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## Grain Today, Gain Tomorrow: Evidence from a Storage Experiment with Savings Clubs in Kenya\*

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February 28, 2018

### Abstract

Many farmers in the developing world lack access to effective savings and storage devices. Such devices might be particularly valuable for farmers since income is received as a lump sum at harvest but expenditures are incurred throughout the year, and because grain prices are low at harvest but rise over the year. We experimentally provided two saving schemes to 132 ROSCAs in Kenya, one designed around communally storing maize and the other around saving cash for inputs. About 56% of respondents took up the products. Respondents in the maize storage intervention were 23 percentage points more likely to store maize (on a base of 69%), 37 percentage points more likely to sell maize (on a base of 36%) and (conditional on selling) sold later and at higher prices. We find no effects of the individual input savings intervention on input usage, likely because baseline input adoption was higher than expected.

JEL Code: O12, O13, O16, D14

Keywords: intertemporal price fluctuations, storage, savings, ROSCAs, FICS bags

\*We are grateful to Achint Chhabra, Matthew Chitale and Dileepan Jeyaraj for useful discussions, and to 2 anonymous referees and seminar participants at IIM Bangalore, the Indian School of Business, and the Social Postgraduate School for helpful comments. We thank Claudia Casanovi for research support. We thank ATAI and the University of California, Santa Cruz for funding, and IPA Kenya for administrative support. We thank Michael Dedimon, Katherine Dettle, Maitra Bhatnagar, and Darin Salas of Evidence Action for their collaboration. This research protocol was approved by the IRBs of Maxine University, UCSC, ISB, and IPA. The project operated under a research permit granted by the Kenyan National Commission for Science, Technology, and Innovation. This trial is registered in the American Economic Association's registry for randomized controlled trials (AEARCTR-0002585).

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# Grain Today, Gain Tomorrow: Evidence from a Storage Experiment with Savings Clubs in Kenya

Many farmers in the developing world lack access to effective savings and storage devices. Such devices might be particularly valuable for farmers since income is received as a lump sum at harvest but expenditures are incurred throughout the year, and because grain prices are low at harvest but rise over the year. We experimentally provided two saving schemes to 132 ROSCAs in Kenya, one designed around communally storing maize and the other around

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Published version available [here](#).

February 18, 2018