

Session Report | Developing Agricultural Revenues in Hadhramaut | June 2026

The Palm & Dates Value Chain in Hadhramaut

What constrains the revenue potential of Hadhramaut's flagship crop - and what stakeholders agreed to do about it

Prepared by
Core Insights Consulting
Funded by Yemen Aid



EXECUTIVE SUMMARY

On 14 June 2026, Core Insights Consulting convened the second of three crop-focused group discussions, with support from Yemenaid, under the programme “Strengthening Agricultural Sector Revenues in Hadhramaut,” dedicated to the palm and dates value chain. The session at the Al-Ahqaf Hotel in Seiyun brought together eleven participants spanning the full chain, farmers, agricultural associations, a dates processor, the Agriculture Office, the Chamber of Commerce, the Agricultural Exports Centre, agricultural research, and plant quarantine. Attendance was complete, the exchange candid and practical, and the session generated a clear, broadly shared diagnosis of where value is created, where it is lost, and which interventions would raise producer incomes and sector revenues.

The discussion confirmed the dates crop's strong potential, anchored in a rich varietal base of 42 registered local varieties and a heritage that makes the palm a matter of food security, alongside deep structural constraints. Unusually for the programme's crops, the binding constraint is on the demand side at home: imported dates (48,187 tonnes in 2025, up from 38,842 tonnes in 2024) and their free distribution through associations and charities have displaced a local product that is itself sufficient to cover the market, leaving warehouses full of unsold surplus. Productivity is weak, local palms yield 37–50 kg against roughly 200 kg for modern improved palms, and is held back by ageing, unpollinated trees, costly and scarce improved offshoots (a single Brahi offshoot reaches 150,000 YER), water salinity, land tenure disputes and urban encroachment, and pests such as the red palm weevil whose control is effective but costly. Intermediaries and processing factories hold the pricing power, while the farmer bears the production risk and captures a limited share of final value.

Participants converged on a ranked set of priorities, led by an unusual first choice: (1) curbing date imports and enacting regulating laws; (2) exporting and opening external markets; (3) planting good and improved varieties; (4) improving orchard management and pest control; and (5) supplying inputs and modern tools, complemented by modern packing plants and cold stores, value-added processing, and easy long-tenor finance suited to the palm's long gestation. The session also produced a detailed menu of immediate practical actions, longer-term recommendations with proposed implementers and time horizons, key messages for the programme's white paper, and open questions for the main multi-sector workshop, set out in full in Sections 12–14.



Figure 1. Key indicators at a glance.

01 SESSION OVERVIEW AND OBJECTIVES

The session was well attended: all invitees were present, the guiding questions prompted serious and candid exchange, and participants answered realistically from within their respective fields and specialisations. The conversation flowed smoothly, allowing a clear articulation of the principal challenges, opportunities and reform priorities for the palm and dates product, and of the ways to improve and grow its revenues.

02 PARTICIPATION AND REPRESENTATION

Eleven participants attended, providing balanced representation across the chain: producers, associative institutions, the private sector (a dates processor/trader), regulatory bodies, agricultural research, and the export apparatus. In line with the documentation protocol, statements in this report are attributed to stakeholder categories rather than to named individuals.

STAKEHOLDER CATEGORY	REPRESENTATION
Farmers	2 participants
Agricultural associations	2 - Agricultural Cooperative Union; Chair of the Palm & Dates Association, Wadi Hadhramaut
Agriculture Office	2 - Director-General of the Agriculture Office; Director of Agricultural Services
Chamber of Commerce	1 - Director-General
Agricultural research	2 - Head of the Palm Section, Agricultural Research Station; Director of Plant Quarantine
Agricultural Exports Centre	1 - Director of Marketing
Private sector (trader)	1 - owner of a dates processing factory

Table 3. Participation and representation by stakeholder category.

03 METHODOLOGY AND DISCUSSION THEMES

The session followed the programme's facilitation guide for focused group discussions. The conversation was structured around seven themes, each fully covered during the session:

- **Production realities.** The state of palm and dates production in Hadhramaut, cultivated areas, the local-variety base, productivity, and the principal producing zones of Wadi Hadhramaut.
- **Farm-level challenges.** Production costs, availability of agricultural inputs (seedlings, fertilisers, pesticides), labour, water and land tenure.

