

# Introduction

Agriculture in Northern Ghana faces mounting climate risks, limited input access, and persistent productivity challenges. As part of the COINS project, we explored how agricultural insurance can drive the adoption of Integrated Soil Fertility Management (ISFM) — particularly minimum tillage and drought-tolerant seeds.



# Objective

To pilot insurance-linked incentives that promote climate-smart practices, thereby reducing production risk and enhancing sustainability in smallholder farming systems

# Methodology & Approach

- Field engagements in Tamale and Savelugu (Oct 2024)
- Collaboration with local stakeholders: farmers, input suppliers, insurers
- Design of insurance bundles tied to SI practices (e.g., minimum tillage, certified seeds)
- Inclusion of gender-intentional participatory workshops



# LEVERAGING AGRICULTURAL INSURANCE TO INCENTIVIZE CLIMATE-SMART FARMING IN NORTHERN GHANA

## Insights from the COINS Project – Sustainable Land Management in Sub-Saharan Africa

### ACRE’S ROLE: TIER 2 - INCENTIVISING

1. Linking insurance with SI practices such as minimum tillage and drought-tolerant seeds
2. To explore risk-adjusted premium incentives for farmers adopting these practices
3. To Contribute expertise in bundled insurance product development
4. Engage with local suppliers to pilot input-insurance integration models
5. Provided insights into credit-linked insurance to reduce upfront barriers



# Key Findings

Climate-Smart Practice	Risk Reduction	Insurance Incentive
Minimum Tillage	Improved soil moisture, less erosion	Premium discounts
Drought-Tolerant Seeds	Higher yield under erratic rain	Cashback / lower premiums
Certified Inputs (ISFM)	More resilient crops	Bundled with insurance

# Challenges

- Low affordability of ISFM inputs
- Limited willingness to pay for insurance
- Gender-specific constraints (e.g., women’s access to finance & machinery)

# Recommendations

- Use blended finance and subsidies to lower adoption costs
- Expand digital advisory services for women and youth
- Establish demo plots and farmer learning exchanges
- Strengthen partner engagement with input suppliers and MFIs



# Conclusion

Insurance can be more than a safety net, it can be a strategic enabler for climate resilience. By rewarding climate-smart behavior, ACRE Africa can align risk management with sustainable land management, building trust, adoption, and long-term resilience in vulnerable communities.



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