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SUPPLEMENTARY MATERIAL: Determinants of household market entry and sales: alternative model specifications

	Tobit model			Cragg Model with Regional Dummies					
	Regression Results			Probit (1st Stage) Regression Results			Lognormal (2nd Stage) Regression Results		
	Coef.	Robust SE		Coef.	Robust SE		Coef.	Robust SE	
<i>Household (HH)-specific explanatory variables</i>									
Num. local dairy cows	0.156	0.041	***	0.032	0.009	***	0.019	0.004	***
Num. cross-bred dairy cows	0.211	0.177		0.032	0.033		-0.027	0.053	
% vaccinated	1.753	1.127		0.379	0.166	**	-1.118	0.335	***
% treated for parasites	-0.255	1.171		-0.101	0.175		0.681	0.303	**
% treated for ticks	1.964	1.154	*	0.235	0.176		0.979	0.417	**
Water source	2.155	0.927	**	0.388	0.137	***	-0.051	0.232	
Oilseed cake	2.389	1.113	**	0.326	0.172	*	-0.698	0.269	***
Trough	1.993	1.007	**	0.418	0.156	***	0.108	0.281	
Num. cell phones	0.163	0.232		0.044	0.034		-0.006	0.068	
Num. radios	-0.656	0.490		-0.090	0.075		-0.242	0.102	**
Transport	-1.151	1.110		-0.189	0.170		0.465	0.268	*
Ha. land	0.021	0.013		0.003	0.002		-0.002	0.004	
Log (nonfarm income, lagged)	-0.322	0.270		-0.040	0.038		-0.028	0.062	
Log (nonfarm income)	-0.379	0.247		-0.027	0.035		-0.163	0.075	**
Num. adult males	0.164	0.364		-0.008	0.049		0.115	0.115	
Num. adult female	-0.031	0.342		-0.017	0.048		-0.056	0.106	
Num. children	-0.091	0.131		-0.019	0.021		0.050	0.034	
HH head gender	-5.418	2.837	*	-0.833	0.427	*	-1.383	0.490	***
HH head Fulani	4.933	0.949	***	0.747	0.148	***	-0.052	0.289	
HH head yrs of edu.	-0.117	0.221		-0.013	0.032		0.048	0.048	
<i>Location-specific explanatory variables</i>									
Log (milk price)	4.403	1.623	***	0.602	0.239	**	-0.141	0.486	
Urban	-0.972	3.279		-0.155	0.471		2.085	1.339	
Num. collection centers	0.064	0.215		0.017	0.033		-0.012	0.038	
% electricity access	5.370	3.228	*	0.340	0.565		1.559	1.109	
Dist. weekly market	-0.019	0.044		-0.005	0.007		0.004	0.010	
Dist. daily market	0.030	0.013	**	0.005	0.002	**	0.002	0.003	
Dist. training center	-0.001	0.015		0.001	0.002		0.000	0.003	
Dist. financial institution	0.007	0.007		0.001	0.001		0.000	0.001	
Dist. motorable road	0.014	0.021		0.000	0.003		0.007	0.006	
Average temperature	-0.119	0.091		-0.030	0.016	*	-0.003	0.029	
Annual rainfall	0.003	0.003		0.000	0.001		-0.002	0.001	***
Semiarid	5.732	3.055	*	1.157	0.524	**	0.115	0.675	
Arid	4.738	3.965		1.219	0.695	*	-0.742	0.936	
Kayes				0.343	0.450		0.150	0.470	
Koulikoro				-0.135	0.464		0.017	0.576	
Sikasso				0.051	0.497		0.813	0.843	
Segou				0.139	0.480		0.086	0.659	

Mopti					-0.093	0.428			0.753	0.544	
Constant	-3.753	28.639			2.600	4.842			11.349	8.549	
Pseudo R-squared	0.127				0.2921						
Observations	717				717				126		

Notes: Dependent variable of the probit model is 1 if household sold milk and 0 otherwise.

Dependent variable of truncated normal model is liters of milk sold. \*\*\*, \*\*, and \* indicates  $p < 0.01$ ,  $p < 0.05$ , and  $p < 0.1$ , respectively