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ACHMENT B

PROGRAM DESCRIPTION

A PROPOSAL TO UNDERTAKE
A QUANTITATIVE ANALYSIS
OF THE AKUAFO CHEQUE SYSTEM

Submitted by

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ABSTRACT

THE AKUAFO CHEQUE SYSTEM

The proposed study is an empirical investigation of savings behavior in rural Ghana. The research will evaluate a program introduced in 1982 (the Akuafo Cheque System) with the purpose of paying for cocoa purchases from farmers with government printed checks instead of cash and/or government chits. Among the stated aims of the program were: (1) the introduction of banking into the rural communities; and (2) to induce more savings among cocoa farmers.

The study is based upon data derived from personal interviews with approximately 2,200 cocoa farmers. In statistically selecting the sample and in conducting the interviews, the entire research apparatus of the Ghana Cocoa Marketing Board was utilized. The data is presently in the United States with the principal investigators.

The principal investigators will examine three major issues: (1) Find out to what extent the system has been accepted by farmers and what explains the different responses by farmers; (2) Investigate whether there are discernible differences in the saving habits of the farmers after the introduction of the check system and construct a model to explain the different responses; and (3) Based upon the results of 1 and 2 above, policy suggestions concerning the operation of the Akuafo Cheque System will be made.

The investigators will use state of the art multivariate statistical techniques to examine these issues. For example, estimation techniques such as multivariate probit will be used.

This proposed study as stated by one of the reviewers, "is of unquestioned importance." Capital accumulation is an essential ingredient needed to promote economic growth. One way this can occur is through

individual savings. This proposed study will examine a unique program initiated in rural Ghana to see if savings, either actual or proposed, did increase.

INTRODUCTION

Concern for famine, malnutrition, and overpopulation have led governments and international donor agencies to put greater emphasis on increasing the productivity of the agricultural sector in the less developed countries. Such emphasis is justified on the grounds that the rural sector has not only to produce enough food to feed itself but also to feed the large growing urban sectors in most of these countries. For the agricultural sector to be productive, problems inherent within that system must be investigated and researched. This being the case, the allocative process has become one of the salient issues facing planners in the developing countries. Namely how do you account for the effectiveness of any program when that program lacks the necessary profit ingredient as a yardstick to measure effectiveness or benefits. This concern highlights a real need for sound evaluation procedures.

A second major concern in developing countries is the importance of individual savings for a countries economic growth. Much less is known about the process of how to induce individuals to save. This is especially true for the developing world. The study that we propose, as

such, is of considerable value. First, we examine an experiment implemented in a developing country with the intent of encouraging rural farmers to save more of their income. Moreover, this savings is to take place within a formal financial institution. Second, we investigate the behavior, and problems associated with the introduction of a new method for handling finances into a rural environment. The section that follows gives a brief discussion of the background and data to be used in the proposed study.

BACKGROUND INFORMATION

Rural Banking System

Around 1974, the Government of Ghana initiated a program of establishing rural banks in the country. The rationale was to extend, into the rural communities, the banking system which had hitherto been confined to the urban areas. These banks were to be locally owned with the start-up capital contributed by private individuals within the community. The government was to help with set-up services. At least 50 rural banks were in existence by 1981. The system had been introduced with the hope that the private commercial banks in the country would be encouraged to open more branches in the rural areas.

It was within this atmosphere that the government introduced the cheque system. As part of the program, the government decided that the private commercial banks set up rural divisions within their system and establish rural branches. The goal was to establish one rural bank within

a radius of every 25 miles. This was to make the rural banks more accessible to the farmers. Where the goal was not reached a mobile rural banking unit was set up to take banking to the people.

The Akuafo Cheque System

The Akuafo Cheque (check) system was introduced at the beginning of cocoa season in 1982 with the purpose of paying for the cocoa purchases from farmers with government printed checks instead of cash and/or government chits. Previously, cocoa farmers were paid by cash on the spot or by chits which were government I. O. U.'s. The I. O. U.'s presented a problem for the farmers. Because of slow redemption of the I. O. U.'s, lack of liquidity became a big problem. The result was discouragement and therefore the abandonment of cocoa farming. It was within this framework that the cheque system was introduced. The aim was to:

- I. Introduce banking into the rural communities.
- II. Induce savings among the cocoa farmers.
- III. Have better control of money supply in the economy.

As part of the program, every cocoa farmer was encouraged to have a passbook savings account number, without which a farmer could not cash his/her check.

