**
- The **table on the right** provides a very rough sense of the **data and measurement scope requirements of different income measurement use cases**¹.
- This **does not however mean data collected to satisfy one use case cannot be used towards another.** E.g. data collected for a one time estimate of the gap, might also be used to make decisions.

| Understanding the gap size (Magnitude) | Monitoring progress (Directionality) | Defining interventions (Decision making) |
|--|--------------------------------------|--|
| Living income gap hotspot analysis | Progress towards closing the gap | Program design |
| A one-time estimate of the gap | Effect of programs | Reference price estimate |
| | Progress of specific farmers | Profit/production costs |

↑ Measurement scope broadens

→ Generally level of detail required increases²

1. Living Income CoP is currently developing a more detailed framework for practitioners that connects uses cases with measurement requirements.
2. The meticulousness of measurement is also a choice driven by organisational priorities and capacity.

How do I choose an approach based on my use case? (1)

Think about your use case and **the level of detail that might be required** for measuring the **different elements of actual income** - farm, off farm, other and their sub-components (e.g. production costs).

A combination of approaches can be used to enumerate or estimate different income elements relative to your use case (see next slide).

To reduce costs, **use more intensive methods to measure income elements that require deeper consideration,**

Use less intensive methods to enumerate others and triangulate data.



“Which elements of actual income might I need to pay more attention to in relation to my use case?”

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How do I choose an approach based on my use case? (2)

Listed below are popular income measurement approaches and a **very rough guide** to the **level of detail, accuracy, and precision you might expect** from their data outputs:

Resources generally required



- **Farmer field book assessments and record keeping** - High detail, precision and accuracy.
- **Farm level household surveys** - High detail, variable precision and accuracy (due to recall issues).
- **Mixed methods** - (some combination of focus groups, surveys and or secondary data) – Medium detail and precision, high accuracy.
- **Focus group discussions and expert interviews** - Low detail, medium to low precision and accuracy (*but good qualitative data for understanding directionality and ‘why?’*).
- **Income estimation and modelling using secondary data** - Low detail and less precision and accuracy.

THIS IS A VERY ROUGH GUIDE. Resources required and data detail, accuracy, and precision can increase or decrease depending on your level of effort, [sampling approach](#), and specific decisions made when applying each method.

What other measurements might I need to satisfy my use case?

Depending on your use case, there **may be additional information beyond [what is needed for actual income measurement](#)** that is useful to capture for additional analytical and decision-making power.

Examples include:

- **[Value of unpaid labour](#)** - requires data on days/hours worked
- **Daily/hourly income rate** - requires data on days/hours worked
- **Yields and profitability of productive land** - requires data on production area sizes
- **Developing a [Farm Economic Model](#)** - Requires a range of contextually relevant data on farm characteristics.
- **Understanding the reasons for income compositions** - Requires qualitative data.

These will require you to expand your measurement approach with additional questions, or the sourcing of additional information.



‘What other questions might you want to answer with the data? What other information might be useful?’

Why is understanding operational context important?

- **Smallholder household income compositions vary across contexts.** This is because **norms and practices that determine income revenues and related costs can differ** relative to the crops being grown, agricultural conditions, cultural and geographic factors and so on...
- It is important to **ensure that your measurement approach is fit for purpose** and you are not wasting resources trying to collect irrelevant data.
- **Understanding which income elements are relevant** in your focus context, **and their relative importance**, will **help you to shape and your measurement approach** and **better understand measurement resource requirements**.
- Building contextual understanding is also important as it will allow you to **account for factors that may require methodological adjustments** (e.g. low literacy rates, lacking farmer and financial records, and recall limitations).



‘What are the key determinants of income and associated costs for your farming households?’

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How do I understand context?

To understand context, some form of pre-assessment is required. Below are examples applied in the Living Income community:

- **A short household context survey** – e.g. [COSA](#)
 - **A community focus group exercise** – e.g. [Household Economy Analysis](#)
 - **A review of secondary data and interviews with local experts**– e.g. [KIT](#)
 - **A combination of the above** – e.g. LI CoP [Cote D'Ivoire](#) and [Ghana](#) pilots
-
- A sample context assessment checklist can be found in Appendix 2 (p21) of '[Guidance for calculating household income](#)'. This can be used to frame any of the above approaches.
 - Pre-assessment need not be exhaustive. What is important is that it is able to identify the norms and what is typical within the context of concern.



“Are there any significant costs (e.g. tools or vehicles), secondary income sources, or land expenses that are typical for households in your measurement location?”

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Why is my starting point and capacity important?

- **This affects your measurement and calculation approach** and possibly **what you can say and do** with results.
- It influences **your specific measurement or estimation methods**, the **intensity and meticulousness with which you collect or source the data**, your **approach to sampling** etc...
- Collecting data **costs time and resources** - It's important to **balance pragmatism and feasibility** with **diligence and accuracy** when undertaking any sort of measurement exercise.
- **Most important is that you have the capacity to satisfy the data granularity requirements for your use case**. If you lack the capacity to do so, you may need to leverage additional resources, consider collaborating with other actors, or **rethink your use case**.



*“What data do we have or already exists?
Do we have the resources to collect the
data needed for our use case? Within what
timeline do we need results?”*

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SECTION 3:

Collecting and sourcing income data

-

How should I collect income data in the field? What is important to consider when measuring? How can I use secondary data to support and produce income estimates?

SECTION 3: Collecting and sourcing income data

FAQs around measuring incomes in the field - [skip here](#)

- [What approaches can I take to collect income data in the field?](#)
- [What is a HEA? How can it be used to measure actual income?](#)
- [What is an adequate sample size for measuring incomes?](#)
- [How do I define a household when collecting income data?](#)

FAQs around measuring 'net farm income' - [skip here](#)

- [How should I collect non-focus crop farm income data and off-farm income data?](#)
- [Do I account for livestock, wood stock and farm by-products?](#)
- [Should I measure the value of food produced at home?](#)
- [How should I measure the value of food produced at home?](#)
- [How should I measure farm size?](#)
- [How should I consider sharecropping in income calculations?](#)
- [How should I estimate productivity / yield of the target crop?](#)

SECTION 3: Collecting and sourcing income data

FAQs around measuring costs of production –

- [How should I collect costs of production for the target crop?](#)
- [What are depreciation and costs of operation and maintenance?](#)
- [What are opportunity costs and amortized costs of establishment?](#)
- [Should I measure the value of unpaid labour?](#)
- [Should I include the value of unpaid labor in costs of production when calculating actual income in order to compare to a living income benchmark?](#)
- [How should I use costs of sustainable production?](#)
- [How should I estimate costs of sustainable production?](#)

SECTION 3: Collecting and sourcing income data

FAQs around leveraging secondary sources to estimate incomes - [skip here](#)

- [Can secondary data be used to estimate incomes?](#)
- [How can secondary data be used to estimate incomes?](#)
- [How do I approach estimation using secondary data?](#)
- [How do I design a secondary data framework?](#)
- [Are there example frameworks I can leverage?](#)
- [How should I structure secondary data sourcing?](#)
- [What secondary data sources should I consider?](#)
- [How do I select the most appropriate data sources?](#)
- [How do I calculate and model results?](#)

FAQs around measuring incomes in the field

Points covered in this section of the FAQ can be explored in more detail in [‘Guidance on calculating household income’](#)

What approaches can I take to collect income data in the field?

