

KNOWLEDGE OF INTERGENERATIONAL FARM TRANSFER AMONG COCOA FARMERS IN SOUTHWEST NIGERIA

Sijuwade Adebukola Adebayo[✉], Tosin Joyce Ogundiran,
Raphael Olanrewaju Babatunde

University of Ilorin, Nigeria

Abstract. The study focused on the knowledge of intergenerational farm transfer among cocoa farmers in southwestern Nigeria. A three-stage sampling technique was used to select 5% of the total 6,843 registered cocoa farmers with the Agricultural Development Project (ADP), making a total sample size of 342 cocoa farmers. Data were collected through interviewer-administered questionnaires and analysed using percentages, frequency distributions and chi-square tests. The results revealed that a majority of the respondents were male (77.0%) and had farm sizes of 5 ha and below (84.9%). The respondents had a mean age of 58 years and a mean household size of six persons. The results show that a majority (65.3%) of respondents had low knowledge about intergenerational farm transfer. 56.9% of the respondents had not discussed the issue of intergenerational farm transfer plans with anybody. The results also show that cocoa farmers' succession plan status has a positive relationship with their knowledge of intergenerational farm transfer. The study concluded that the knowledge of cocoa farmers about the process of farm transfer is poor. The study recommends that cocoa farmers be trained in the process of intergenerational farm transfer to ensure family farm sustainability.

Keywords: knowledge, intergenerational farm transfer, cocoa farmers, southwest, Nigeria

INTRODUCTION

In the current cruel economic and political environment, the ability of farmers to make and adjust long-term

plans for their farms and farm assets has become more important, yet intergenerational farm transfer through a well-planned succession is an issue whose complexity is often underestimated by farmers and one that has received little or no consideration in many farm businesses, especially in the cocoa sector. Lansberg (1999) emphasized that the lack of established farming businesses is a major worry. Becker et al. (2009) posited that intergenerational farm transfer is vital for successful future farm transfer within the farming population. But it is highly regrettable that the intergenerational transfer plan which has gained international prominence in the world of business is often underrated and only unwillingly discussed by Nigerian farmers. This situation persists because little experimental work has been dedicated to this issue.

The average age of Nigerian farmers is 60 (Fasina, 2013). Consequently, as they continue to work on their farms and their age advances, the law of diminishing returns sets in. Indeed, there is an inverse relationship between the age of farmers and their productivity on the farm (Fasina, 2013). This is a major challenge which has consequences for food security, as Nigerian agriculture is still labour intensive and uses primitive tools, which makes it less efficient and productive as aging sets in, due to the farmer's diminishing physical strength. As further threats of increased aging loom in the near future due to relatively poor welfare conditions, there is a need for concerted efforts to find sustainable solutions.

[✉]Sijuwade Adebukola Adebayo, Department of Agricultural Extension and Rural Development, University of Ilorin, Ilorin, Nigeria, e-mail: adebayo.sa@unilorin.edu.ng, <http://orcid.org/0000-0001-9842-2137>

Moreover, it has been discovered that many farms are not sustained after the demise of their owners. Some such farms have been sold or converted to non-agricultural purposes. The knowledge of farm owners about intergenerational farm transfer can help them to prepare a succession plan, thereby involving the successor in their farm even before their full retirement or death.

The intergenerational transfer of farmland and farm assets is therefore absolutely obligatory in order to transfer the management and control of the farm and farm assets to the next generation, who still have the strength and capacity to perform optimally on the farm in order to ensure its continuity and survival. According to Oladele (2015), intergenerational farm transfer has been identified as a major approach to overcoming the issues of an aging farming population, the need to retain younger generations of workers in agriculture and the sustainability of family farms, hence cocoa farm can only be preserved and sustained through intergenerational farm transfer. Farm businesses remain largely heritable, and the transfer of business control and ownership to the next generation is critical for the survival and continuity of the business (Glauben et al., 2005). Whether a farm business or family farm will be sustained for decades or will decline and disappear as the years go by depends on many factors, one of which is intergenerational transfer of the farm through a well-specified succession process (Corsi, 2004). According to Lobley et al. (2016), intergenerational farm transfer is a process occurring over a long or a short period of time, during which a farm family plans the transfer of knowledge, labour, skills, management, control and ownership of the farm business from the retiring generation to the next generation through a well-planned succession process. It involves the creation, the preservation and finally the transfer of the farm's business assets in order to achieve personal, family and business goals (Glauben et al., 2005).