- **Value chain and marketing.** Aggregation, packing, storage, transport, processing and local and external marketing, identifying the weak links that erode economic returns.
- **Post-harvest losses.** The scale of losses and the importance of improved harvesting, sorting, packing, storage and cooling to reduce waste and add value.
- **Investment and agro-processing.** Opportunities in dates processing, value-added products, cold storage and packaging.
- **Institutional roles.** The contribution of government bodies, the private sector and organisations to supporting farmers, easing market access, and strengthening extension and finance.
- **Recommendations and practical actions.** Implementable measures to raise revenues and improve the efficiency of the value chain.

The session was marked by a positive, constructive and interactive tone focused on exploring practical opportunities and implementable solutions, with broad agreement on the importance of developing the palm and dates value chain as one of the promising sectors capable of strengthening agricultural revenues and creating sustainable economic opportunity in Hadhramaut.

Methodological Note

As in the onion session, the facilitation team found it impractical to apply the structured priority-ranking exercise exactly as set out in the guide, scoring each priority against seven criteria, given the time this requires and the risk of turning a focused discussion into an open workshop of improvised consultations and personal estimates. Priorities were instead established through structured discussion and convergence, and the resulting ranking (Section 12) should be read accordingly.

04 THE PALM & DATES VALUE CHAIN

Participants mapped the dates product chain in six stages, from planting the palm through to the economic return. The table below reproduces the participants' own reading of where value is created and where it is destroyed along the chain.

STAGE	KEY ACTORS	WHERE VALUE IS CREATED OR LOST
Palm cultivation	Farmers; workers	Selecting improved, healthy seedlings and planting them to proper palm-cultivation standards produces fruit the market demands and lifts its value.
Agricultural operations	Workers	Qualified labour experienced in palm care reduces losses and yields high-quality fruit; weak husbandry, poor pollination and pest pressure erode quality and volume.
Harvest and post-harvest	Farmers; workers	Timely harvest preserves quality and protects the fruit from weevil and spoilage; late or incorrect harvesting damages large quantities.

Packing, storage, transport and processing	Workers; companies and retail traders	Sorting by size and quality lifts the sale price; mixing damaged with sound fruit or poor packing raises losses. Modern packing protects the product in transport and storage and increases exportability.
Marketing	Traders and intermediaries; farmers; associations and companies	Good marketing, attractive presentation and matching the product to the right market raise prices and sales.
Economic return	Traders; associations; farmers	A range of in-demand varieties, well graded, packaged and stored, attracts buyers at home and abroad and commands higher prices, raising the sector's overall return.

Table 4. Value chain map as drawn by participants, stages, actors, and value creation or loss.

VALUE CHAIN

Where value is created — and where it is lost

The six stages of the dates value chain, as mapped by participants



Most value is created downstream — in processing, grading and export — not in primary production alone.

Source: Focus Group Discussion on the Palm & Dates Value Chain, Hadhramaut, June 2026

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Figure 2. The palm & dates value chain, from cultivation to economic return.

“Most value is not created in primary production alone, but in processing, transformation and export to higher-priced markets. Today, a large share of dates is sold unsorted, which caps the revenue the crop earns locally.”

— SYNTHESIS OF PARTICIPANTS' ANALYTICAL RESPONSES

05

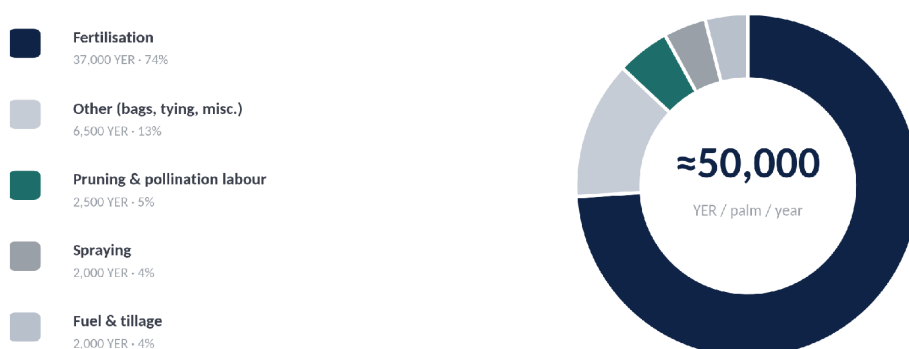
PRODUCTION ECONOMICS AND COST STRUCTURE

Participants estimated the cost of maintaining a single palm at roughly 50,000 Yemeni riyals (YER) per year. The principal cost items are fertilisation (around 37,000 YER), the labour of pruning, pollination and frond work, about 2,500 YER for a labourer making roughly five climbs, spraying (around 2,000 YER), and fuel and tillage (around 2,000 YER). Tying bags (locally, khubar) cost around 1 Saudi riyal each, and a reusable set runs to roughly 3,000 YER and lasts up to five years.