Several approaches can be used to collect actual income data in the field. Popular approaches include:

- **Farmer field book assessments or record keeping** – e.g. applied by [Agri Logic](#), [Rainforest Alliance](#), [Wageningen University and Research](#), and [Fairtrade International](#).
- **Farm level household recall surveys** – e.g. used by [KIT](#), [COSA](#), [IDH](#) and [Laudes Foundation](#).
- **Focus group discussions and expert interviews** - e.g. [Fairtrade Int. reference pricing approach](#).
- **Mixed methods approaches with some combination of focus groups, surveys and or secondary data** – e.g. the [Household Economy Analysis](#) by [Save the Children](#).



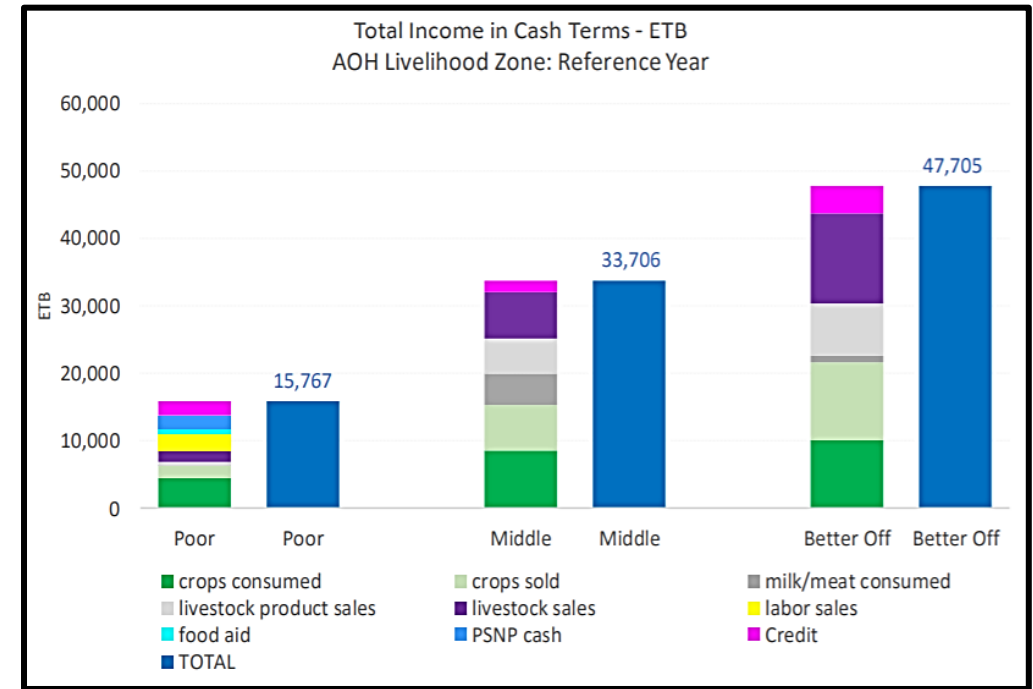
A combination can be used to enumerate the different elements of actual income in a modular way.

Secondary data can be used to **support triangulating primary data** (e.g. by [referencing gross margin tables for key and focus crops](#)) and to **fill data gaps** - especially when collection capacity is limited.

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What is a HEA? How can it be used to measure actual income?

- **The Household Economy Analysis** is a **livelihoods-based analytical framework** that can be leveraged and referred to for income and living income gap measurement and calculation in the field.
- It combines baseline with current year data to dynamically **measure income gaps and economic change at the household level**.
- **Provides a measure of local livelihoods:** food (incl. subsistence production), cash income and expenditure. **Can be employed using a mix of focus groups, surveys and secondary data.**
- Measures mixed income livelihoods – from cash crops, other farm income, and off-farm income.
- Previous assessments also a **potential source of secondary data and actual income baselines. Over 500 HEA studies have been completed in over 70 countries.**



HEA output demonstrating the relative contribution of different food and income sources to total income.

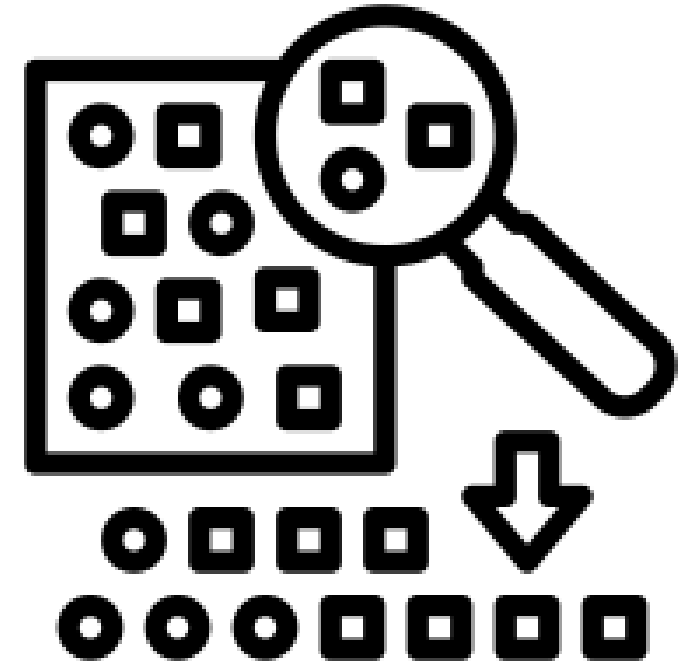
What sample size is adequate for measuring incomes? (1)

If you do not intend to collect income data for all households in the field, **sampling is required.**

Sample size depends on 3 factors:

- **Use case/purpose** for measurement.
- **Representativeness** of the population (scientific/statistics based approach).
- **Capacity and resources** available for data collection.

The **next slide provides examples** of how you might define sample size **based on your use case** and **statistical representativeness.**



“What samples size is feasible that ensures the resultant data is fit-for-purpose and representative of the broader population I am interested in?”

For more detail search ‘sampling’ on [The M&E Universe](#) website.