Justification for the Study

To what extent the cheque system was adopted by the farmers was the focus of a survey of 2200 cocoa farmers by members of the present research team. The general purpose of

our study is to analyze the data collected on the Akuafu Cheque System.

Specifically, this study seeks to: 1) Find, to what extent the system has been accepted by farmers and to statistically model different responses by farmers. 2) Find if there are discernible differences in the saving habits of the farmers after the introduction of the cheque system and again try to model the different responses. 3) Finally, this study will try to arrive at some policy suggestions as to how the Akuafu cheque system can be improved.

Data Description

Cocoa production is a matter of critical importance to the economy of Ghana. For instance, of the 1,511 thousand metric tons of cocoa beans produced in 1974 - 75, Ghana produced about 350 thousand metric tons, representing about 26 percent of the total world tonnage (Gill and Dufus, 1978). The importance of the crop stems from the fact that it accounts for about 62 percent of foreign exchange earnings and 33 percent of the Gross Domestic Products in Ghana. Besides, it directly affects about 3 million farmers and indirectly the lives of every Ghanaian.

In spite of the fact that cocoa features prominently in the economic sustenance of the country, production in Ghana has been declining. The forecast and projections give gloomy assessment of production trends in Ghana and with it, decline in government revenues. The implications for such a decline in the revenues without a compensating increase in other exports (as it is with oil exports in Nigeria) is reduction in the economic growth of the country.

Cocoa is grown by an estimated two million farmers scattered in six out of the ten regions of the country. The farmers are loosely organized into 3,000 cooperative societies. The organization of the societies is purely voluntary, though almost all cocoa farmers belong to at least one society. Depending on the size of the town, there is at least one society per town. In the bigger towns, it is not uncommon to find more than three societies.

The data used in the study were derived from personal interviews with the cocoa farmers by enumerators specifically trained for the project. In conducting the interviews, the entire research apparatus of the Ghana Cocoa Marketing Board was utilized. The enumerators were drawn from 600 senior agricultural extensions officers, trained for one week on the sampling techniques and interviewing procedures. They were then tested. The top 20 percent (120) were then selected to be enumerators for the project.

The entire cocoa population was stratified into regions, each regional stratum representing its proportional distribution in the nation. For example, Ashanti region accounts for 20 percent of the entire cocoa production in Ghana and has about 600 of the 3,000 cocoa societies. As such this was reflected in the stratification of the sample. The regional strata were further stratified by towns, each stratum reflecting the regional distribution of the towns as well as farmers. Finally, a random selection of 2,200 farmers were selected, the number from each strata reflects the regional as well as the national distribution of cocoa farmers.

Instrumentation

The questionnaire was drawn after careful and rigorous review of related literature and similar studies from the World Bank, FAO and other international organizations. The questions drawn were analyzed and translated into three of the six major ethnic language in Ghana. The questions covered a broad area, dealing with the adoption of the cheque system, the savings habits, farm practices and marketing strategies, of these farmers. The instruments were then pretested for there content validty.

Empirical Work

The proposed empirical work will encompass two major areas:

- 1) An evaluation of how well the present checking system operates.
- 2) An examination of the savings behavior of rural farmers. To illustrate the types of analysis that will be persued, three specific questions to be investigated are discussed. First, the more general question of what differentiates those that had a savings account versus those that did not prior to the Akuafo Cheque system is examined. To investigate this issue question 4 in section one of the questionnaire is used. This question can be coded as (1) if had a bank account and (2) if did not. Since this is a binary dependent variable ordinary least squares is not the appropriate estimation technique. This is a result of the well known fact that the error term is heteroscedastic; i.e., the variance of the error term is not constant for all observations. Consequently, the classical statistical tests can not be applied to the estimated parameters.

A simple two-variable model can show this case. We define an equation

$$Y_i = bX_i + e_i$$

where Y_i is the dependent variable. It takes on two numbers 0 or 1.