COST STRUCTURE

Fertilisation drives the cost of keeping a palm

Estimated annual maintenance cost per palm, YER



Source: Focus Group Discussion on the Palm & Dates Value Chain, Hadhramaut, June 2026

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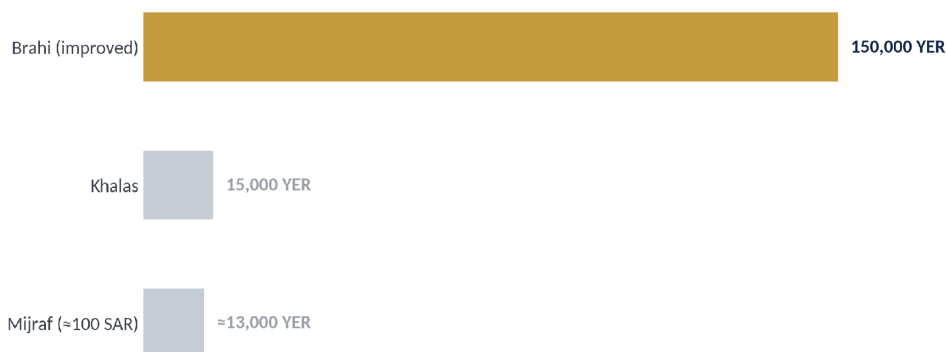
Figure 3. Estimated annual cost of maintaining one palm (YER).

Input costs are a heavy and rising burden. Improved and imported seedlings are especially expensive: a single Brahi offshoot reaches 150,000 YER, a Khalas offshoot around 15,000 YER, and a Mijraf offshoot around 100 Saudi riyals. Skilled labour is scarce and costly, a daily wage of about 15,000 YER (or around 8,000 YER with board and lodging), whereas in Tarim much of the work is done on a sharecropping basis ("half-for-half") with the palm owners. Organic fertiliser, irrigation networks, and pest-control inputs add further cost, and some pesticides in current use are expired while imports face restrictions.

RENEWAL BARRIER

Improved offshoots are priced out of reach

Price per offshoot, YER



Mijraf = 100 SAR, converted at ≈130 YER/SAR.

Source: Focus Group Discussion on the Palm & Dates Value Chain, Hadhramaut, June 2026

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Figure 4. Price of improved date offshoots (YER).

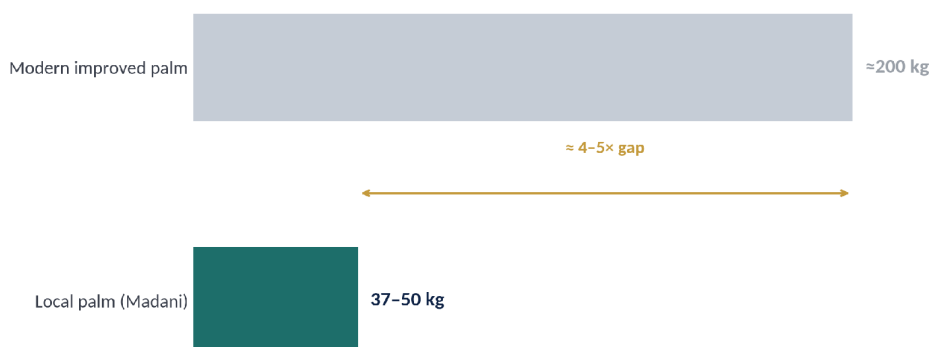
Yield and the Renewal Gap

Local productivity is weak, driven by the age of the palms and the fact that many are neither renewed nor pollinated, with some too tall to reach by traditional means. A single modern palm yields close to 200 kg, whereas local varieties such as Madani yield, by station studies, between 37 and 50 kg. Hadhramaut's varietal base is nonetheless rich, 42 local varieties are registered and documented at the Agricultural Research Station, alongside 14 improved imported varieties now grown locally.

PRODUCTIVITY

Local palms yield a fraction of modern stock

Reported annual yield per palm, kilograms



Local varieties such as Madani, per Agricultural Research Station studies.

