

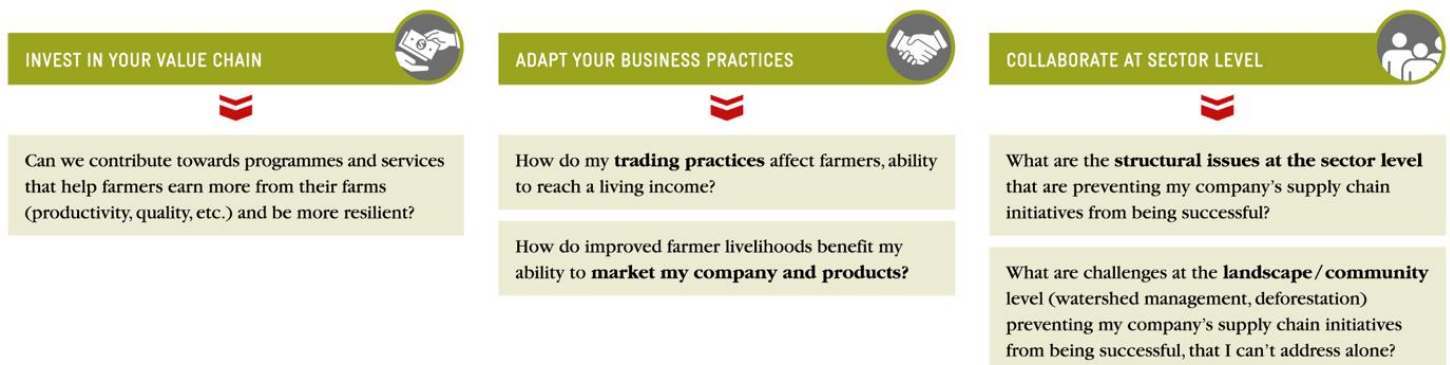
The Living Income Community of Practice

Collectively building pathways to living income through common tools and global exchange

16 KEY FACTORS FOR SUCCESSFUL PRIVATE SECTOR LIVING INCOME PROGRAMMES

A version of this document was published in 2023 as part of the [Living Income Workshop](#) focused on the cocoa sector that took place in Abidjan, Côte d'Ivoire. It originally served as a summary of the learnings/insights obtained from that event in coordination with the [workshop brief](#). In 2024, we edited the following list of 16 factors to serve the goals of the cross-sector learnings of the Living Income Community of Practice. For more guidance on creating a living income strategy, please visit the Living Income Community of Practice [private sector toolkit](#).

Three pathways for interventions:



Invest in your value chain

1. Producer Organizations front-and-centre as a primary agent for living income impact for smallholder farming communities.
2. Skilled and available farm labour for producers to implement good agricultural practices without resulting in unintended consequences such as increased child labour. Training and professionalizing labour can increase producers' yields and incomes.
3. Detailed data on farming households to understand their specific barriers to achieving a living income and support programs accordingly. Ensure producers have access to and an understanding of their farm-level data to enable better farm management.

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4. High-quality field staff to ensure tailored services reach producers and motivate practice adoption.
5. Diversified on and off farm income sources for producers. Entrepreneurship training, market-led activities, and supporting small businesses both on and off farms can help enhance household incomes.
6. Producer support to adopt regenerative, climate-smart practices (e.g., agroforestry, cover cropping, no till, etc.) to mitigate and adapt to climate change.
7. Monitoring and evaluation of the impact of living income initiatives to improve program implementation, scale up successful practices, and secure future funding.

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, producer organizations, and producers.
9. Financing and support for producer organizations, 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 (e.g., infrastructure, education, health, etc.).
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 producers and producer organizations 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.