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What sample size is adequate for measuring incomes? (2)

This table has been adapted from a resource developed by Wageningen University and Research:

| Use case (Sampling purpose) | What conclusions can be drawn? | Recommended sampling approach |
|--|---|---|
| 1. Obtain information on the income status across a farmer group in a country e.g. for program design | What is the current situation regarding incomes? Need for data from sufficient number of randomly selected households | Square root sampling approach Margin of error: > 5/7.5% Confidence interval: 95% |
| 2. Monitor trends in incomes of households representative of a supply chain / farmer group in a country. | What is the change over time in incomes for a typical farming household in a supply chain/country? Need for data from representative group of farmers at supply chain or farmer group level. | Margin of error: 5-7.5%. Confidence interval: 95% Possible: take into account Minimally Detectable Effect (MDE)* |
| 3. Monitor trends in incomes of specific program participants in a farmer group / supply chain | What is the change over time in the situation of program participants? Need data representative of program group participants at supply chain/farmer group level | The population is the group of program participants. Margin of error: 5-7.5%. Confidence interval: 95% Possible: take into account MDE* |
| 4. Evaluate impact of intervention(s) on supply chain / farmer group program participants | What impact have program interventions made on the situation of participants? Only possibly by also assessing “the counterfactual”. Need for data from representative group of farmers at supply chain/ farm group level and comparison group. | Margin of error: 5-7.5%. Confidence interval: 95%. Sample decided also based on MDE* |

*MDE: the smallest improvement you want to be able to detect with an impact evaluation.

(Y. Waarts, V. Janssen & H. Pamuk, 2021)

How do I define a household when collecting income data? (1)

- Enumerating **household** size and composition is key when measuring actual incomes relative to living income.
 - **Household members** are defined as the **people living under one roof sharing resources (economic unit)**. Household members do not need to be related.
 - **Household composition** is the **number of income earners** (e.g. adults) and **dependents** (e.g. children and elderly) living in the household. It is useful to disaggregate by gender.
- **Household size and composition should ideally be self-defined by the sample population.**
- When conducting surveys **ensure the difference between a self-defined household, the economic unit (shared basket) and income earners vs dependents is properly explained.**



How do I define a household when collecting income data? (2)

- **Contextual circumstances and cultural norms can complicate understanding household size and composition** (e.g. where polygamy is practiced or household sizes are particularly large).
- In these circumstances, it is possible to **consider using [Adult Equivalence Scales](#) to support calculations.**
- **When comparing incomes to living income benchmarks, it is also important to be aware that some benchmarks represent nuclear families rather than households,** and so size and composition may differ to that of your income population.
- It is therefore **important to be conscious of possible size and composition differences** when calculating the gap, and adjust where necessary to ensure comparability. [Click here to learn more.](#)
- **Most important is that you are transparent about any decisions made or caveats regarding household definition when reporting.**



FAQs around measuring 'net farm income'

Net farm income is often the most complex income source to enumerate for smallholder households as part of actual income calculations.

It is unsurprising therefore, that the Living Income Community of Practice has several frequently asked questions on the topic.

Points covered in this section of the FAQ can be explored in more detail in '**Guidance on calculating household income**'

How should I collect non-focus crop farm income data (i.e., net income from secondary crops) and off-farm income data?

LICOP endorses a **variety of valid methods** for measuring non-focus crop farm income and off-farm income. Most important is that published studies clearly label choices points around data collection using the LICOP Study Template for Alignment for alignment across studies.

The below table, from the [LICOP Aligned Inclusive Living Income Indicators](#), outlines the choice points for estimating/measuring non-focus crop farm income and off-farm income.

From choice point A to D, increasing rigor but more resource demands

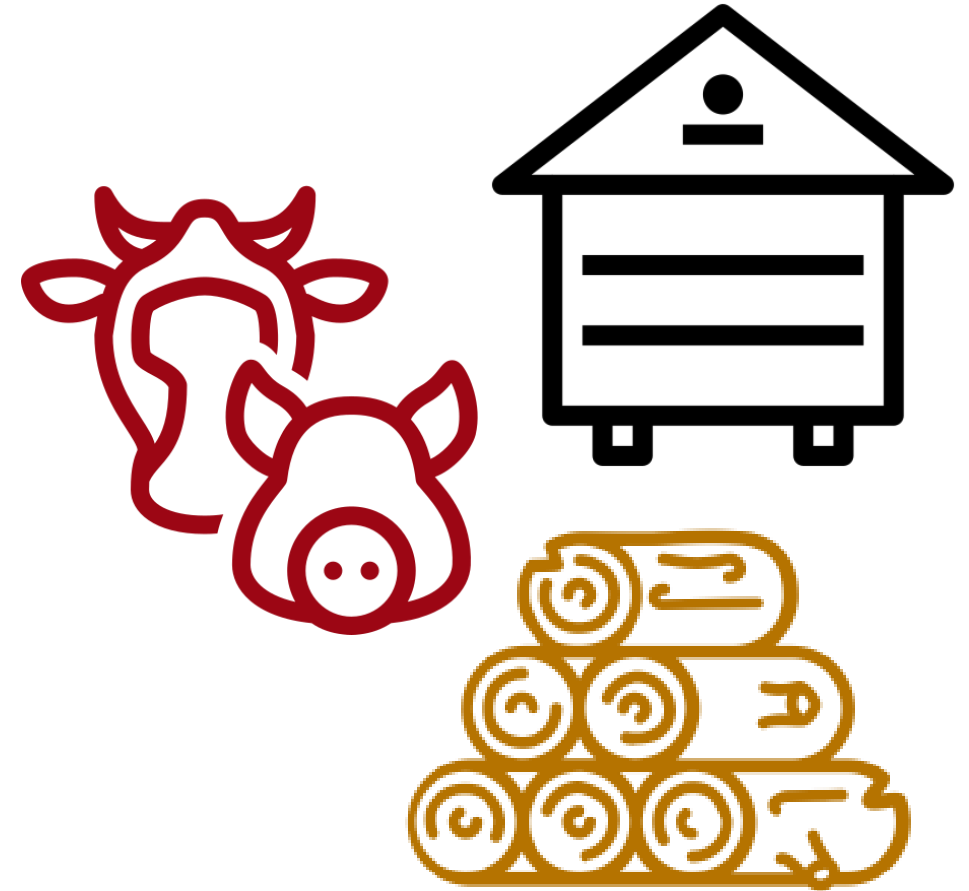


| Choice points for estimating/measuring net other farm income and off-farm income | | | |
|--|---|--|--|
| A | B | C | D |
| Secondary data* | Self-reported percentage of total net farm/household income (can be asked as % net farm income from focus crop and then calculated) | Self-reported, estimated total value (percent and value) | Self-reported (detailed collection of revenue and costs) |

* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

Do I account for livestock, wood stock and farm by-products?