Source: Focus Group Discussion on the Palm & Dates Value Chain, Hadhramaut, June 2026

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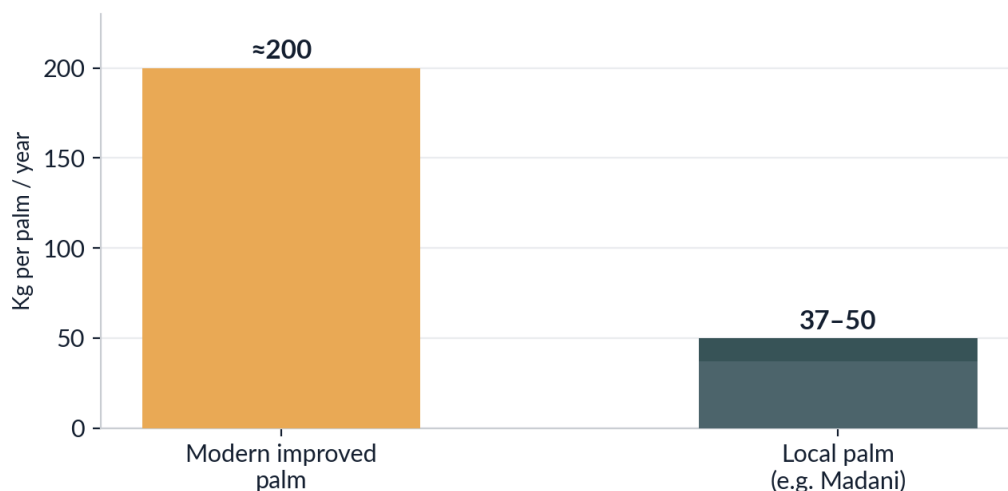


Figure 5. Reported annual yield per palm, local varieties (e.g. Madani) versus modern improved palm (kg).

Where the Return Accrues

The distribution of returns is skewed against the producer. Intermediaries and large traders typically capture the larger share of revenue, while the farmer bears the greater part of production risk yet receives a limited slice of the final price. The most profitable types are Brahi, Khalas and Naghal, fresh Naghal rutab sells at roughly 12,000 YER per kilogram, and across varieties fresh rutab is more profitable than dried dates, which underpins the proposal to store rutab for sale in and around Ramadan.

06 PESTS, HARVEST, POST-HARVEST LOSSES AND STORAGE

Pests and Disease

The most dangerous threats to the palm are the red palm weevil, the dubas bug, the dust mite ("spider dust"), and the stalk borer. Control is effective but very costly, and is weakened by misuse: participants noted that some farmers' incorrect use of pesticides and traps has actually aggravated infestation. The Research Station's prevention capacity is constrained, there is no palm specialist in its plant-protection and research unit, and the centre lacks the operating support needed to sustain research, advise farmers, and specify the right pesticides. Participants proposed greater use of pest traps in the orchards.

Harvest and Post-Harvest Losses

Significant post-harvest losses fall on the farmer. The recurring causes are delayed picking; the high cost of tying/bagging (khubar); dropping the bunches from height after cutting; incorrect transport; and piling, with sorting then discarding very large damaged quantities. Harvesting itself remains entirely manual, demanding labour, time and effort, and adding materially to cost. Packing errors that require technical advice were also raised, bags of dates that swell shortly after filling, and fruit that dries out soon after a bag is opened.

Storage and Seasonal Marketing

Storage and cooling are largely absent, yet they hold clear revenue potential. Participants proposed storing fresh rutab for up to six months, to be released after the season and into Ramadan, when demand and prices rise, and stressed the need for prepared stores and cold-storage facilities to preserve dates before and after packing. Plastic crates were recommended in place of the sacks and bags that spoil the fruit. On the supply side, participants advised reopening the national dates factory at Marima, or using its existing machinery to establish mixed (public–private) plants, and reactivating the government-owned Al-Suwairi farm, or handing it to the associations, to restore production.

07 PRICING, MARKET POWER AND MARKET CONDUCT

Pricing power sits with the buyers. Processing factories effectively set the price of dates, while intermediaries bargain and set the prices offered to farmers. The producer's negotiating position is limited by the quality and quantity of the dates in hand, leaving many farmers as price-takers.

