



I. Living Income Benchmark

II. Actual Income

III. Closing the gap



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INTRODUCTION

The goal:

By 2020 Heifer International will have helped 4 million households in the places where we work-who currently experience extreme hunger and poverty- secure annual living income that takes them out of poverty to resilient, self-reliant lives



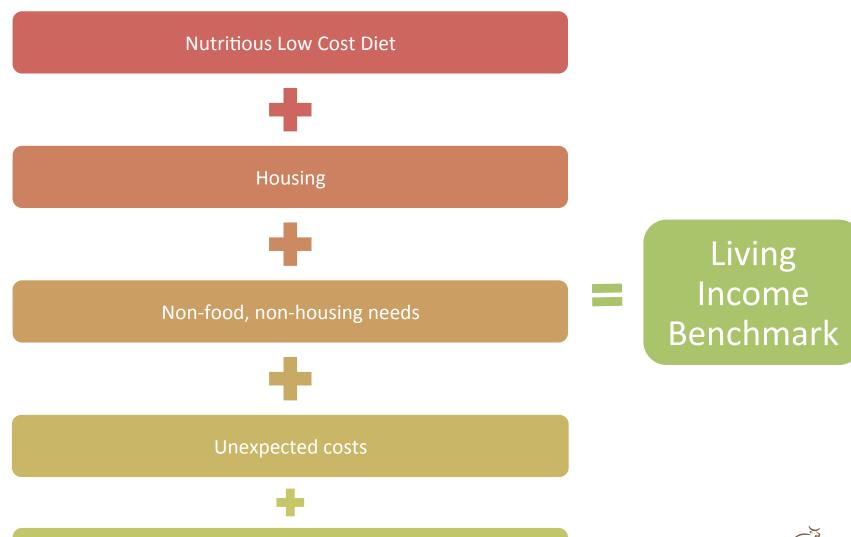
INTRODUCTION

• Living Income: A living income is all the income of a household earned/generated or transferred whether cash or in-kind, sufficient to enable all members of the household to afford a decent standard of living.

Attributes of decent standard of living include a nutritious diet, housing, education, health care, transport, clothing, communication provision for unexpected events and external support.



LIVING INCOME BENCHMARK



Family support



I. Living Income Benchmark update

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ACTUAL INCOME

Monitoring actual income to identify the households' economic capacity to access the standards of living determined by Living Income benchmark



ACTUAL INCOME

On-farm



Off-farm



Actual Income



Net income cash crops

Self-produced/consumed crops

Net income livestock & byproducts

Self-produced/consumed livestock & byproducts



Net income from off-farm business and retail activities

Wage and salaries

Capital gains

Dividends

Transfers



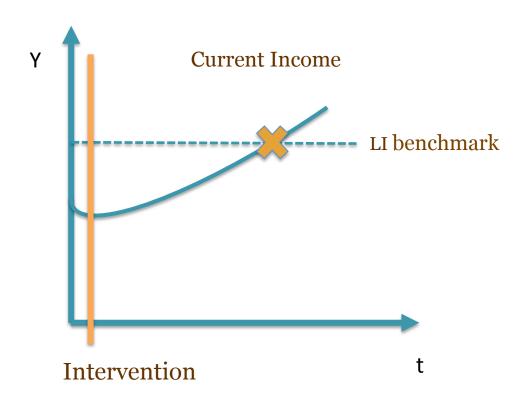
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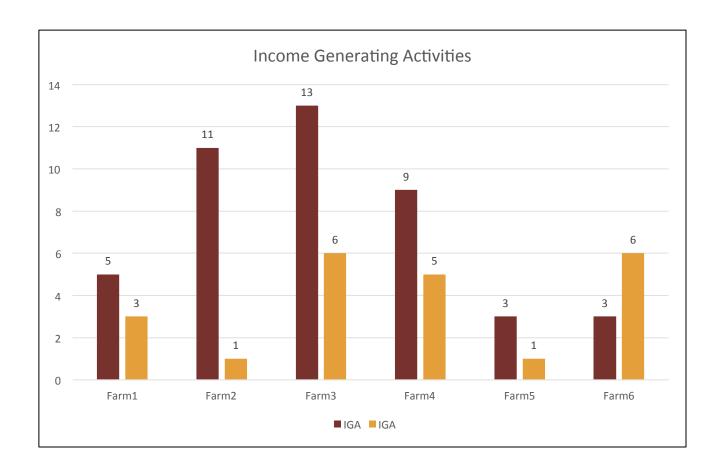


CLOSING THE GAP



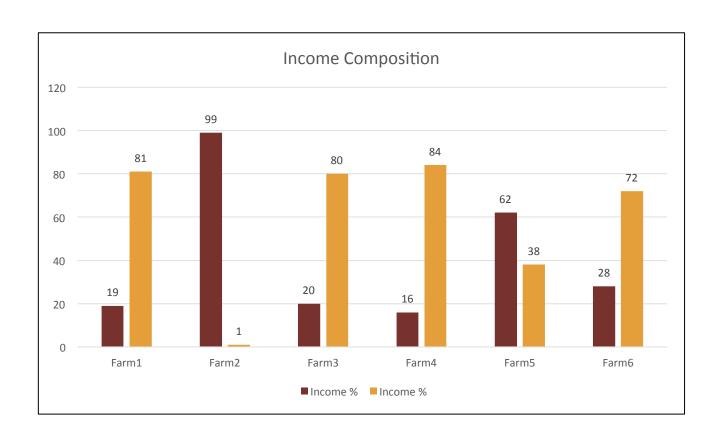


CASE STUDY



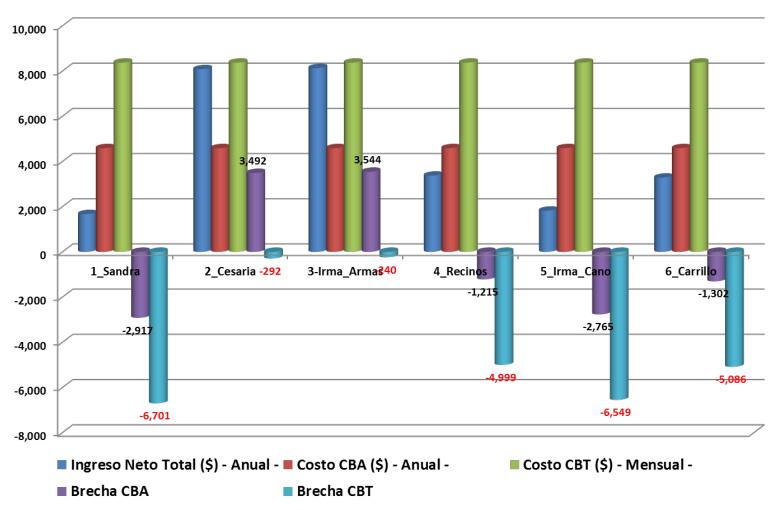


CLOSING THE GAP





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CASE STUDY

PRODUCTS/SERVICES Current New **Growing Profits (GP)** Value Addition (VC) Commercial AFS Transportation Current **Diversification of Production** De-husking (Café Oro) Access to Capital Sorting and Grading Technical Assistance Coffee Concentrate **Business Approach** MARKETS **Low Risk Medium Risk** Moving-up the Value Chain MSMEs/Alternative Income Large Buyers **Poultry Food Processing** Regional Buyers Importers Apiculture/Honey Industrial Processors **General Stores Medium Risk High Risk**



LIVING INCOME & ACTUAL INCOME