Intergenerational farm transfer can have a powerful influence on the development trajectory of a farm. According to Schwarz (2005), farms lacking a successor are less likely to be managed intensively, and the production cycle gets closer to subsistence when farmers reach old age than at any other point in the farm's life cycle. On the other hand, the identification of a successor can act as a trigger for business development, and the existence of a successor can provide a powerful motivation for ongoing investment in the business even into the old age of the retiring farmer (Potter and Lobley, 2010).

Intergenerational farm transfer is not just an event but a process that takes place over a period of time. In the context of the high average age of Nigerian farmers, adequate knowledge of intergenerational farm transfer coupled with a clear understanding of the issues surrounding the farm transfer process is required in order to encourage and attract young entrants into the sector so as to ensure family farm sustainability (SAC, 2008). One of many ways to attract the younger generation into the cocoa sector is to allow them to take responsibility for cocoa farm control, farm maintenance and farm decision-making processes early in their life, which can be achieved through a timely intergenerational farm transfer plan. According to Oladele (2015), convincing young people to become the next generation of farmers is about rejuvenating smallholder agriculture as a whole, and accepting them as today's partners and tomorrow's development architects. A failure to make agriculture attractive to young people by allowing them to participate in the decision-making process and in farm maintenance would be disastrous for the country capacity to feed itself as the population continues to grow at about 2.6 per cent per annum (Okojie, 2018).

Although several comprehensive and extensive studies have been carried out on intergenerational farm transfer and farmland access in Europe and in Asian countries, only a few studies have adequately addressed the phenomenon of intergenerational farm transfer in Africa and specifically in Nigeria. The few existing studies are either outdated or do not consider cocoa farmers' knowledge of intergenerational farm transfer or the advisors or parties with whom they discuss their farm transfer plans. It is against this backdrop that the present study seeks to assess the knowledge of intergenerational farm transfer among cocoa farmers in southwest Nigeria. The specific objectives of the study are to:

- describe the socioeconomic characteristics of cocoa farmers in the study area;
- investigate cocoa farmers' knowledge of intergenerational farm transfer in the study area;
- identify who advises cocoa farmers on intergenerational farm transfer.

Hypothesis of the study

Ho₁: Knowledge about intergenerational farm transfer among cocoa farmers and the forms of intergenerational farm transfer are not related in the area being studied.

Theoretical and conceptual framework

Intergenerational farm transfer, a multifaceted process comprised of succession, inheritance and retirement, is a notion premised on the functionalist perspective of aging, which clearly states that the firmness, strength and stability developed by an individual in middle age must be preserved and sustained in their later years and that such individuals must find alternatives to their earlier roles and activities (Goeller, 2011). According to this theory, everyone is expected to die one day, leaving behind their possessions and property. Moreover, people experience physical and mental decline as they grow older, so it is usual or normal to withdraw from certain activities previously engaged in and even from society. In addition, as elderly people withdraw from their previous activities, there can be less reason for them to conform to social norms. Therefore, this withdrawal grants them more freedom from pressure and demands to conform. However, social withdrawal is influenced by gender, meaning it is experienced in different ways by men and women, because men focus more on work and women focus on marriage and family. Moreover, when older people withdraw from their previous activities, they feel unhappy and directionless until they can adopt new activities or a new role compatible with their more disengaged state. This explains why aging cocoa farmers and farm owners are unwilling to transfer ownership of their farm to the younger generation: they are so emotionally attached and connected to their farm that they may believe retiring from it and planning for farm transfer will render them directionless, purposeless and unhappy.

A comprehensive conceptual framework was developed in order to improve the validity of the study. It was designed to examine the dependent, independent and intervening variables and their components. According to the framework of this study, the dependent variable is knowledge of intergenerational farm transfer, the independent variables comprise the socioeconomic characteristics of the farmers and any advisors with whom they have discussed intergenerational farm transfer and the intervening variables include factors such as government policies, agricultural extension policies, environmental factors and culture and traditions.