- **Livestock***, **wood stock** and **other farm by-products** can be **significant sources of income** for smallholder households. Contextual conditions often determine their presence and mix.
- **Where relevant, revenues and associated production costs** for any of these income sources **should be enumerated** through your actual income estimation approach.
- A **context assessment** can **determine whether and which of these additional income sources are significant** for enumeration for a given farm or region.
- Use this assessment to **understand how significant these sources are** and to **help you define the level of detail for measurement** relative to your use case and resources available.



Note- Livestock is often a means of savings and resilience. Thus, the value of stock change may be considered as a sort of income.

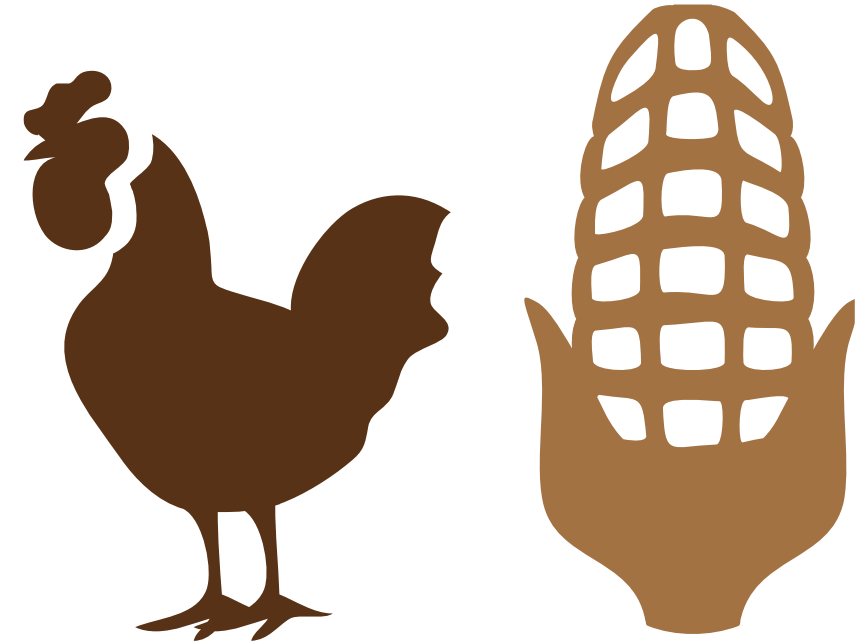
Note - For details on how to measure and a link to an example survey see p7, 8 and 23 of '[Guidance on calculating household income](#)'

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Should I measure the value of food produced at home?

Yes! Farming households often produce products (crops, livestock or by-products) that they consume as food rather than sell. The value of food produced at home is included in total household income estimates to ensure accurate comparison with the living income benchmark, which includes the cost of a nutritious diet. Including this value in calculations will give a more accurate picture of the living income gap and reduce the gap size.

In some places, the value of food produced can be quite high and may significantly offset the cost of food in the benchmark. In other places, this may not be the case.



* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

How should I measure the value of food produced at home?

The value of food produced at home can be difficult and time consuming to collect. LICOP endorses a **variety of valid methods** for measuring this value, but recommends options A or B (see below table) if the stakeholder implementing the study (i.e., company, government, NGO) does not have programming focused on food for home consumption. In other words, do not invest in monitoring the value of food produced at home if your investments to do focus on this income lever. Most important is that published studies clearly label choice points around data collection using the LICOP Study Template for Alignment for alignment across studies. The below table, from the [LICOP Aligned Inclusive Living Income Indicators](#), outlines the choice points for estimating/measuring value of food produced at home.

From choice point A to D, increasing rigor but more resource demands



| Choice points for estimating/measuring value of food produced at home | | | |
|---|--|--|---|
| A | B | C | D |
| Secondary data* | Focus group discussion results, extrapolated to the whole sample | Self-reported percent of food produced at home, then multiple this percent by value of food portion of benchmark | Self-reported (detailed collection of production volume and market price) |

* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

How should I measure farm size?

LICOP endorses a **variety of valid methods** for measuring farm size. Most important is that published studies clearly label choices points around data collection using the LICOP Study Template for Alignment for alignment across studies. The below table, from the [LICOP Aligned Inclusive Living Income Indicators](#), outlines the choice points for estimating/measuring land area in focus crop.

If resources allow, measure land area using GPS polygon mapping for the most accuracy. Studies have shown that self-reported land sizes deviate from GPS measured land sizes by an average of 23% in Cote d'Ivoire (Ingram, Waarts et al., 2014, 2018).

Farmers sometimes have multiple plots of land. Total farm size should be the sum of all plots.

From choice point A to D, increasing rigor but more resource demands



Choice points for estimating/measuring land area in focus crop

| A | B | C |
|-----------------|-------------------------------|----------------------|
| Secondary data* | Farmer self-reported (survey) | Polygon / GPS mapped |

* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

How should I consider sharecropping in income calculations?

LICOP endorses the considerations documented by the [Cocoa household income study approach](#) (adapted to all crops):

To correctly account for sharecropping in household income assessment, the details of the sharecropping arrangement need to be captured:

- a) the share of the volumes of focus crop (or revenue or profit) or the share of trees/land that goes to the household that is registered as owner of the farm and to the tenant and;
- b) who carries (which part of) the costs of production, including labour, inputs and equipment. Likewise, for land under a third-party land use arrangement, the costs of renting or leasing the land should be included in the total costs of production.

How should I estimate productivity / yield of the target crop?

LICOP endorses a **variety of valid methods** for measuring total production and productivity/yield. Most important is that published studies clearly label choices points around data collection using the LICOP Study Template for Alignment for alignment across studies. The below table, from the [LICOP Aligned Inclusive Living Income Indicators](#), outlines the choice points for estimating/measuring total production of the target crop. You can then divide total production by total land in target crop to get productivity/yield (total production / total land = Yield).

- ❖ Where possible, you should use total production to calculate yield (by dividing total production by land area in focus crop) rather than asking farmers about yield and multiplying by the land area in the focus crop.
- ❖ Where possible, you should ask farmers about both harvested and commercially sold volumes to understand potential differences between production and sales amounts due to personal consumption, post-harvest lost, and/or storage between years.

Increasing rigor, but more resource demands



| Choice points for estimating/measuring total production of the target crop | | | |
|--|---|-------------------------------|---|
| A | B | C | D |
| Secondary data* | Company sales receipts (+ an estimate of volume sold to other buyers) | Farmer self-reported (survey) | Triangulation between sale receipts and self-reported volumes (i.e., choice points B&C) |

* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

FAQs around measuring 'costs of production'

How should I collect costs of production for the target crop?

