

# Reaching the Very Poor Through Markets







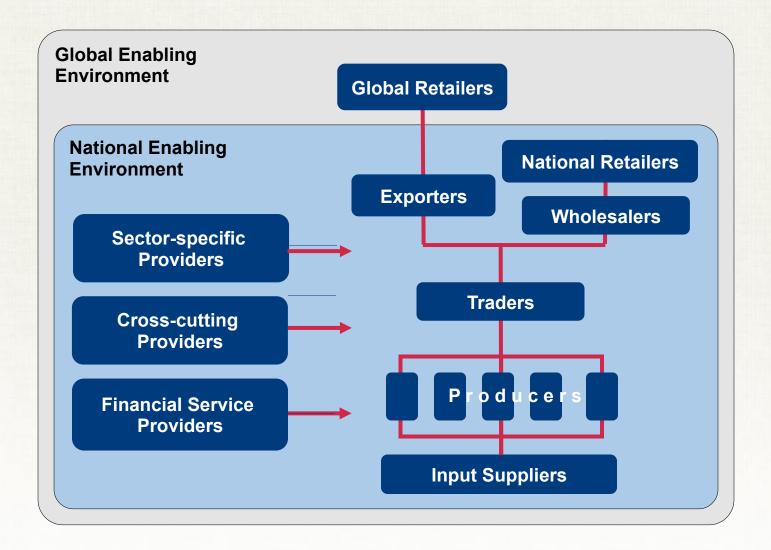


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## **Characteristics of the Very Poor**

- Fewer assets
- Fewer commercial relationships
- Different risk profiles / incentives for change
- Adverse power structures
- Time and mobility constraints
- Geographic or intra-community isolation
- Play diverse economic roles





## Program Strategies for More Inclusive Market Systems

#### Poverty-sensitive lens

#### Applying a poverty lens to:

- value chain analysis
- selection of value chains & target areas
- intervention design
- staffing

Adapting value chain principles

#### Push/pull or pathways out of poverty

- Strongly articulated approach
- Takes a systems perspective
- Poverty analysis, tools, frameworks
- Integrates sequencing and layering
- Robust causal logic, linked closely with M&E system for adaptive management



## **Examples from the Field**







Tim Mahoney, USAID, Washington Tom Carr, ACDI/VOCA, Ghana Jean Michel Voisard, Engility, Senegal



# Challenges

I. How can Feed the Future projects create synergies between "push" and "pull" activities? How can these synergies be created especially when push and pull activities are operating in different locations?

2. Since many of the very poor are laborers and not producers, how can we integrate more of a labor lens into FTF projects?



## Resources

- **Check out** Pushing the Poverty Frontiers of Inclusive Market Development Briefing Paper on www. microlinks.org for links to resources, tools
- **Follow** acdivoca.org/LEO for news on upcoming e-consultation, case studies, reports