The Demand Problem: Free Imports and a Fading Food Culture

Unusually for the programme's crops, the binding market constraint for dates is on the demand side at home. The free distribution of imported dates through associations and charities undercuts the local product: consumers wait for the free dates and do not return to buy local fruit when they need it. Local output is sufficient to cover the local market, yet it goes unsold for this reason, warehouses, participants noted, remain full of surplus. Compounding this is the erosion of the food culture that once placed dates at the centre of Hadhrami meals, which has further depressed demand. Participants called for restoring that culture and for redirecting the institutions that distribute imported dates toward purchasing local fruit under partnerships with farmers and local factories.

"We rose to the challenge of meeting the institutions' standards, supplied local dates matching the quality of imports, gave them samples, and agreed to purchase partnerships for the coming year, yet they went on to adopt imported dates instead."

— PRIVATE SECTOR (TRADER)

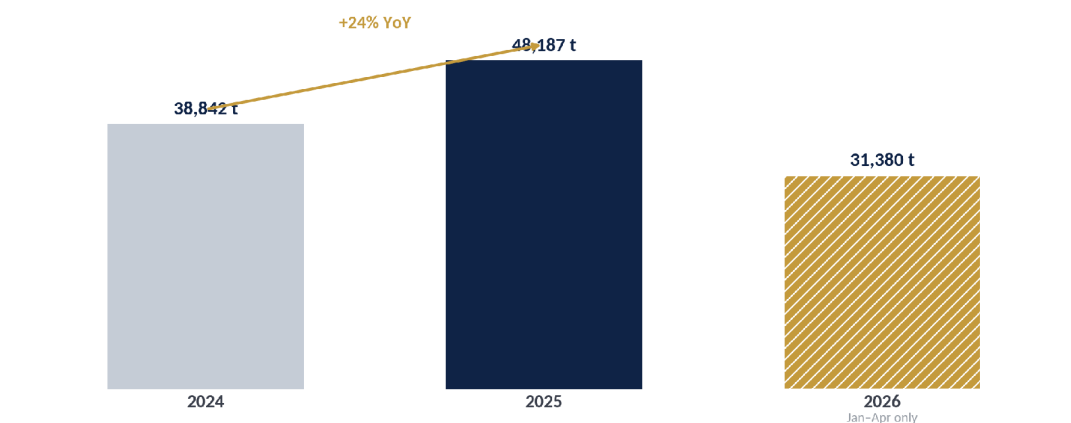
08 IMPORT COMPETITION, MARKETS AND EXPORT DYNAMICS

Imports are large and rising, in direct competition with local fruit. Recorded date imports reached 38,842 tonnes in 2024 and 48,187 tonnes in 2025, with a further 31,380 tonnes in the first four months of 2026 alone; imported offshoots ran to 6,650 in 2025 and 8,000 in January–April 2026. Participants ranked the regulation of these imports, through higher import duties or quantity limits, as their single highest priority for protecting the local product and restoring its market.

MARKET DEMAND

Imported dates keep rising — and crowd out local fruit

Recorded date imports into Hadhramaut, tonnes



2026 covers Jan-Apr only. Imported offshoots also rose: 6,650 (2025) → 8,000 (Jan-Apr 2026).

Source: Focus Group Discussion on the Palm & Dates Value Chain, Hadhramaut, June 2026

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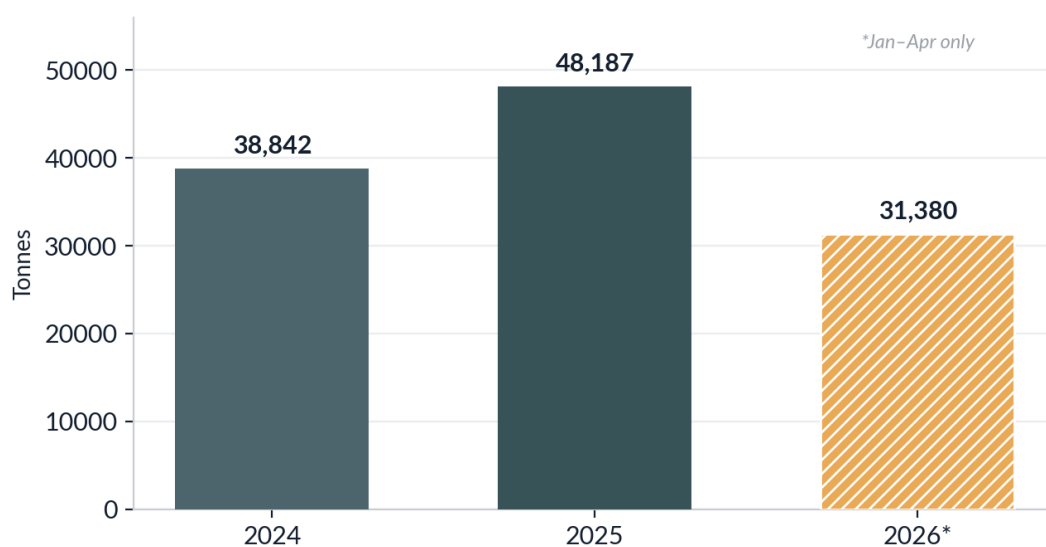