The independent variables (like sex, age, marital status, farm size, etc.) were expected to interact with or influence cocoa farmers' timely involvement in intergenerational farm transfer. This was based on the assumption that unless cocoa farmers have the required

knowledge on intergenerational farm transfer, they may not be involved in the succession plan process in their lifetime. The intervening variables (government policies, agricultural extension policies, environmental factors, culture and traditions, etc.) are the link between the dependent and independent variables. The intervening variables mediate the indirect relationship between the socioeconomic characteristics and the intergenerational farm transfer pattern of the cocoa farmers. There is a link between all the variables because having the required knowledge about the importance and implementation of intergenerational farm transfer would lead to cocoa farmers' active involvement in intergenerational farm transfer. This would result in cocoa farm survival and continuity, cocoa farm owners' and successors' satisfaction and sustainability of cocoa farmers' livelihoods.

METHODOLOGY

The study area

The area of study was southwestern Nigeria. The southwestern states were chosen for the study because cocoa is widely grown in these areas. The southwestern states are one of the geopolitical zones in Nigeria, and there are six of them in total, namely Lagos, Ekiti, Osun, Oyo, Ondo and Ogun. This geopolitical zone is bound by the Republic of Benin to the west, Edo and the delta states to the east, the Gulf of Guinea to the south and Kwara and Kogi states to the north. It lies between 7°5'N and 9°20'N and 3°30'E and 10°E. It has a total land area of 76,852 square kilometres and a population of 27,581,992 people (NPC, 2006) and controls up to 60% of the nation's industrial capacity. The southwestern states have a tropical climate with two distinct seasons: the rainy season (April–October) and the dry season (November–March). The major occupation of the inhabitants is farming. Agriculture is still largely traditional and is characterized by small land holdings (1.2 ha on average). The use of simple tools such as hoe and cutlass, communal or family land holding and shifting cultivation are still predominant. Food crops cultivated include yam, cassava, cocoyam, maize, rice, plantain, and leafy and fruit vegetables. Cash crops include cocoa, kolanut, oil palm and rubber. Timber is produced in the forest regions.

Sampling procedure and sample size

A three-stage sampling technique was used to select the respondents for the study. Firstly, three states

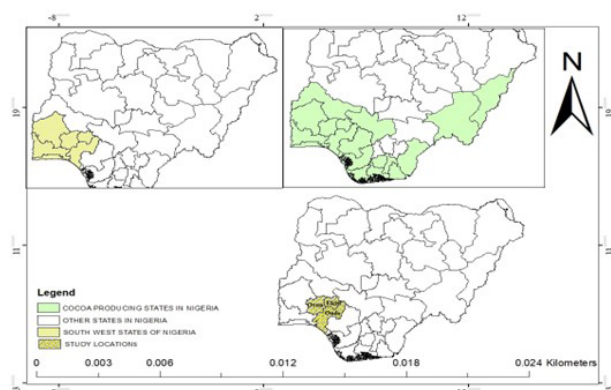


Fig. 1. Map of Nigeria highlighting the southwestern states and the study areas

Source: Department of Forestry, University of Ilorin, 2021.

were selected from the six in southwestern Nigeria because cocoa is widely grown in these states (Okojie, 2018). Secondly, ten cocoa farming communities that fell within the Agricultural Development Programme (ADP) Zones were randomly selected from each of the states selected. Lastly, five percent of the total registered cocoa farmers were randomly selected from the list of 6,843 total registered farmers with the ADP to determine the sample size. A total of 342 cocoa farmers (respondents) were sampled for the study. However, only 331 questionnaires were fully filled in and used in the analysis.

DATA ANALYSIS

The data was analysed using descriptive statistical tools including frequencies and percentages. The inferential statistic used to test the hypothesis was chi square.

To measure the knowledge of cocoa farmers on intergenerational farm transfer, respondents were required to respond carefully to two options (yes or no) to indicate their areas of knowledge on 18 items. Responses indicating “yes” were assigned 1 (implies knowledgeable) while responses indicating “no” were assigned 0 (implies no knowledge). To classify the respondents’ knowledge into different categories, the knowledge index of each respondent was computed using this formula:

$$\text{Knowledge index} = \frac{\text{Respondents Total Score} \times 100}{\text{Total possible score (18)}}$$

Based on the knowledge index scores, the cocoa farmers were categorized into three knowledge status categories: no knowledge (0), low knowledge (1–50) and high knowledge (51–100).

