|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | | **Importance of farm sales**  (Ag sales/total ag income) | | |
| Low | Medium | High |
| **Importance of non-farm income**  (Non-farm income/total household income) | Low | Subsistence farms | Pre-commercial farms | Specialized commercial farms |
| High | Transitioning farms | | Diversified commercial farms |

Composition of small farms ≤ 4 ha by type of livelihood strategy, Ghana, Ethiopia and Tanzania

|  |  |  |  |
| --- | --- | --- | --- |
| Nonfarm income  as share total income | Share of crop production sold (%) | | |
| Low  (≤ 5%) | Medium  (5-50%) | High  (>50%) |
| *Ghana, 2012-13* | | | |
| Low (≤ ⅓) | 16.3 | 34.7 | 14.3 |
| High (>⅓) | 27.7 | | 6.9 |
| *Ethiopia, 2013-14* | | | |
| Low (≤ ⅓) | 16.6 | 25.6 | 7.2 |
| High (>⅓) | 45.5 | | 5.2 |
| *Tanzania, 2012-13* | | | |
| Low (≤ ⅓) | 6.6 | 10.5 | 15.5 |
| High (>⅓) | 49.7 | | 17.7 |

Source: Authors’ calculations from …