Figure 6. Recorded date imports into Hadhramaut, 2024–2026 (tonnes); 2026 covers January–April only.

Export Barriers and Quality

Reaching external markets is constrained by the weak quality and packaging of the local product. The principal export barriers identified were: failure to meet, and unfamiliarity with, international quality requirements and accreditation certificates; the high cost of freight and of internationally acceptable packing and packaging; and weak external promotion and marketing of local dates. Export also requires testing for pesticide residue left on the fruit by spraying. Hadhrami dates are good and globally competitive on intrinsic quality, but need quality in packing, sorting and storage to compete.

Brand, Trademark and Processing

Hadhramaut dates have clear potential as a trademark, but after improved packaging they lack promotion, marketing and international registration of the trade name to ease their movement in global markets. Participants saw substantial upside in value-added processing, diversifying beyond selling dates as a single raw product, drawing on external-market experience, and developing derived products, as well as in traditional handicrafts made from palm fronds and midribs (furniture, baskets and heritage items). One practical route raised was to coordinate with the Barakah Hadhramaut Industrial factory at Badrah for export-grade packing: an 8 kg carton costs about 8 Saudi riyals to pack and package there, against roughly 2,000 YER for traditional vacuum packing.

09 INSTITUTIONAL ROLES AND COORDINATION

INSTITUTION	ROLE IN THE PALM & DATES VALUE CHAIN
Agriculture Office	Supporting farmers with pesticides; facilitating the import of agricultural inputs and the palm's requirements; agricultural guidance and field services.
Agricultural Research Station	Research and extension to protect the palm from pests; documenting and conserving the local-variety base (42 registered varieties); needs a palm specialist in plant protection and operating support for research.
Agricultural Exports Centre	Continuous extension and training; supporting local and external marketing; attention to product quality, standards and presentation for promotion.
Chamber of Commerce	Marketing and opening new external markets; training farmers on export specifications and requirements; supporting traders' transactions.
Associations & cooperatives	Largely inactive at present; participants called for a genuine activation of the associations serving palm and dates farmers, organising marketing, inputs and collective bargaining.

Table 5. Institutional roles as identified by participants.

The decisive institutional finding is a marked absence of any effective role for the associations and local authorities in supporting palm and dates, and the lack of a standing mechanism linking farmers, associations, the Agriculture Office and the Exports Centre. Participants called for strengthening coordination and partnership across these bodies so that obstacles can be resolved systematically.

10 CHALLENGES AND IMPACT ON REVENUE

#	CHALLENGE	AFFECTED STAGE	IMPACT ON REVENUE
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1	Competition from imported dates and weak local demand for the local product	Economic return	Lower revenue and unsold local stock
2	High input costs, offshoots (e.g. Shisha, Naghal), fertilisers and pesticides, field operations and wages	Agricultural inputs	Higher production costs and squeezed farmer margins
3	Urban encroachment on orchards and disputes over land and with landowners	Cultivation	Reduced cultivated area and output
4	Water salinity, some wells turning brackish through over-extraction (e.g. Salila)	Cultivation / operations	Death of offshoots and heavy losses
5	Non-pollination of old, tall palms unreachable by traditional means	Operations	Lower productivity and quality, hence lower prices
6	Weak financial return; low local yield (37–50 kg per palm)	Economic return	Farmer receives a smaller share of final value
7	Weak agricultural extension and services	Operations / harvest	Depressed productivity; good practices and pest control not applied
8	Youth aversion to the hard labour of palm work	Cultivation	Future decline in productivity and revenue
9	Post-harvest losses, costly bagging (khubar), late picking, wrong transport and piling	Packing, storage, transport	Higher waste and lower returns
10	Non-compliance with quality, modern packaging and export standards	Harvest / marketing	Higher losses, degraded quality, buyer reluctance to take poorly packaged fruit
11	Pests and disease (weevil, dust mite, dubas) and weak control	Operations	Lower productivity and quality, reducing farmers' returns
12	Weak marketing and market access due to poor packing and packaging	Marketing	Demand in other governorates and abroad goes unexploited; lower revenue

Table 6. Principal challenges constraining revenues, by affected stage and impact.