Criteria for classification: Index intervals were classified as follows. Status 1: a knowledge index of 0 was classified as “no knowledge”. Status 2: knowledge indices from 1 to 50 were classified as “low knowledge”. Status 3: knowledge indices from 51 to 100 were classified as “high knowledge”.

To identify cocoa farmers’ advisors or other parties with whom they had discussed intergenerational farm transfer (retirement and succession plans), respondents were required to respond carefully to two options (yes/no) to indicate who they had discussed the topic with. The advisors were coded as follows: extension agent = 1, spouse = 2, children = 3, siblings = 4, other family member = 5, lawyer/attorney/legal representative = 6, none = 7.

RESULTS AND DISCUSSION

The results in Table 1 show that a majority (77.0%) of the respondents were male, while 23.0% were female.

Table 1. Distribution by socioeconomic characteristics of the respondents ($n = 331$)

Variables	Frequency	Percentage	Average
1	2	3	4
Age			58.4
≤30	5	1.5	
31-60	173	52.3	
≥61	153	46.2	
Gender			
Male	263	77	
Female	79	23	
Religion			
Islam	121	36.6	
Christianity	196	59.2	
Traditional	14	4.2	
Level of educational			
Non formal	81	24.5	
Primary education	72	21.8	

Table 1 – cont.

	1	2	3	4
Secondary education	100		30.2	
Adult education	5		1.5	
Tertiary education	73		22.1	
Marital status				
Single	12		3.6	
Married	230		69.5	
Separated	17		5.1	
Divorced	7		2.1	
Widow/widower	65		19.5	
The number of wives of male respondents				
0	95		28.7	
1	205		61.7	
2	30		9.1	
3	1		0.3	
Household size				6 persons
1–5	151		45.6	
6–10	153		46.2	
>6	27		8.2	
Farm size				3.7
1–5	281		84.9	
6–10	45		13.6	
>10	5		1.5	
Secondary occupation				
Farming other crops	168		50.8	
Trading	66		19.9	
Artisan	33		10.0	
Agro processing	34		10.3	
Civil servant	21		6.3	
Farming experience (years)				
1–10	167		27.8	
11–20	92		50.5	
21–30	45		13.6	
>31	27		8.2	
Types of labour used				
Family labour	234		70.7	
Hired labour	219		66.2	
Contract labour	56		16.9	
Pooled labour	27		8.2	
Cooperative labour	1		0.3	

Source: field survey, 2019.

This signifies that men dominated the cocoa sector in the study area. This could be due to the fact that farming is generally regarded as men’s work because of its physical nature (Omoare et al., 2016). Moreover, the results of this study agree with the findings of Uwagboe et al. (2016), who reported that men dominate the cocoa production sector of Cross River State in Nigeria. The results show that about half of the respondents (52.3%) were between 31 and 60 years old and the mean age was 58.4 years. This implies that the respondents are ageing and young generations who are still vibrant are yet to be involved in managing cocoa farms. According to Fasina et al. (2013), farmers’ productivity is deemed to diminish as they age. Besides, the finding is in agreement with Adeogun et al. (2010), who reported that the majority of the cocoa farmers in Nigeria are more than 54 years old. The results show that 30.2% of the respondents had a secondary education while 21.8% of the respondents only had a primary education. This implies that cocoa farmers are reasonably well educated. This finding agrees with Adeogun (2008), who reported that very few of the cocoa farmers had attained tertiary education in Nigeria. The majority of the respondents (69.5%) were married. The large number of married respondents implies that more farm family members are likely to be available for labour activities on the cocoa farms in the study area. According to Nmadu et al. (2015), the farm labour force used to be restricted to active family members. The mean household size was six. A larger household size implies a higher number of domestic needs within the farming household. This implies that the household size of cocoa farmers might have an influence on their output and income. The results of this study agree with the findings of Akinagbe (2017), who reported that larger household sizes are typical of cocoa farmers in southwestern Nigeria.

