GALS Coffee Livelihood Tool 2: Household Coffee Tree

Written by Linda Mayoux as part of Hivos, GALS@Scale project, September 2014. All resources and further details are available on www.galsatscale.net .

Why use this tool?

In many countries men as well as women report that women perform most of the work in coffee production - an estimated 70%. However because men own the land, and hence also the trees, they generally claim the income. Some men spend the income for the family and to improve production. However very many men (men themselves estimated 70% in communities in Uganda, Tanzania, Kenya and DRC) spend much of the income on alcohol, women in town or more wives. In some households men's expenditure on alcohol in one month is equal to the costs of the school fees for a term. Women have little incentive to invest in improving the coffee crop or coffee processing and prefer to spend their time on crops where they can have more control of the income. Both husbands and wives try to harvest coffee before the other, leading to volumes of unripe cherry being mixed into sales and hence very poor quality. Women who do most of the work have little incentive to invest in improving quality or increasing production. In some places like Kilimanjaro many people are moving out coffee to other activities -particularly activities where women or youth can retain control of income. Even where coffee is profitable companies have problems promoting best cultivation practices because of lack of unity in the household.

Household Coffee Tree from Upendu Group, Mbinga, Tanzania.

Indebtedness of any traders in the supply chain leads to further bulking up through mixing different qualities of coffee, undermining any incentives for farmers to improve quality. In coffee trader households men's luxury expenditure and lack of consultation between women and men seriously undermined the ability of households to save and hence for the traders to get out of debt relations with larger traders move up to higher levels of investment and income. Lack of transparency at all levels fuels corruption and leakage of resources in a vicious circle – where women as the main producers are the bottom of the chain.

What do you gain by using it

The aim of the household coffee tree is to help women and men to identify and plan what inputs are needed to increase coffee production, what the profits will be spent on to increase household assets, savings and wellbeing and how income will be reinvested in coffee production and/or other activities that can further strengthen the coffee-based household livelihood. It looks at how increased coffee incomes can make the household tree grow straight so that women and children as well as men benefit fully, building on can build on the Gender Balance Tree from GALS Phase 1, reinforcing men's as well as women's sense of responsibility for the family rather than personal expenditure. Household expenditure can then be planned and tracked, rather than being an unpredictable leakage of income. This then enables more reliable planning of resources available for

reinvestment in improving quality and quantity, thus also benefitting companies – building also on the discussions from the Challenge Action Tree for increasing incomes.

Who applies the tool and for whom?

The tool is used on an individual or household level. Any tools are most useful when details are put on and analysed carefully. This tool is therefore best used by people who have done the GALS Gender Balance Tree and so have an understanding of gender issues, drawing and analytical skills so they can go into details and quantification. But once learned it is easy for farmers and farm households to use themselves on their own and track how they are spending incomes from coffee in the household, and how far they are reinvesting and saving.

Individual household trees can also be shared within groups to compare strategies and how to increase success.

How does it work?

All GALS trees have five parts:

1. trunk representing the issue (in this case moving from current production to increased target production) and main people involved,
2. roots (in this case inputs of different types),
3. branches (in this case outputs or incomes and the way they are spent)
4. forces linking roots and branches (in this case reinvestment and savings)
5. fruits starting green in relation to an existing situation (blue)
6. tracking over time whether fruits turn red (ripe and achieved) or black (withered and dead)

This tree can be used as a very detailed analysis with calculation of existing inputs, costs and incomes and profits with investment. However the level of detail will depend on the existing levels of GALS drawing and analysis skill, and also coffee and arithmetical knowledge of the participant/s. Its main purpose is to identify at least some clear ways forward that will increase profits whilst also increasing gender balance. More educated participants or people with a lot of coffee experience are likely to need to put on a solid analysis with systematic colour-coding to identify things they do not already know. But if skill or confidence is low, some of the detailed calculation and colour-coding can be omitted so people are encouraged to use the tool and deepen understanding over time as they track progress.

Step 1: Trunk: what is the target production increase? Who is involved?