Where Is Most Value Lost?

Predominantly before and after harvest: pre-harvest losses to pests and disease (weevil, dust mite, dubas); unsuitable harvesting practices that damage the fruit; weak sorting, poor storage and the absence of cooling; and distress sales straight off the palm when prices are low. Limited local processing and weak access to external markets compound the loss. The key missing services are specialised palm-and-dates extension; inspection laboratories and pest-control inputs; good modern packing and packaging; the standards needed to qualify local dates for export; and training in food processing and the value-added products dates can yield.

11
PRIORITY ACTIONS FOR THE MAIN WORKSHOP

#	OPPORTUNITY	WHERE AND HOW REVENUES RISE
1	Produce premium dates from high-quality, in-demand offshoots (Brahi, Khalas, Sukari)	Local and external markets: dedicate the best varieties and package them as a premium product earning a higher return
2	Adopt modern packing and packaging methods	Marketing and distribution: improve appearance and packaging to market requirements, build consumer confidence and reach new, higher-priced markets
3	Strengthen and promote dates processing industries	Post-harvest: attract buyers at home and abroad, meet their tastes, and lift revenue with the quality of manufacture
4	Reduce post-harvest losses	During harvest, transport and storage: improve picking and sorting and build prepared cold stores
5	Build processing plants and cold stores	Manufacturing and operation: add value locally and create new revenue and jobs
6	Expand in local and external markets	Marketing and export: capture the price gap and high external demand for quality, standards-compliant dates
7	Sort and grade dates by quality	Post-harvest: sell by grade and size at higher prices rather than mixed lots
8	Craft traditional heritage products from palm fronds and midribs	Handicrafts: furniture, baskets and heritage items for sale

Table 7. Revenue-generation opportunities identified by participants.

Where Participants Agreed

- Clarify the standards, measures, specifications and requirements for exporting dates.
- Regulate the entry of foreign and imported dates into the local market.
- Establish prepared stores and cold-storage facilities for dates.
- Train and qualify agricultural extension agents and farmers, with technical support, and subsidise the fertilisers and pesticides needed to control pests.

Where Views Diverged

- **The role of the state toward agriculture.** Some held that the state must provide support and deliver services to farmers across every domain; others argued this is not its mandate and would constitute a burden, leaving a larger role to the private sector and the market.

- **Quality versus the farmer's margin.** Raising quality to open export markets adds cost, and participants noted the tension whereby the farmer's share of the final value can be eroded; producers press for a price that covers cost, while traders emphasise market competitiveness.

12 AGREED PRIORITIES

Through structured discussion (see the methodological note in Section 3), participants converged on the following ranked priorities for raising palm and dates revenues.

#	PRIORITY ACTION	RATIONALE
1	Curb date imports and enact regulating laws	Secure the presence of the local product and shield it from import competition, raising the economic return
2	Export and open external markets to the local product	Widen markets and demand and place the product at strong prices yielding a high return
3	Plant good varieties and the improved offshoots demanded at home and abroad	Meet the quality specifications buyers require and lift demand
4	Improve orchard management and pest control	Raise output and quality and increase the farmer's share of the product's revenue
5	Provide palm and dates inputs, pesticides and modern tools	Reduce losses and protect the palm and fruit from damage
6	Build modern plants and cold stores modelled on export facilities	Qualified places to pack, store and preserve dates for long periods without raising losses, and to sell off-peak at higher prices
7	Promote and market the local product	Raise demand and place the product at strong, return-generating prices
8	Improve relations among farmers, landowners and traders and raise awareness of the value of palm cultivation	Partnerships that ease the farmer's work and marketing and raise the farmer's share of final value
9	Bring in improved, high-quality offshoots at reasonable prices	Meet market demand and deliver high quality to the local consumer
10	Set controlling standards and measures for the quality of exported dates	Qualify dates for export and to compete with imported quality

Table 8. Ranked priorities (output of the prioritisation exercise).