LICOP endorses a **variety of valid methods** for measuring actual costs of production for the target crop. This differs from [“costs of sustainable production”](#) which is the cost of production necessary to achieve the target yield and accounts for environmental and social externalities above regular production costs.

Most important is that published studies clearly label choices points around data collection using the LICOP Study Template for Alignment for alignment across studies. The below table, from the [LICOP Aligned Inclusive Living Income Indicators](#), outlines the choice points for estimating/measuring costs of production for the target crop. For more detailed recommendations on cost categories and sample survey questions, please see [DIASCA Farmer Income & Cost of Production Indicator and Methods Guidance](#).

From choice point A to D, increasing rigor but more resource demands



| Choice points for estimating/measuring costs of production for the target crop | | | |
|--|---|--|--|
| A | B | C | D |
| Secondary data* | One estimate of cost of production (for region or country) used across farming households | Farmer self-reported cost of production (survey) | Farmer self-reported cost of production (record keeping) |

* For guidance on use of secondary data, see the LICOP paper [Estimating Farmer Household Income](#)

What are depreciation and costs of operation and maintenance?

- **Depreciation** accounts for the **decreasing value of assets over time** due to **use, wear and tear and obsolescence**. For farmers, this applies to productive assets (e.g. farm tools) and vehicles. Enumeration accounts for costs of replacement and operation.
- **Costs of operation and maintenance of productive assets and vehicles** include the costs of fuel, repair equipment and so on.
- In general, smallholders do not have significant productive assets or vehicles. However, **in contexts where they are typical and have significant value they should be included in production cost measurements** as part of net farm income calculations.
- Prior to commencing measurement activities, **use a [context assessment](#) to identify the presence and importance of enumerating different types of depreciation and amortized costs.**
- Where relevant, enumeration can be particularly **useful for use cases that aim to define effective income improvement interventions.**



Note - See p11 of '[Guidance on calculating household income](#)' for more details on how to approach measurement.

What are opportunity costs and amortized costs of establishment?

- Opportunity costs **represent the potential income a farmer misses out on when choosing one alternative over another.**
- In smallholder contexts, the opportunity cost of land can be important, **especially for landless farmers** or those **renting land** to expand their farm productive area. In this instance the opportunity cost is the **income that a farm owner would have received if they rented land.**
- **Amortized costs of establishment*** refer specifically to the **establishment of tree crops** (e.g. Cocoa) and the **spreading out of costs over time** for the **replacement of old trees** with new trees.
- **Enumeration of either cost is context dependent.** Measuring **opportunity costs of land is only necessary** when a **significant percentage of farmers are involved in temporary land agreements** (e.g. rentals or sharecropping). **Amortized costs** are only relevant where there is **tree based production.**
- When planning measurement activities, a **[context assessment](#)** can be used to determine whether either is important in a given context.



Note - An approach for valuing amortized costs of establishment is presented on p12 of '[Guidance on calculating household income](#)'.

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Should I measure the value of unpaid labour?

- **Measuring unpaid labour is not required for measuring net farm income, though it remains useful in the below use cases** (see [Should I include the value of unpaid labor in costs of production when calculating actual income in order to compare to a living income benchmark?](#)).
- In smallholder contexts, unpaid labour (family or community) can often account for a large percentage of overall farm labour, typically included in attempts to calculate [crop production costs](#). Community labour often involves exchanging in-kind benefits rather than payment.
- Enumerating unpaid labour is recommended in several use cases:
 - Determining the accurate value of overall production costs of a specific crop
 - Assessing crop profitability
 - Understanding labour allocation and efficiency
 - Evaluating intervention mechanisms
 - Understanding the gender pay gap



How should I measure the value of unpaid labour?

Unpaid labour can be valued by estimating time spent per activity and how many unpaid labourers are involved, then applying the prevailing market wage.



Should I include the value of unpaid labor in costs of production when calculating actual income in order to compare to a living income benchmark?

Do not include the opportunity cost of household/family labour in costs of production when calculating actual income in order to compare to a living income benchmark for two reasons:

1. Including unpaid household labour as a direct cost and subtracting it from household income before comparing net household income to a living income benchmark would result in 'double counting'. The living income methodology assesses whether the **cash** a farming household earns, after paying **cash** costs of production, is sufficient to cover the **cash** cost of a decent standard of living (living income benchmark). As such, the cash the farmer earns is equivalent to the 'payment' for their labour investment. In other words, "the return on household labor is represented as the net income. Time spent producing the focus crop is paid for when that crop is sold," ([Aligned Inclusive Living Income Narrative and Indicators](#)).
2. "Adding the opportunity costs of labour assumes that there would be sufficient alternative employment opportunities available that would lead to higher incomes than those earned through cocoa production, which may not be the case in many rural cocoa-producing areas," ([Cocoa household income study approach](#)).



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How should I use costs of sustainable production?

Costs of sustainable production are the costs of **implementing recommended agricultural practices** - necessary for reaching target yield - in a given area and the cost of **paying farm workers a living wage**. Sustainable cost of production may also include practices that help meet environmental goals.

Cost of sustainable production can be compared with price to understand the potential profitability per kg if farmers were adopting all recommended farm practices. This provides an understanding of the economic viability of suggested practice adoption for farmers. Cost of sustainable production is also input into [living income reference price](#) calculations.

How should I estimate costs of sustainable production?

[Fairtrade has a guidance document for its methodology for estimating costs of sustainable production.](#)

There are three primary ways to collect costs of sustainable production data:

1. Actual farm costs data for farmers who are achieving the target yield.
2. Estimates from teams on the ground (farmer organisations, local experts, researchers, agricultural extension workers)
3. Secondary data (local government, public reports, agriculture department agencies, etc.) matched with relevant market information (i.e., costs of inputs).