Put the household members in the middle of the trunk. Put women on one side and men on the other (in the same colour but different symbols).

At the bottom of the trunk put the current level of production and annual income from coffee last season (in blue). At the top of the trunk put your target production and anticipated income (in green) for next season (allowing as far as possible for market fluctuation in price).

Step 2: Roots: What inputs are needed

The household coffee tree has 3 roots:

- Left: current inputs to coffee production in the form of fixed assets (in blue with amounts of money where relevant). The most important assets should go at the top of the root.

- Right: current inputs to coffee production from other economic activities (in blue with amounts of money where relevant).
- Middle: human resource inputs to coffee in the form of labour of different family members and hired labour (in blue with amounts of money where relevant).
- Then where relevant put amounts needed for the targeted increased production in green.
- Brainstorm on possible sources of the added resources needed – apart from cross investment between roots - and mark these also on your roots. Identifying how you can bring in more resources will then increase the amount you will have available for reinvestment from the anticipated increased production.
- Have you included all the Good Practices from the Increasing coffee incomes Challenge Action Tree?
- Put the total costs needed for the new production, minus resources available from other sources, at the top of the trunk. Deduct this from the total anticipated income to calculate anticipated profit. (All in green).

Step 3: Branches: how will the income be spent?

The household coffee tree has 3 branches corresponding to each root:

- Middle – representing the main wellbeing purpose for increased incomes: Current expenditure on the household (in blue with amounts of money where relevant). From your anticipated profit, how much will you allocate for household needs like school fees, food etc. Maybe also put a couple of treats at the top for good performance if you achieve your target. (in green with amounts of money where relevant)
- Left: Current expenditure on fixed and rolling capital for coffee. From your input costs what will you cover? (in blue with amounts of money where relevant). From your anticipated profit, how much will you allocate? (in green with amounts of money where relevant)
- Right: Current expenditure on other livelihood activities that can support coffee. How much will you allocate to investment in your other livelihood activities? (in blue with amounts of money where relevant). From your anticipated profit, how much will you allocate? (in green with amounts of money where relevant)

Step 4: Fertilising the tree?

- When you add up the anticipated expenditures from all 3 branches do these add up to the vision total profit in the top middle of the trunk?
- Is there any possibility for savings? If so put the amounts in a savings box (current in blue, planned in green) on a linking line from the left or right branches to the roots to indicate circular 'fertilising'.
- For reinvestment? Put linking lines down from the branches to the roots to indicate circular 'fertilising' reinvestment. Current in blue, planned in green.

Step 5: Does our tree balance?

- Are women and men now both equally working? Bearing in mind also their contribution to unpaid household work? Ring any necessary changes to work inputs in green.
- Are women and men now benefiting equally from the coffee expenditure? Are women as well as men owning land? Controlling income? Investing in their businesses? Ring any changes to ownership and control in green.

- Are women as well as men generating savings? Ring any necessary steps to ensure this in green.
- Are women as well as men reinvesting? Ring any necessary steps to ensure this in green.

Step 6: Track the green fruits

Track your changes in gender balance and ring in red once they have been achieved as red fruits. The other anticipated incomes, costs and profits will be tracked on Tool 3: Coffee Vision Calendar.

COFFEE BUSINESS TREE
date

What will be spent on the coffee input green fruits in the roots? Ring in green.

What will be spent for family needs?

What will be spent on the other livelihood green fruits in the roots? Ring in green.

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Expected income

Step 6 Track

Vision/Target production

Step 3: Branches: outputs

Step 5 Check Gender Balance

Step 1 Trunk

Step 4: Fertilisation: asset purchase, savings and reinvestment

Who is involved in the household?

Current production

Step 2: Roots: inputs

Production inputs

Fixed assets
Working capital

Existing for current production in black
Extra needed for vision in green
What of this can already be covered from existing resources ring in red.

Human resources

Who is doing what?
What are women doing?
What are men doing?
Costs of labour inputs

What skills are needed?
Costs??

Other activities that contribute to the offee business

existing in black
proposed in green