13 RECOMMENDATIONS AND IMMEDIATE ACTIONS

Strategic Recommendations and Proposed Implementing Bodies

#	RECOMMENDATION	PROPOSED IMPLEMENTER	HORIZON
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1	Support the Agricultural Research Station to develop research protecting the palm from pests	Agriculture Office; organisations and donors	6 months
2	Impose measures curbing imports that compete with the local product, high import duties or quantity limits	Ministry of Industry and Trade; exporters; Exports Authority	6–10 months
3	Apply good agricultural practices to cut costs and reduce losses	Agricultural extension; development organisations	6 months
4	Establish a modern packing and packaging plant comparable to external methods	Local investors; farmer associations and cooperatives; Chamber of Commerce	12–18 months
5	Invite farmers to join associations or marketing unions to organise pricing and set quality standards	Local authority; agricultural associations	6 months
6	Open marketing channels beyond Hadhramaut to widen markets and demand	Ministry of Industry and Trade; Chamber of Commerce; exporters	6–12 months
7	Create a Hadhramaut dates trademark and register it internationally	Export Development Authority; Chamber of Commerce; marketing firms	6–12 months
8	Direct the institutions that distribute dates annually to buy local and partner with farmers and local factories, reducing recourse to imports	Local authority; Agriculture Office; associations; Social Affairs Office	9 months
9	Support and finance farmers with easy loans repayable over 5–7 years, given the long gestation of palm cultivation	Banks; microfinance institutions; organisations	12 months

Table 9. Strategic recommendations with proposed implementing bodies.

Immediate Practical Actions

- Qualify farmers and processors through training and external visits to dates packing-and-packaging factories to acquire expertise and transfer experience; train unemployed youth on modern practices, pollination, frond work and production.
- Import and plant short, fruitful palms and new high-yield varieties, and establish new date orchards.
- Introduce modern technology and machinery, lifts and cranes, to cut harvest costs; use plastic crates to transport dates instead of spoiling sacks.
- Reopen the national dates factory at Marima or use its equipment to establish mixed plants; reactivate the Al-Suwairi government farm or hand it to the associations to restore production.

- Partner the Hadhramaut Endowments (Awqaf) Office with the agricultural associations to develop model farms on endowment and mosque lands, coordinating with private parties to market the output.
- Provide matching grants to farmers rather than full grants; give serious attention to pest control, the supply of the right pesticides, and the lifting of import restrictions on them.

Entities Designated for Follow-Up

Ministry of Industry and Trade; Ministry of Agriculture, Irrigation and Fisheries; the Chamber of Commerce; the Agricultural Exports Centre; the Agricultural Research Station; and the agricultural associations.

14

KEY MESSAGES

- Most of the dates chain's value lies in processing, grading and export, not in primary production alone; selling unsorted dates caps the revenue the crop earns locally.
- The binding constraint for dates is on the demand side at home: the free distribution of imported dates and the fading food culture suppress demand for a local product that is sufficient to cover the market.
- Protecting and reviving the local product requires regulating imports, reviving demand, and reducing post-harvest losses through better harvesting, sorting, storage and cooling.
- Raising quality and building a Hadhrami dates brand, with proper packaging, processing and an internationally registered trademark, is the route into regional and external markets.
- Palm cultivation is a long-gestation, perennial investment and a matter of food security; finance must fit its seasonal nature, with repayment beginning only after production starts (5–7 years).
- Activating the associations and closing the gap between farmers and the competent state bodies will strengthen producers' bargaining power and stabilise prices.

“Developing Agricultural Revenues in Hadramout” Initiative

Developing Agricultural Sector Revenues in Hadhramaut works to raise farmers' incomes and sector revenues across the governorate's flagship crops. Through three crop-focused dialogues — onion, dates, and honey — it convenes farmers, traders, exporters, and government bodies to diagnose where value is lost and agree practical fixes, feeding into a reference white paper and a main workshop on 5 July.

About the funder

YEMEN AID

Founded in 2016 by Yemeni-American professionals, Yemen Aid is a humanitarian and development organisation serving the Yemeni people without distinction. A registered U.S. 501(c)(3) and licensed INGO in Yemen, it works across emergency relief, livelihoods, and the recovery of Yemen's productive sectors.

About the implementer

CORE INSIGHTS CONSULTING

Core Insights Consulting is a German-based advisory firm specialising in political economy, governance reform, and evidence-based policy in fragile states, with deep expertise and local presence in Yemen.