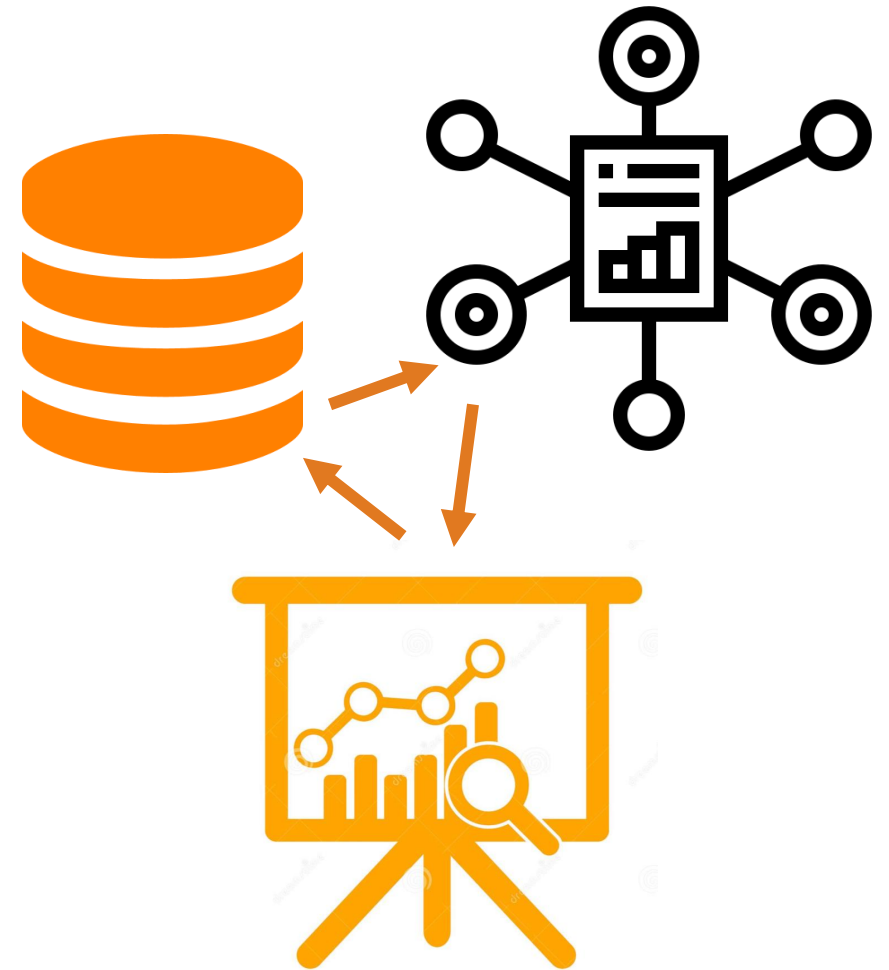
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FAQs around leveraging secondary sources to estimate incomes

*Points covered in this section of the FAQ can be explored in more detail in [‘Estimating farmer household income’](#)

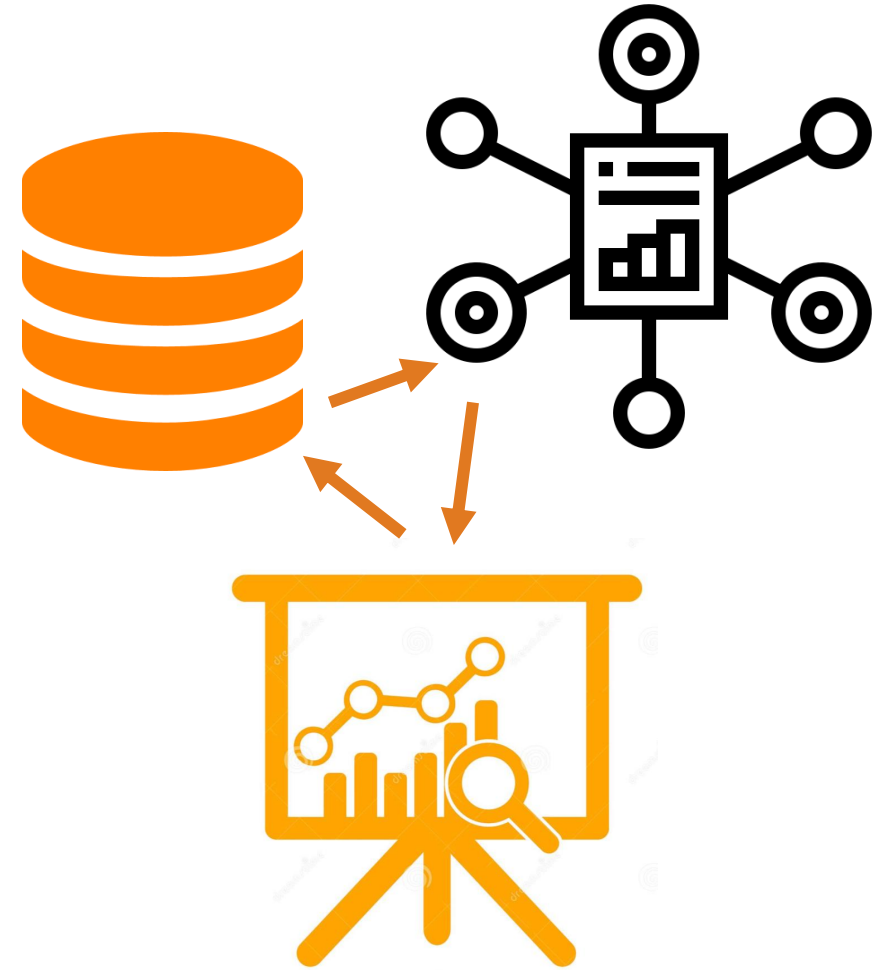
Can secondary data be used to estimate incomes?

- **Collecting primary data** can be **challenging, time intensive** and **costly**.
- Secondary data on actual incomes can be used to both **supplement, cross reference** and **validate primary data**.
- It can also be used **in its entirety to generate full actual income and gap estimates**.
- Using secondary data for income estimation comes with **several potential limitations** however:
 - It can be **challenging to source data** that is **specific to** and **representative of your target households**.
 - Sourcing and using secondary data to obtain an **accurate understanding of intra household dynamics** (e.g. to support strategy definition) **is difficult**.



How can secondary data be used to estimate incomes?

- In terms of accuracy and precision, secondary data is **no substitute for more granular and scope specific primary data you collect in the field.**
- However, it can be **very useful for supplementing primary data to fill data gaps**, and for **validating and triangulating primary data** for any [income and gap measurement use case](#).
- Relative to your [use case](#) and [context](#), it is **especially useful for approximating values for income elements that require less attention to detail.**
- It can also be **used in entirety for producing quick and informative income and gap estimates** for [use cases](#) that do **not require high levels of detail** (e.g. [one time estimates](#) and [hotspot analyses](#)).



How do I approach estimation using secondary data?