X_i is the independent variable and e_i is the error term. If we rearrange terms we get

$$e_i = y_i - bX_i \quad i = 1, 2, \dots, n.$$

$$\text{When } y_i = 0 \quad e_i = -bX_i \quad y_i = 1$$

$e_i = (1 - bX_i)$. Since $E(e_i) = 0$ the expectation of e_i can be written as

$$\begin{aligned} E(e_i) &= \sum e_i f(e_i) \\ &= -bX_i (1 - bX_i) + (1 - bX_i)bX_i \\ &= 0 \end{aligned}$$

The variance of e_i can be expressed as

$$\begin{aligned} V(e_i) &= \sum (e_i)^2 f(e_i) \\ &= (-bX_i)^2 (1 - bX_i) + (1 - bX_i)^2 (bX_i) \\ &= (bX_i) (1 - bX_i) \\ &= EY_i (1 - EY_i) \end{aligned}$$

Thus, the variance of the error term is not a constant but varies with the dependent variable Y_i .

A number of solutions have been proposed to solve this problem. The various estimation techniques are now a standard part of the econometricians tool kit. One approach is to recognize that the object of the analysis is a probability and is confined to the interval from zero to one. A monotonic transformation is applied to the probability. In this instance, we propose to use the probit transformation. This transformation is based upon the cumulative density function of the standardized normal distribution.

The independent variables are level of education. Six binary independent variables will be created for each education level. The excluded category will be the category - more than secondary school. Binary independent variables will also be created for age group and marital status. As age increases holding education constant, we might expect the probability of a person having a savings account to increase. Single individuals relative to married persons are hypothesized to be less likely to have an account. Other independent variables will be number of children, number of employees, number of employees that are family relatives, size of farm (acres) and variables such as do you listen to a radio, and do you read any newspapers. Second, working with the sample of people that did not have a bank account before the Akuafo Cheque System, we will inquire into the factors that influenced their savings behavior. Isolating individual and farm specific effects, one question is whether differences in treatment by the banking system both actual and perceived had any effect on savings behavior. This analysis begins to get at the issue of how the rural banking system and the Akuafo Cheque System can be improved to promote more savings. The dependent variable is from question 17 section III of the questionnaire. This particular question asks how much money individuals saved in their Akuafo Cheque savings account. The independent variables are miles from district bank to house; various indicators of experience with the bank such as perceived attitude and behavior of the bank clerks where cashed cheques; whether the individual has an understanding of the benefits

from the Akuafo cheque system; personal characteristics such as age, education level; indicators of a certain level of sophistication that might be thought of as positively related to increased savings. For example, whether you frequently read a newspaper. Finally, various indicators of financial stability and wealth.

A major issue to be investigated is whether the Akuafo cheque system did encourage more savings. For example, question 41 in section IV of the questionnaire explicitly asks whether the experience with the Akuafo cheque system will induce more savings next year, and by what percent. The responses can vary from (none-zero) to over 70 percent. What we want to understand is why this dispersion. The most basic methodology to investigate this question is a simple frequency distribution of the responses. However, this simple model does not control for factors that are correlated with the implicit independent variables, (positive and negative experiences with the Akuafo cheque system), and other variables such as wealth, and education that might also affect savings behavior. Consequently, multivariate regression analysis will be used. A few of the proposed independent variables are: 1) whether the individual had a savings account before the Akuafo cheque system was started. Some individuals might have a greater propensity for saving than others, it is important to control for this difference if we want an unbiased estimate of the effect of the Akuafo cheque system. Moreover, this propensity might not be captured by the other independent variables used to capture individual specific effects. Other independent variables might include, distance to district bank, number of Akuafo cheques farmers have thus far received, frequency with which longest

time encountered in cashing Akuafu cheques has occurred, individual demographic characteristics such as age, marital status, education, number of children, and various proxies for wealth. This particular regression equation will also be estimated with an additional independent variable that explicitly queries individuals as to their satisfaction with the operation of the Akuafu cheque system. Holding all the previously mentioned independent variables constant, if satisfaction level with the Akuafu cheque system has an effect that is statistically significant, the determinants of this satisfaction will also be investigated.

The study we propose will assist in our efforts to understand the savings behavior of rural farmers in developing countries. The implications from this proposed study, however, extend beyond a mere intellectual curiosity. Capital accumulation is an essential ingredient needed to promote economic growth. One way this can occur is through individual savings. The study that we propose will examine a unique program initiated in rural Ghana, to see if savings, either actual or proposed did increase. Moreover, we specifically focus on whether any of this increase could be attributable to this program. If this is true, perhaps the Akuafu cheque model or a variant can be introduced into appropriate rural environments in other developing countries.

14. Far to you - your bank?
- Too far () Far
- () Neither far/close () Close
- () Very close

15. Which of the following best describes the attitude and behaviour of the bank clerks where you cash cheque(s). Indicate x for each item.