Furthermore, a majority (84.9%) of the respondents reported farm sizes of 5 hectares and below. This implies that cocoa farmers have small holdings. This result is in agreement with the findings of Adeogun (2008), who reported that the majority of the farmers in the five cocoa-producing states in Nigeria have farm sizes of 5 hectares and below. In addition, Uchiyama et al. (2008) stated that farm size influences the route to intergenerational farm transfer because small farms are likely to provide less opportunity for two generations to work side by side. The results show that 50.8% of the respondents

also farm crops other than cocoa. This is an indication that cocoa farming can be combined with other jobs as cocoa farming alone is not sufficient to meet a family's financial obligations, especially outside the harvest season. This result implies that having a supportive occupation could improve the livelihood of cocoa farmers, especially during the off-season period. This result is in agreement with the findings of Kraan (2009), who reported that having an additional occupation is an important strategy to get out of poverty. The results showed

that 50.5% of farmers have been farming for between 11 and 20 years, with a mean of 20 years' farming experience. This implies that cocoa farmers are informed about the management of cocoa farms. In addition, a majority (70.7%) of the respondents made use of family labour on their farm. This practice may be adopted in order to reduce the cost of production. This result is in agreement with the findings of Mugwe et al. (2009), who reported that family members are an important component of the labour force for small-scale farmers.

Table 2. Percentage distribution of respondents based on knowledge on intergenerational farm transfer ($N = 331$)

Knowledge areas	Correct responses (Yes)	
	Frequency	Percentage
1. Are you aware cocoa farms can be transferred from generations to generations	313	94.6
2. Intergenerational farm transfer is not just an event but a complex process that take place over a period of time	147	44.4
3. Intergenerational farm transfer encompasses farmer's retirement, succession plan and inheritance	99	29.9
4. Cocoa Farmers, do not have to be old till they cannot walk again before they start planning for their retirement	183	41.6
5. A cocoa farmer is never too young to identify and decide a successor	100	30.2
6. A cocoa farmer is never too young to start grooming/training their successor and transfer the ownership and decision making of the cocoa farm to the successor	198	59.8
7. Intergenerational transfer of cocoa farm may involve multiple generations on a farm or unrelated parties	42	12.7
8. Succession plan includes, impacting/transferring knowledge, transfer of cocoa farm assets (cutlass, go-to-hell, baskets e.t.c), and management and control to the younger generation	211	63.7
9. Advisors such as extension agents, attorneys, financial planners, and facilitators may be brought in to help assemble a good plan	100	30.2
10. It is the farm owner that often initiatives the succession process	285	71.9
11. Sometimes, it is the younger generation (children, others) that must prompt/initiative the planning process	33	10.0
12. Starting intergenerational farm transfer early enough can promote sustainability of farm and farm asset	129	39.0
13. Intergenerational farm transfer promotes and facilitate farmer's right to land access	172	52.0
14. I Intergenerational succession farm transfer is a serious problem in cocoa farming	288	87.0
15. <i>Standby Holding</i> is a pattern of intergenerational farm succession where successor is identified and moulded by the farmers on their own farm allowing them to develop managerial skills	50	15.1
16. <i>Separate enterprise</i> is a pattern of intergenerational farm succession in which farmers develop a separate enterprise for the successor to develop managerial skills	35	10.6
17. <i>Partnership</i> is a pattern/ type of intergenerational farm succession in which the type of relationship can be formally cemented and allows shared responsibility between both generations	0	0
18. <i>Farmer's Boy</i> is a pattern of farm transfer in which the successor spends years working alongside the farmer without having much involvement in decision making	74	22.4

Source: field survey, 2019.

The results in Table 2 show the knowledge of cocoa farmers on intergenerational farm transfer. The statements on knowledge covered the concept of intergenerational farm transfer, succession plans and the processes and forms/patterns of intergenerational farm transfer. It was discovered that most (94.6%) cocoa farmers were aware that cocoa farms can be transferred from generation to generation. Besides, about half (55.3%) of the respondents reported that cocoa farmers do not have to be so old that they cannot walk or work before they start planning for retirement. Furthermore, 44.4% of the respondents agreed that intergenerational farm transfer is not just an event but a complex process that takes place over a period of time.

The results on succession plans and the succession process showed that a majority (87.0%) of the respondents believed that intergenerational farm succession is a serious problem in cocoa farming. Moreover, 86.1% of the respondents agreed that it is the farm owner that often initiates the succession process. In addition, 63.7% of the respondents agreed that succession plans also include the transfer of knowledge, cocoa farm assets (i.e., cutlasses, go-to-hells, baskets, etc.), management and control to the younger generation. Moreover, 59.8% of the respondents agreed that a cocoa farmer is never too young to start grooming or training their successor and transferring the ownership and decision-making of cocoa farms to their successor.