The following steps are advised for estimating incomes and the gap using secondary data:

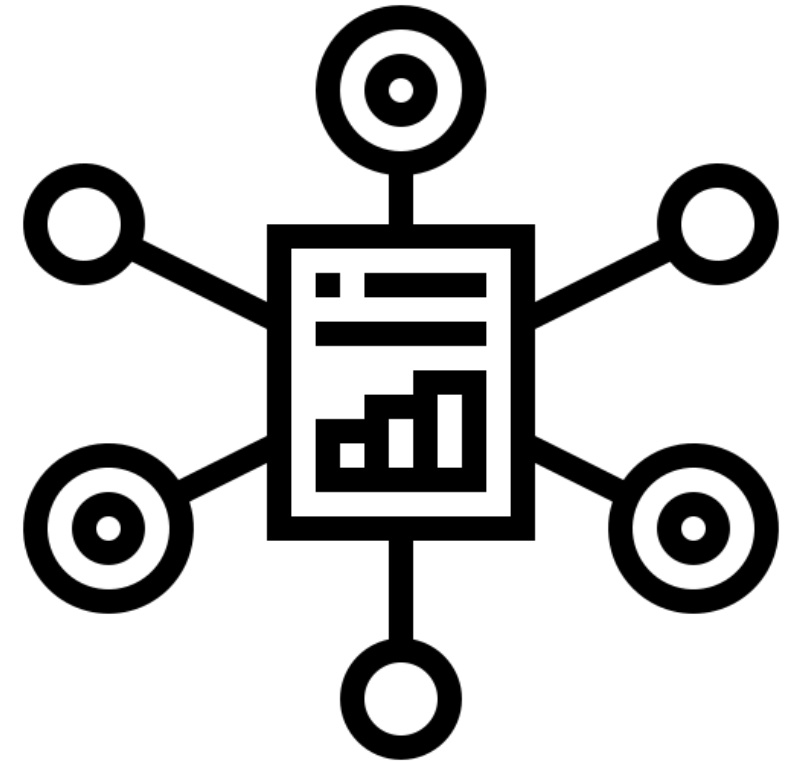
1. **Design a framework** based on your measurement use case, scope and key required variables.
2. **Structure a database and source data** – use a data hierarchy based on your framework design to help select and prioritise data sources.
3. **Use the data to calculate income estimates** using identified and prioritised sources. Refer to and use models, formulas and assumptions for data extrapolation or adjustment as is necessary.
4. **Produce and interpret results**, identifying insights, assumptions and limitations.



Be transparent! – state that your approach is based on or used secondary data.

How do I design a framework for income estimation?

- **Where partial primary data is available**, a framework can be used to **fill gaps with secondary data**. **Where primary data is not at all available**, apply a **full estimation framework**.
- First, **define the scope of your household income assessment**. This includes **country, region, crop, year of analysis**, whether the assessment relates to **certified or non-certified** farmers, and so on.
- Then, based on this scoping, **define which variables are likely to be found directly** from secondary sources, **which may need to be extrapolated** from other data points, and **which may not be available**.
- Approaches to estimating income **range from very granular estimates**, where each data point is known and validated, **to lower granularity**, where some input data points are derived/estimated.



Are there example frameworks for specific use cases?

Below are the **minimum income variables required** to estimate incomes and the gap for two specific [use cases](#).

ORANGE variables are likely to be found directly in secondary sources and **BLACK** variables can be extrapolated from secondary sources. Other parts of the income equation (e.g. other crops) are extrapolated at a later stage.

A one time estimate of farmer income:

- Farm area (main crop)
- Yield (main crop)
- Price (main crop)
- Variable costs (main crop)
 - Input costs
 - Labour costs
 - Transportation costs
- Farm income net of variable costs (main crop)
- Fixed costs (total)
- Net off-farm labour income
- Other income (non-farm, non-labour)
- Household size

Monitoring progress towards closing the gap:

- Farm area (main crop)
- Yield (main crop)
- Price (main crop)
- Variable costs (main crop)
- Farm income net of variable costs (main crop)
- Fixed costs (total)
- Net off-farm labour income
- Other income (non-farm, non-labour)

[Click here](#) for detailed guidance on sourcing and estimating these two use cases (developed by Impact Institute).

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How should I structure secondary data sourcing?

- **Finding appropriate secondary sources** for your **scope**, **use case** and required **granularity can be overwhelming**, especially when there are multiple sources that can answer the same question.
- To satisfy an estimation framework it is important to consider secondary data sources in a structured manner, and to **classify data according to a data hierarchy**.
- **The table on the right lists data characteristics** or ‘metadata’ that can be used to structure a database of secondary sources. This can then be used to support prioritizing data sources for inclusion in your calculation.

| Variable | Description |
|-------------------|---|
| Variable name | Name of the variable as found in the original source |
| Variable category | Actual income component the variable refers to |
| Region | Region to which the data point refers to; can be a region, a country, a district... |
| Crop/sector | Crop/sector to which the data point refers to |
| Year | Year to which the data point refers to |
| Unit | Measurement unit in which the data point is expressed |
| Value | Raw data point as found in the original source |
| Comments | Use this column for any reasoning and information that is not in other columns, e.g. calculation or measurement approach, scope of the original study, limitations of the study |
| Citation | Direct copy of the sentence in the report, page number and/or table number |
| Source name | Author and title of source |
| Source type | Type of source, e.g. peer-reviewed study, international database, national statistics |
| Source link | Link to web page where the source can be found |

An example of how to fill out a table like the one presented on this slide can be found on **p31** of [‘Estimating farmer household income’](#).

What secondary data sources should I consider?

