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## Impact Assessment of Making Markets Work for the Poor Approach on Smallholder Farmers Income

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### Abstract

In recent years, development projects implemented in sub-Saharan Africa have employed the use of market system analysis such as Making Markets Work for the Poor (M4P) approach in addressing major factors affecting smallholder farmers income. Empirical evidence from past research reveals that facilitating market linkages and tapping into modern markets have economic benefits for farmers. Thus, contributing to the body of knowledge and in line with recommendations from recent studies, this study assesses the impact of a development intervention using the M4P approach, on the income of smallholder farmers in sub-Saharan Africa. It draws evidence from a case of facilitating alternative guaranteed market for smallholder tomato farmers linked to a processing factory in Kaduna state, Nigeria, through a DFID funded project implemented between 2012 to 2017. A multi-stage convenience sampling technique was used to collect data using structured survey questionnaire from one hundred and twenty-six (126) smallholder tomato farmers that sold their produce to the processing factory and one hundred and twenty-one (121) smallholder tomato farmers as a control group. Data was analyzed by descriptive statistical tools. Also, the study employed quasi-experiment using the difference in difference estimator method to evaluate changes in income from before to after participating in the farmer-processor linkage intervention between participant farmers and non-participant farmers. The preliminary results describe the major factors affecting smallholder farmers income in the study area as poor access to alternative guaranteed markets and commercial off-takers of farm produce. It is envisaged that the difference in difference estimate will reveal a positive impact on the income of smallholder farmers who participated in the M4P farmer-processor linkage initiative.

**Keywords:** Development intervention, Double Difference estimator, market access, tomato