Finally, the last part of the knowledge test features statements on the forms or pattern of intergenerational farm transfer. The results show that the cocoa farmers are not knowledgeable about forms of partnership or patterns of intergenerational farm transfer. Only a few (22.4%) supported “farmer’s boy” as a pattern of intergenerational farm transfer; other patterns supported were standby holdings (15.1%) and separate enterprise (10.6%). The results of this study revealed that cocoa farmers lack knowledge about the patterns, practices and importance of intergenerational farm transfer. These findings agree with Arowolo et al. (2017), who reported that farmers in southwest Nigeria have low levels of knowledge about succession plans. This implies that there are knowledge gaps that should be filled by sensitization of cocoa farmers through the provision of adequate information and training on intergenerational farm transfer.

The results in Table 3 show that a majority (66.8%) of the respondents had low knowledge levels on intergenerational farm transfer, 33.2% of the respondents

Table 3. Percentage distribution of respondents’ knowledge levels on intergenerational farm transfer

Class of Knowledge	Percentage Range	Frequency	Percentage	Average score of classes
High	51–100	110	33.2	
Low	1–500	2201	66.80.3	
No	0	1	0.3	
Total		331	100.0	43.0

Source: field survey, 2019.

had high knowledge levels on intergenerational farm transfer and 0.3% of the respondents had no knowledge on intergenerational farm transfer. The percentage of respondents with no knowledge coupled with the high percentage of respondents with low knowledge illustrates the need for provision of information/training on intergenerational farm transfer. This study is in agreement with the findings of Bohak (2008), who reported that most farmers had low knowledge on the practices, importance and timing of intergenerational farm transfer.

Table 4 shows that 56.9% of the respondents have not discussed the issue of intergenerational farm transfer plans with anybody or do not have any advisor with whom they have discussed intergenerational succession plans, and 16.3% of the respondents have discussed intergenerational farm transfer plans with their spouse. However, only a few (1.9%) have discussed intergenerational

Table 4. Distribution of respondents according to advisors on intergenerational farm transfer

S/n	Advisors on succession plan	Frequency	Percentage
1.	Extension agent	19	5.7
2.	Spouse	54	16.3
3.	Children	40	12.0
4.	Siblings	7	2.1
5.	Other family members	17	5.1
6.	Attorney/lawyer/legal representatives	6	1.9
7.	None	188	56.9
	Total	331	100

Source: field survey, 2019.

farm transfer plans with a legal representative. It can be deduced from this study that the proportion of farmers who have discussed intergenerational farm transfer plan with one person or another is very low. This study is in agreement with Barclay et al. (2007), who reported that the majority of farm owners have no advisor with whom they have discussed farm transfer. According to that study, farm owners (especially the older generation) believe that farm transfer is something they have to deal with without consulting other members of the family and without engaging professional advisors. As seen in this study, very few farms have an intergenerational farm transfer plan in place, and even when it is in place, little discussion has taken place within the family during the planning process. This may result in a breakup of the farm and the family, most especially if the farm owner dies suddenly. The results show that many cocoa farmers do not prepare any legal documents to facilitate the transfer of their farms and they hardly involve any other family members in the process.

Multiple responses

The results in Table 5 reveal that succession plan status, advisors or the party with whom the farmers communicate on intergenerational farm transfer plans and the timing of farm transfer have a positive relationship with their knowledge on intergenerational farm transfer.

As shown in the table, the higher the cocoa farmers' knowledge on intergenerational farm transfer, the higher

their succession plan status. In other words, the more knowledgeable the cocoa farmers are about the importance of early intergenerational farm transfer, the higher their succession plan status. This implies that more cocoa farmers would identify and engage their successor early on (and certainly while they were still alive) if they had the necessary orientation about the intergenerational farm transfer process.

Advisors, or the party with whom the cocoa farmers communicate on their intergenerational farm transfer plan, have a positive relationship with the knowledge of cocoa farmers on intergenerational farm transfer. This implies that the knowledge of the respondent increases if there is an increase in the number of advisors or people that the farmer communicates with about their intergenerational farm transfer plan. It also implies that the more information/advice cocoa farmers receive about the importance and implementation of intergenerational farm transfer, the more knowledgeable they become about intergenerational farm transfer. According to Kaplan et al. (2009), failure to communicate with advisors who are knowledgeable about farm succession plans contributes significantly to the downfall of many family farms. Ward (2004) stressed that family businesses with a long history of success are those that work very hard at effective communication in resolving issues and conflict.