	<u>Strongly agree</u>	<u>Agree</u>	<u>Neither agree/disagree</u>	<u>Disagree</u>	<u>Strongly disagree</u>
a. They are courteous	()	()	()	()	()
b. They are helpful	()	()	()	()	()
c. They come to office regular and promptly	()	()	()	()	()
d. They process cheques promptly	()	()	()	()	()
e. They are trustworthy	()	()	()	()	()

SECTION III

BANKING HABITS, SAVINGS/INVESTMENTS PREFERENCES

16. Which of the following reasons explain why you withdraw all or part of the value of your Akuafo cheques?

	<u>Very Important</u>	<u>Important</u>	<u>Neither Important/Unimportant</u>	<u>Unimportant</u>	<u>Most Unimportant</u>
a. Recent freezing of individual large bank balances	()	()	()	()	()
b. To meet living expenses	()	()	()	()	()
c. To meet unpaid expenses (accumulated)	()	()	()	()	()
d. To save on the house	()	()	()	()	()
e. Fear of being vetted in future	()	()	()	()	()
f. To avoid inconvenience of visiting the bank each time I need money	()	()	()	()	()
g. To pay off loan	()	()	()	()	()
h. To invest in other forms of assets (Please specify)	()	()	()	()	()
i. Other (Please specify)	()	()	()	()	()

17. Approximately how much money do you have in your Akuafo Cheque savings account. What proportion is this out of the total income you have so far received from this year's sales?

Amount.....Proportion

- | | |
|---------------|---------------|
| () 0% | () 26 - 30 % |
| () 1 - 5 % | () 31 - 40 % |
| () 6 - 10 % | () 41 - 50 % |
| () 11 - 15 % | () 51 - 60 % |
| () 16 - 20 % | () 61 - 70 % |
| () 21 - 25 % | () Over 70 % |

18. Which of the following reasons best explain why you have the amount proportion of your income saved in your Akuafo cheque savings account.
- Security of leaving money in bank
 - Interest to be earned from saving money
 - Possibility of losing arising out of demonetization (Changing currency for lower amounts) if money is taken out of savings account.
 - Others (Specify)

19. In light of your experiences with the Akuafo Cheque system, how willing are you to use any of the following banking services? (Please indicate with X as many as are applicable).

	<u>Most Willing</u>	<u>Willing</u>	<u>Neither Willing/Unwilling</u>	<u>Unwilling</u>	<u>Most Unwilling</u>
Bank loans	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Savings Account	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Safety deposits (If available for valuables)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Use of bank for money transfers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

20. Cocoa income/revenues that are not used to meet expenses may be saved or invested in several forms. During the past 5 years or so in which of the following forms have you saved or invested your surplus cocoa income. (Please indicate with X as many as are applicable).

- Saved with a bank
- Kept cash at home
- Invested in my cocoa farm
- Saved with a cooperative Society (Credit Union)
- Invested in other assets (such as land, transport, building, etc.) (Please specify)
- Lent to others

21. Several factors may influence whether you saved or will save in the form of cash or invest in Real Assets (eg. farms, building, etc).

A. For savings in the form of cash either at home or with bank, which of the following factors influence your preference?

	<u>Very Important</u>	<u>Important</u>	<u>Neither Important/Unimportant</u>	<u>Important</u>	<u>Most Unimportant</u>
a. Ease of conversion to forms of spending	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
b. Income earning potential (Answer for bank only)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	<u>Very Important</u>	<u>Important</u>	<u>Neither Important/ Unimportant</u>	<u>Unim- portant</u>	<u>Most Unim- portant</u>
c. Confidence in and familiarity with the saving medium	()	()	()	()	()
d. Inflation (possibility of reduction in the value of money as a result of high prices in the economy)...	()	()	()	()	()

(B) For investments in the form of Real Assets, please indicate which of the following factors influence your preference.

	<u>Very Important</u>	<u>Important</u>	<u>Neither Important/ Unimportant</u>	<u>Unim- portant</u>	<u>Most Unim- portant</u>
a. Income earning potential	()	()	()	()	()
b. Confidence in and familiarity with investment medium	()	()	()	()	()
c. Ease of conversion to forms of spending	()	()	()	()	()
d. Inflation (possibility of increases in the value of assets as a result of high prices in the economy)	()	()	()	()	()

2. There are several sources of funds available for expanding your cocoa farms. Which of the following sources would you use and to what extent would you like them?