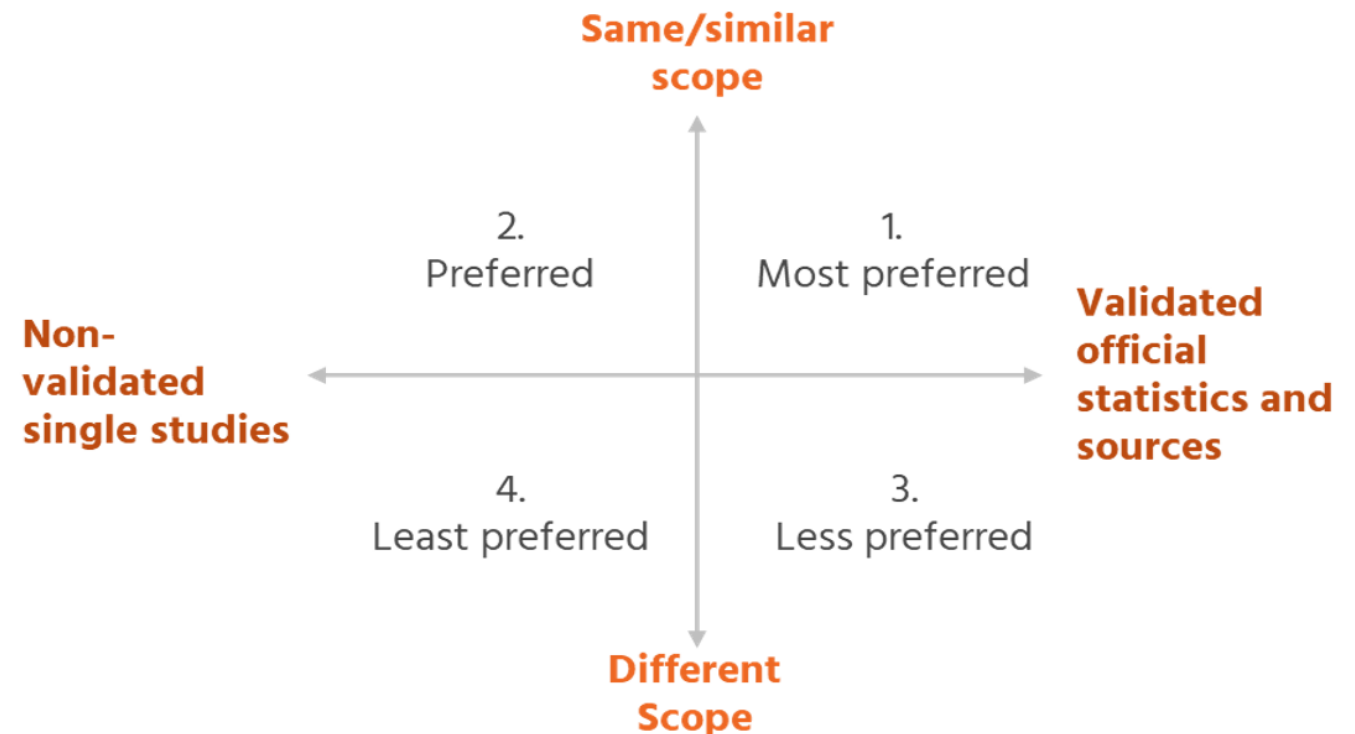
- **International databases:** Database compiling large amounts of data for different countries and regions and commodities. *E.g. FAOstat, ILOstat and World Bank.*
- **Sector reports:** Reports conducted by research institutes on a specific matter in a sector. *E.g. Cocoa Barometer.*
- **National statistics:** Statistics compiled by national governments. *E.g. Uganda Bureau of Statistics.*
- **Household surveys:** Statistics compiled by national governments and research institutes and the underlying data of sector reports on household characteristics. *E.g. Ghana Living Standards Survey.*
- **Academic studies:** Research conducted by academia on specific issues in a given sector, as well as the underlying data, generally published in renowned journals. *E.g. Journal of Rural Studies.*
- **Company data:** Statistics compiled at company level. *Several companies collect data in-house on the farmer income variables of their key producers.*
- **Certification schemes:** Statistics compiled by certification schemes on their key producers. Several certification organizations collect data on a regular basis on the farmer income variables of their key producers. *E.g. Fairtrade International or the Rainforest Alliance.*
- **Other studies:** Any source that does not fall in the categories defined above. *This includes, amongst others, the data collected by first buyers and program implementers.*

The benefits and limitations of these different data sources and a full framework that ranks them by their relevance to the different elements of actual income can be found on **p17 and 18** of [‘Estimating farmer household income’](#).

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How do I choose the most appropriate data sources? (1)

- A **data hierarchy can be used to prioritize and select data sources** from an identified pool.
- You should **prioritise sources** based on their **relevance to your scope/ context** and **their credibility** (i.e. whether, and how, they have been validated).
- **Scope includes year, country / region and primary crop.** Depending on your use case, ensuring data **scope relevance will be more important for some variables** than others (e.g. matching years is important for yield data but less so for land size).
- **Generally, validated studies or official statistics have preference over non-validated single studies.** Treat any statistics with care however. There is also a trade-off, between how robust some results are vs. how applicable they are in a certain setting.



How do I select the most appropriate data sources? (2)

To assess the relevance of data sources to **your scope and context**, include the following **data characteristics** in your **data hierarchy**:

- **Year** - Is the secondary data from a different year?
- **Country** - Is the secondary data about a different country?
- **Producer type** - Are producers referred to in the source the same? (e.g. plantations vs. smallholder)
- **Agricultural sector** - Is the sector of the study an agricultural sector? (e.g. national average for agriculture instead of coffee?)
- **Certification status** - Is the data about certified farmers? (e.g. Fairtrade instead of sector)

If the preferred data point from the data hierarchy is not available, the user should always **use the most conservative estimate** – i.e. the source that provides the lowest contribution to household income.

A framework that ranks these secondary data source characteristics against their relevance for providing data on different elements of actual income can be found on **p20** of [‘Estimating farmer household income’](#).



How do I calculate and model results?

- Once you have a good overview of the potential data sources, the next step is to build the calculation framework.
- **The specifics of the calculation framework are going to depend on your [income and gap measurement use case](#).** This dictates what income elements you will have sourced data for and how you bring those elements together.
- The Living Income Community of Practice has developed specific calculation frameworks for the two use cases previously described – ‘**a one time estimate of the gap**’ and ‘**monitoring progress towards closing the gap**’.
- An example framework for calculating and modeling ‘a one time estimate of the gap’ can be seen on the next slide. **For full details and guidance on calculating these use cases see ‘[Estimating farmer household income](#)’**



Example: Calculation framework for a one-time gap estimate

Read as steps from the top down

H – High M – Medium L - Low

| ID | Variable | Calculation | Granularity | Availability | Suggested approach |
|----|---|--------------------------|-------------|--------------|--|
| 1 | Farm area (main crop) | | M | H | Source directly |
| 2 | Yield (main crop) | | H | H | Source directly |
| 3 | Price (main crop) | | H | H | Source directly |
| 4 | Production value (main crop) | 1 * 2 * 3 | | L | Farm area (main crop) * Yield (main crop) * Price (main crop) |
| 5 | Variable costs (main crop) | | M | M/L | Source directly (if available) |
| 6 | Labour available in household | | M | H/M | Source directly |
| 7 | Required labour | | | L | Farm area * Labour intensity * (Yield / Farm area) |
| 8 | Labour costs | (7 – 6) * 13 | | L | (Required labour – labour available in household) * Average wage |
| 9 | Gross profit (main crop) | 4 - 5 | | L | Production value (main crop) – Variable costs (main crop) |
| 10 | % farm income net of variable costs (other sources) | | L | M/L | Source directly (if available) |
| 11 | Fixed costs (total) | | L | L | Source directly (if available) |
| 12 | Net farm-income (total) | (9 / 10) - 11 | | L | Gross profit (main crop) / % farm income net of variable costs (other sources) – Fixed costs (total) |
| 13 | Average wage | | M | H | Source directly |
| 14 | Labour participation rate | | L | M | Source directly |
| 15 | Net off-farm labour income | (7 – 6) * 13 * 14 | L | L | Net off-farm labour income = (Required labour – labour available in household) * Average wage * Labour participation rate |
| 16 | Other income (non-farm, non-labour) | | L | M/L | Source directly, if available |
| 17 | Total farmer income | 12 + 14 + 16 | | L | Net farm-income (total) + Net off-farm labour income + Other income |

END

For more information and access to all guidance materials visit:

www.living-income.com

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Email specific questions to:

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