As shown in the table, the timing of intergenerational farm transfer has a positive relationship with the knowledge of cocoa farmers about intergenerational farm

Table 5. Result of chi-square test showing the relationship between knowledge levels about intergenerational farm transfer and cocoa farmers' intergenerational farm transfer plans

Intergenerational farm transfer components	Knowledge of Intergenerational Farm Transfer Plan		
	Chi-Square	Asymp. sig (2-sided)	Decision for sig. @ 0.05
Retirement plan status	9.426	0.093	Not significant
Succession plan status	28.085	0.000	Significant
Forms of transfer	10.364	0.066	Not significant
Advisors on plan of succession	27.031	0.000	Significant
Timing of transfer	29.087	0.000	Significant
Preferred successor	12.689	0.075	Not significant
Alternative plan	10.153	0.045	Not significant

Source: field survey, 2019.

transfer. This implies that the more knowledge cocoa farmers have about intergenerational farm transfer, the sooner intergenerational farm transfer will be carried out. As revealed in the results, cocoa farmers will identify and engage their successor earlier in their life if they have the knowledge needed to carry out intergenerational farm transfer. According to Voeller et al. (2002), intergenerational farm transfer is not just an event but a process that takes place over a period of time and the way in which early intergenerational farm transfer is carried out determines the future sustainability and profitability of a farm.

CONCLUSION AND RECOMMENDATIONS

The study concluded that majority of the cocoa farmers had low levels of knowledge about intergenerational farm transfer. This can be seen in the fact that they had no succession plans in place and no legal documents to guide farm management and farm assets. This lack of succession plans has led many family farms to be converted to non-agricultural purposes after the retirement or death of the farm owner. The study recommended that cocoa farmers be sensitized, orientated and trained on the importance of formulating an intergenerational farm transfer plan and the need to initiate a succession plan early to enhance family farm sustainability.

AREA FOR FURTHER STUDY

The study investigated knowledge of intergenerational farm transfer among cocoa farmers in southwest Nigeria. It was therefore limited to cocoa farmers in southwestern Nigeria. Further studies could be carried out on:

- Farmland access and intergenerational farm transfer among other crop farmers.
- The effects of land fragmentation/fractionalization on farm land access and intergenerational farm transfer.
- Intergenerational farm transfer along the cocoa and cassava value chain.

REFERENCES

Adeogun, S.O. (2008). Adoption of cocoa rehabilitation techniques among cocoa farmers in selected states of Nigeria. An unpublished PhD thesis in the Department of Agricultural Extension and Rural Development, University of Ibadan, Ibadan, Nigeria. Retrieved Nov 13th 2021.

