**Business Problem**

The ACME corporation is considering moving into agricultural inputs in Ghana. To get an idea of whom to target for their sales efforts they have hired you to analyze what determines agricultural profit there. They are especially interested in what effect household educational attainment and the characteristics of the local area has on profit, but if you find other results of interest, they would like to hear those as well. They have left the choice of explanatory variables and variable definitions to you, but to be able to compare across regions they want at least one specification that examines profit per area unit (for example, acre, hectare, or square meters).

[Aggregat.pdf](file:///S:\MSBA\OMSBA_5112_Stats_for_Business_Analytics\Data%20Translator%20Challenge\Raw_Data\Unzipped%20Data\documentation\Aggregat.pdf)

APPENDIX 1: SOURCES AND METHODS FOR THE CALCULATION OF INCOME AND EXPENDITURE AGGREGATES

*Describes variables used to calculate income and costs*

APPENDIX 3: DESCRIPTION OF VARIABLES

A. CONTENTS OF THE FILES INC\*: DISAGGREGATED HOUSEHOLD INCOME VARIABLES (expressed on an annual basis)

NC6 INCWAT = Income from water sold (at household level)

INC7 INCLND1 = Income from renting out land

INCLND2 = Income from sharecropping (both at household level)

INC8 INCLIV = Income from renting out livestock (at household level)

INC9 INCEQ = Income from renting out agricultural equipment (at level of each individual

item)

INC10 CROPSV1 = Revenue from sale of cash crops - main outlet

CROPSV2 = Revenue from sale of cash crops - other outlet (both at level of each individual

crop)

INC11 ROOTSV = Revenue from sale of roots/fruit/vegetables (at level of each individual

crop)

INC12 OTHAGINC = Revenue from other agricultural income (at household level)

INC13 INCTRCRP = Revenue from transformed crops (at level of each individual product)

INC14 INCNFC = Revenue in cash from non-farm enterprises

INCNFK = Revenue in goods/services from non-farm enterprises

INCNFDOM = Value of output of non-farm enterprises consumed domestically

INCNFRNT = Non-farm rent income

PRNFDOM = Profit of non-farm enterprises used within household

PRNFUND1 = Profit of non-farm enterprises paid to other households

PRNFUND2 = Profit of non-farm enterprises saved

PRNFUND3 = Profit of non-farm enterprises for other uses (at level of each enterprise)

D. CONTENTS OF THE FILES AGG\*: AGGREGATES OF HOUSEHOLD INCOMES

AND EXPENDITURES

*All variables are at the household level*

AGG1

TOTEMP = Income from employment

AGG2

AGRI1 = HH agricultural income (1)

AGRI1C = HH agricultural income (1)- corrected *(see note below)*

AGRI2 = HH agricultural income (2)

AGRI2C = HH agricultural income (2)- corrected *(see note below)*

HHAGDEPN = Depreciation of farm equipment

[Data.pdf](data.pdf)

**DESCRIPTION OF DATA FILES**

SEC0A: Survey information.

SEC0B: Survey information continued

SEC0C: Survey information continued

SEC1: Household Roster

SEC2A: Education: General Education

SEC2B: Education: Educational Career

SEC2C: Education: Literacy /Apprenticeship

SEC3A: Health: Health condition in the past two weeks

SEC3B: Health: Preventive health, Vaccination, in the past 12 months

SEC3C: Health: Postnatal care

SEC3D: Health: Fertility, Prenatal care, and Contraceptive use

SEC4A: Employment: Screening questions and list of occupations in past 12 months

SEC4B: Employment: Characteristics of the main occupation

SEC4C: Employment: Secondary occupation during the past 12 months

SEC4D: Employment: Third occupation during the past 12 months

SEC4E: Employment: Fourth occupation during the past 12 months

SEC4F: Employment: Employment search in the past 12 months

SEC4G: Employment: Activity status and employment search in the last 7 days

SEC4H: Employment: Employment history

SEC4J: Employment: Housekeeping

SEC5: Migration

SEC6: Identification of respondents for sections 8,9,and 10

SEC7: Housing

SEC8A11: Agriculture: Land

SEC8A2: Agriculture: Livestock and Fishing

SEC8A3: Agriculture: Agric equipment

SEC8B: Agriculture: Plot details

SEC8C1: Agriculture: Harvest and disposal of staple grains, field and cash crops

SEC8C2: Agriculture: Harvest and disposal of roots, fruits, vegetables etc.

SEC8D: Agriculture: Seasonality of sales and purchases (key staples only)

SEC8E: Agriculture: Other agricultural income (in cash and kind)

SEC8F: Agriculture: Agricultural costs and expenses

SEC8G: Agriculture: Processing of agricultural produce

SEC8HID: Agriculture: ID’s of respondents for home consumption

SEC8H: Agriculture: Consumption of home produce

SEC9A11: Household Expenditure: ID’s of persons responsible for purchases

SEC9A12: Household Expenditure: Non-food expenses-less frequently purchased items

SEC9A2: Household Expenditure: Non-food expenses-frequently purchased items

SEC9B0: Household Expenditure: ID’s of persons responsible for purchases

SEC9B: Household Expenditure: Food expenses

SEC9C: Household Expenditure: Availability of selected consumer items

SEC10A: Non-Farm Enterprises: Basic characteristics of non-farm enterprises

SEC10B: Non-Farm Enterprises: Expenditures on enterprises

SEC10C: Non-Farm Enterprises: Assets of enterprises

SEC10D: Non-Farm Enterprises: Revenue of enterprise

SEC10E: Non-Farm Enterprises: Net income and inventory of enterprise

SEC11A1: Income Transfers: Identification of households who gave out cash or

goods as remittance (donors)

SEC11A2: Income Transfers: Transfer payments made by households

SEC11B1: Income Transfers: Identification of who received cash or goods as

remittances (recipients)

SEC11B2: Income Transfers: Transfer payments received by households

SEC11C: Miscellaneous income

SEC11D: Miscellaneous out-goings (expenditures)

SEC12A1: Identification of households with credits

SEC12A2: Credits

SEC12B: Assets and durable consumer goods

SEC12C: Savings (including Susu)

Notes on imported dfs

**Id\_df**

Region | district | HH# | eco zone of HH | locality class

**Education\_df**

HH ID | Person ID | school info/history/costs

**Land chars df**

HH ID | land bought/sold/rented

**Ag profit df**

NH | HH Agro income | equipment depreciation

**Costs crops/land/livestock**

NH | Expenditures

**Community dfs**

See questionnaire for variable defs (G4QComm.pdf)