	<u>Would strongly like</u>	<u>Would Like</u>	<u>Would neither like/ dislike</u>	<u>Would dislike</u>	<u>Would most dislike</u>
a. Own Savings	()	()	()	()	()
b. Money Lenders	()	()	()	()	()
c. Relatives	()	()	()	()	()
d. Friends	()	()	()	()	()
e. Banks	()	()	()	()	()
f. Sale of Assets	()	()	()	()	()
g. Coöperative Credit Union	()	()	()	()	()
h. Other sources (Please specify)	()	()	()	()	()

23. For each of the sources of funds for farm expansion below, please indicate which factors determine whether or not you use it. (Indicate with X as many as are applicable for each source of fund).

.....
 R E A S O N S

SOURCE OF FUNDS	<u>Availa- bility</u>	<u>Conve- nience</u>	<u>Repay- ment terms</u>	<u>Wing proce- dure</u>	<u>Interest Charges</u>	<u>Colla- teral or Security</u>	<u>Indepen- cance/not having to rely on others</u>
a. Own Sav- ings		()	()	()	()	()	()
b. Money Lenders		()	()	()	()	()	()
c. Relatives		()	()	()	()	()	()
d. Banks		()	()	()	()	()	()
e. Cooperative Credit Union		()	()	()	()	()	()
f. Friends		()	()	()	()	()	()
g. Other		()	()	()	()	()	()
h. Other		()	()	()	()	()	()

SECTION IV

24. What is the distance from your largest farm to the nearest buying centre?
 miles/yards.

25. How convenient to you are the working hours of the secretary-receiver/pur-
 chasing officer and the treasurer to whom you sell your produce?

- () Very convenient
- () Convenient
- () Neither convenient/inconvenient
- () Inconvenient
- () Very inconvenient

26. Which working hours for the purchasing clerk and the treasurer would you prefer?

PURCHASING CLERK

- () 6.00 a.m. - 8.00 a.m.
- () 8.00 a.m. -12.00 noon
- () 8.00 a.m. - 3.00 p.m.
- () 3.00 p.m. - 6.00 p.m.

TREASURER

- () 6.00 a.m. - 8.00 a.m.
- () 8.00 a.m. -12.00 noon
- () 8.00 a.m. - 3.00 p.m.
- () 3.00 p.m. - 6.00 p.m.

17. How do you describe the attendance record of the purchasing clerk during the hours he is expected to be at work?
- () Very dependable - shows up most regularly and promptly.
 - () Dependable - shows up quite regularly and promptly.
 - () Neither dependable/undependable - He is as absent and late as he is present and on time.
 - () Undependable - frequently late and shows up at no particular time.
 - () Very undependable - usually late and comes to work at very irregular hours.

28. (a) Approximately how long did it take on the average to receive your Akuafo cheque after you had weighed your produce?

.....Days/Hours

(b) Indicate how satisfied you are with this length of time.

- () Very satisfied
- () Satisfied
- () Neither satisfied/dissatisfied
- () Dissatisfied
- () Very dissatisfied.

29. Please indicate the extent to which the following best describe the attitude and behaviour of the purchasing clerks from whom you receive your cheque.

	<u>Strongly</u> <u>agree</u>	<u>agree</u>	<u>Neither</u> <u>agree/</u> <u>disagree</u>	<u>Disagree</u>	<u>Strongly</u> <u>disagree</u>
a. They are courteous	()	()	()	()	()
b. They are businesslike	()	()	()	()	()
c. They are prompt	()	()	()	()	()
d. They are helpful	()	()	()	()	()
e. They are patient	()	()	()	()	()
f. They are trustworthy	()	()	()	()	()

30. Please provide any other comments you may have on the purchasing clerks.

.....

.....

.....

.....

SECTION V

HOW YOU USE RADIO, NEWSPAPERS ETC

31. (a) Do you have a radio which works in your home?
 Yes No
- (b) Do you listen to someone else's radio?
 Yes No
- (c) How often do you listen to the radio?
 Everyday Once a Week Never before
 About 3 days a Week Once a Month
32. (a) Do you read any Ghanaian Newspapers?
 Yes No
(If Yes, then:)
- (b) Which newspaper(s) do you read often?
.....
- (c) How often do you read a newspaper?
 Everyday Once a Month
 A few days a Week Never
 Once a Week
33. (a) Do you have a television set which works in your home?
 Yes No
- (b) Do you watch somebody else's television?
 Yes No
(If Yes to either question 33(a) or 33(b), then:)
- (c) How often do you watch television?
 Everyday Once a Week Never before
 A few days a Week Once a Month
34. (a) Please indicate how you first heard about the Akuafo cheque system of cocoa payment (tick only one).
 Friends Newspapers
 Family Farmers Rally/Government Officials
 Travellers Extension Officers
 Radio Films
 Television Other (Specify
- (b) When did you first hear about the Akuafo cheque system?
Date:

(c) You spoke to another person(s) about the Akuafo cheque system?