- Akinagbe, O.M. (2017). Determination of Factors Influencing Adoption of Cocoa Resuscitation Programme in South West Nigeria. *Asian J. Agric. Exten. Econ. Soc.*, 20(3), 1–9, 3–4.
- Arowolo, O.O., Ogunrombi, A.A., Apantaku, S.O., Adeogun, S.O. (2017). The perception of farm succession plan by poultry farmers in South West, Nigeria. *J. Agric. Exten.*, 21(1), 80–94.
- Barclay, E.R., Foskey, R., Reeve, I. (2007). Farm succession and inheritance: Comparing Australian and International trends. A report for the rural industries research and development corporation. Retrieved Jun 5th 2014 from: <http://www.rirdc.gov.au/reports/HOC/07-066pdf>
- Becker, J., Duffy, M., Lamberti, A. (2009). Farm succession in Iowa. Iowa State University.
- Bohak, Z. (2008). Farmers' plans after farm transfer. In: C. Schäfer, C. Rupschus, U. Jens (Eds.), *Enhancing the capacities of agricultural systems and producers: proceedings of the second green week scientific conference* (pp. 289–294). Margraf publishers, Berlin, Germany.
- Corsi, A. (2004). Intra-family succession in Italian farms. Paper prepared for presentation at the SFER Conference: *Les mutations de la famille agricole: Consequences pour les politiques publiques*. Paris.
- Errington, A.J., Lobley, M. (2002). Handing over the reins: A comparative study Of Intergenerational farm transfers in England, France, Canada and the USA. Paper presented at the meeting of the Agricultural Economics Society, Aberystwyth, UK.
- Fasina, O.O. (2013). Farmer's perception of the effect of Ageing in their Agricultural Activities in Ondo State, Nigeria. *Venets: Belograd. J. Local Hist. Cult. Folk Stud.*, 4(3), 371–387.
- Gasson, R., Errington, A. (2008). *The farm family business*. London: CAB International.
- Glauben, T., Tietje, H., Weiss, C.H. (2005). Intergenerational succession on family farms: Evidence from survey data. University of Kiel, Department of Food Economics and Consumption Studies. Retrieved Jan 2015 from: <http://ageconsearch.umn.edu/bitstream/24918/1/cp02ti74.pdf>
- Goeller, D. (2011). Factors Influencing Generational Transfers of Ranch/ Farm Assets. An Article on Range Beef Cow Symposium, 289.
- Kaplan, M.S., Nussbaum, J.F., Fowler, C., Pitts, M.J. (2009). Communication Barriers to Family Farm Succession Planning. *J. Exten.*, 47(5), 8.
- Kerbler, B. (2012). Factors affecting farm succession: the case of Slovenia. *Agric. Econ. Czech*, 58(6), 285–298.
- Lansberg, I. (1999). *Succeeding generations: realizing the dream of families in business*. Boston, Mass.: Harvard Business School Press.

- Lobley, M. (2002). Succession in the family farm business. The Oxford Farming Conference 2010.
- Lobley, M., Baker, J.R., Whitehead, I. (2010). Farm succession and retirement: Some international comparisons. *J. Agric. Food Syst. Comm. Dev.*, 1(1), 49–64.
- Mugwe, J., Mugendi, D., Muna, M.M. (2009). Determinant of the decision to adopt integrated soil fertility management practices by small holder farmers in the Central Highlands of Kenya. *Expl. Agric.*, 45, 61–75. DOI: 10.1017/S0014479708007072.
- Nmadu, J.N., Sallawu, H., Omojesho, B.V. (2015). Socioeconomic factors affecting the farmers in Ondo State, Nigeria. *Eur. J. Bus. Econ. Account.*, 3(2), 58–66.
- Okojie, J. (2018). Nigeria's cocoa industry: Death of a Golden Goose. *Bus. Day News Paper*, July, 29, 2018. Retrieved Dec 23/12/2018.
- Oladele, O.I. (2015). Farm Succession Analysis, pattern, cases and application. Paper presented to the South African Society for Agricultural Extension (SASAE) Conference.
- Omoare, A.M., Oyediran, W.O., Fakoya, E.O. (2016). Comparative assessment of cocoa farmers knowledge and attitude to trainings on good cultural and management practices (CMP) in Ogun and Ondo States, Nigeria. *Int. J. Agric Exten. Rural Dev. Stud.*, 3(3), 36–51.
- Potter, C., Lobley, M. (2010). Unbroken threads? Succession and its effects on family farms in Britain. *Soc. Rural.*, 36.
- SAC (2008). Lands changing hands: Agrarian, Livelihood and Land Tenure, an online Article of SAC (Social Agrarian Community) News Paper, October, 2008. Retrieved on Oct 28th 2020.
- Schwarz, A. (2005). Old age security and social pensions. World Bank: Human Development (Social Protection) Hub.
- Uchiyama, T., Lobley, M., Errington, A., Yanagimura, S. (2008). Dimensions of intergenerational farm business transfers in Canada, England, the USA and Japan, Japanese. *J. Rural Econ.*, 10, 33–48.
- Uwagboe, E.O., Meludu, N.T., Agbebakue, E.O (2016). Adoption of integrated pest management among cocoa farmers in Cross River and Osun States of Nigeria. *J. Agric. Exten.*, 5, 188–201.
- Voeller, M., Fairburn, L., Thompson, W. (2002). *Exit right: a guided tour of succession planning for families-in-business-together* (2nd ed). Toronto: Summit Run.
- Ward, J.L. (2004). *Perpetuating the family business*. New York: Palgrave MacMillan.