



USAID | **ACCESO**
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SUCCESS STORY

High-quality Crops Increase Incomes

With improved market access and technical support in production systems, small-scale farmers are making more money



Photo by Fintrac Inc.

Marco Tulio Chacón is seeing significant increases in income after incorporating cucumber crops into his small farm. With help from USAID-ACCESO, Chacón is learning how to maximize quality and yields and is gaining access to new more profitable markets. "Market security is key to improving profits in agriculture," he said.

"It's a big challenge to develop a planting program, especially with small-scale farmers, but we are already seeing impressive results."

Yovany Cuestas
Technical Advisor

After participating in a recent community meeting held by USAID-ACCESO, Marco Tulio Chacón and his family decided to join the project's planting program. Chacón, a small-scale producer of corn, beans, and coffee in Santa Barabara, Honduras, said he struggled with the decision, but ultimately decided the risk would be worth the reward.

"It was not an easy decision because we did not know the technician, but the market security [offered by the project] was very attractive," said Chacón.

USAID-ACCESO, a multi-year initiative funded by the United States Agency for International Development, is focusing on increasing yields and incomes through improved production practices and more access to fair and profitable markets.

USAID-ACCESO has established a partnership with the Cooperativa Agrícola Esfuerzo Occidental Limitada (CAEOL), and together they are working to establish agreements with supermarket chains located in major Honduran cities.

Through this partnership, USAID-ACCESO has established a group of cucumber growers that included 23 households on 1.84 hectares from August to December. These farmers are serving as models for other local growers, using their farms to showcase good agricultural practices and demonstrate the income potential associated with high-value crops.

As a result of the demonstration plots, the project plans to extend its planting program to three additional municipalities in 2012. They will work with 45 households on 4.6 hectares, with an estimated weekly cucumber production of 13,636 kilograms.

The success of the project's agriculture component depends on good crop management, which includes compliance with the volume and quality standards set by the markets. Project staff help the farmers negotiate terms with the buyers, ensuring a fair transaction on both ends.

Thanks to better buyer agreements and quality crops, farmers are seeing significant increases in income. The first three participants to harvest their improved plots reported earnings ranging from US\$645 to US\$1,789. The farmers are now diversifying their farms, adding other high-value crops such as green beans and onions, and further increasing their income potential.

Head of Household	Hectares	Yield (Kg)	Earnings (US\$)
Marco Tulio Chacón	0.12	16,545	\$1,789
Israel Moran	0.08	8,864	\$881
Mario Orellana	0.04	500	\$645