() Yes

() No

(If Yes)

(d) Please indicate what work that person(s) does.

.....

35. How helpful were the following sources in your understanding of how the Akuafo cheque system works?

	<u>Very helpful</u>	<u>Helpful</u>	<u>Neither helpful/unhelpful</u>	<u>Unhelpful</u>	<u>Most unhelpful</u>
a. Friends	()	()	()	()	()
b. Family	()	()	()	()	()
c. Travellers	()	()	()	()	()
d. Radio	()	()	()	()	()
e. Television	()	()	()	()	()
f. Newspapers	()	()	()	()	()
g. Farmers Rally	()	()	()	()	()
h. Extension Officers	()	()	()	()	()
i. Other (specify)	()	()	()	()	()

36. Now, how helpful were the same sources in your understanding of the benefits of the Akuafo cheque system?

	<u>Very helpful</u>	<u>Helpful</u>	<u>Neither helpful/unhelpful</u>	<u>Unhelpful</u>	<u>Most unhelpful</u>
a. Friends	()	()	()	()	()
b. Family	()	()	()	()	()
c. Travellers	()	()	()	()	()
d. Radio	()	()	()	()	()
e. Newspapers	()	()	()	()	()
f. Television	()	()	()	()	()
g. Farmers Rally/ Government official	()	()	()	()	()
h. Films	()	()	()	()	()
i. Extension Officers	()	()	()	()	()
j. Other (specify)	()	()	()	()	()

SECTION VII

ABOUT YOUR FARM AND RELATED PROBLEMS

Finally, in this section, we would like to find out about your cocoa farm and related problems in maintaining.

43. Approximately, what is the size of your farm(s) from which you harvested cocoa this year.
- () Acres:
 - () Sales of cocoa so far this year in tons.....cedis
 - () Sales of cocoa last year in tons.....cedis
44. Please indicate:
- (a) Your level of formal education.
 - () None
 - () Some elementary school
 - () Completed elementary school
 - () Some secondary school
 - () Completed secondary school
 - () More than secondary school
 - (b) Your age group.
 - () Over 60 years
 - () Between 50 - 59 years
 - () Between 40 - 49 "
 - () Between 30 - 39 "
 - () Between 20 - 29 "
 - () Under 20 years.
 - (c) If you are married.
 - () Single
 - () Married
 - () Divorced
 - () Widowed
 - (d) How many children you have?
.....
 - (e) How many employees or assistants you maintain on your farm for at least one farm season?
.....
 - (f) How many of these employees are your family relatives; such as children, grandchildren, other dependants?
.....

52. How many acres IN ALL do you hope to replant within the next FOUR years?
53. For each of the other purposes listed below for which you might require outside financial assistance, indicate the source from which you would most prefer the assistance to come. (Mark X for one item only, where appropriate)

	Gov't GCMB <u>Grants</u>	Gov't GCMB <u>Loans</u>	Bank <u>Loans</u>	Money <u>Lenders</u>	<u>Friends</u>	<u>Rela- tives</u>
Meeting Living Expenses	()	()	()	()	()	()
Paying cost of children's education	()	()	()	()	()	()
Repaying outstanding debts	()	()	()	()	()	()
Rebuilding burnt house	()	()	()	()	()	()
Constructing destroyed sheds	()	()	()	()	()	()
Other (specify)						

54. Why do you NOT want to replant your destroyed cocoa farms?

(Mark X for as many as are applicable)

- () Desire to obtain quick returns associated with growing other crops.
- () Inadequate financial resources for replanting because of high magnitude of losses suffered from bushfires.
- () Low profitability of cocoa farming compared with other crops.
- () Difficulties and frustrations associated with getting labour and other inputs for maintaining cocoa farms.
- () Other (specify)
-

55. Please Indicate (Optional)

- (a) Your Name
- (b) Passbook Number.....

THANK YOU VERY MUCH FOR YOUR TIME AND HELP