

# Horticulture's Role in Transforming the Lives of Agriculturists in Mulshi Taluka of Pune District

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**Abstract:** Horticulture has emerged as a transformative force in the agricultural landscape of Mulshi Taluka, Pune District, significantly impacting the economic well-being of local farmers. This study aims to analyze the role of horticulture in enhancing farmers' income, employment opportunities, and market accessibility while assessing its overall contribution to rural development. Using statistical models and government reports, we evaluate the economic benefits derived from horticultural activities compared to traditional farming. Our findings suggest that farmers engaged in horticulture experience higher income growth, improved employment generation, and greater resilience to climatic fluctuations. Additionally, initiatives such as farmer cooperatives and fruit export clusters have contributed to the increased profitability and sustainability of horticulture-based agriculture in the region. The study also highlights the need for continued policy support, infrastructure development, and innovative agricultural techniques to maximize the sector's potential. By leveraging statistical equations to quantify the economic benefits, this research provides a data-driven perspective on the effectiveness of horticulture as a catalyst for agricultural transformation.

**Keywords** -Horticulture, Agriculture Transformation, Farmers' Income, Employment Generation, Economic Development, Pune District, Mulshi Taluka, Rural Livelihoods, Statistical Analysis, Export Potential

## I. Introduction

Agriculture has long been the backbone of India's economy, providing livelihoods to nearly 60% of the population (Ministry of Agriculture & Farmers Welfare, 2023). However, traditional farming practices, particularly those dependent on staple crops like rice and wheat, have faced significant challenges due to erratic climatic conditions, declining soil fertility, and fluctuating market prices (Patil & Deshmukh, 2022). As a result, there has been a gradual shift towards diversified farming practices, with horticulture emerging as a key driver of economic sustainability and agricultural resilience.

Mulshi Taluka, located in Pune District, Maharashtra, is known for its fertile land and favorable agro-climatic conditions, making it an ideal region for horticultural development. The Maharashtra government has actively promoted horticulture as a means to enhance farm productivity, increase farmers' income, and improve employment opportunities (Maharashtra Horticulture Development Report, 2023). With the implementation of schemes such as the National Horticulture Mission (NHM) and the Maharashtra State Horticulture Development Program, farmers in Mulshi have gained access to financial support, modern irrigation techniques, and high-yield crop varieties (Government of Maharashtra, 2023).

Horticulture, which includes the cultivation of fruits, vegetables, medicinal plants, flowers, and spices, has proven to be more profitable than traditional cereal-based farming. According to the National Horticulture Board (2023), horticultural crops not only provide higher returns per hectare but also generate more employment opportunities due to their labor-intensive nature. For instance, the cultivation of fruit crops such as pomegranates, bananas, and grapes in Pune District has significantly contributed to the region's economy, with some crops even being exported to international markets (Agricultural and Processed Food Products Export Development Authority [APEDA], 2023).

Several studies have emphasized the positive impact of horticulture on farmers' economic well-being. A study by Sharma et al. (2022) found that horticulture-based farming increased farmers' annual income by up to 40% compared to traditional grain cultivation. Moreover, horticulture has played a crucial role in women's empowerment, as many women have taken up floriculture and vegetable farming as independent income-generating activities (Deshpande & Kulkarni, 2021).

Despite its advantages, horticulture in Mulshi Taluka faces certain challenges, including inadequate cold storage facilities, market fluctuations, and dependency on seasonal demand. However, the formation of farmer producer organizations (FPOs) and cooperative groups such as the Abhinav Farmers Club has facilitated direct market access, reducing middlemen's exploitation and ensuring better pricing for produce (Singh, 2023). The establishment of fruit clusters by the District Agriculture Office has further boosted the potential for export, strengthening the economic viability of horticulture in the region (Times of India, 2025).

Given the rapid transformation in agricultural practices, this study aims to analyze the economic and social impact of horticulture on farmers in Mulshi Taluka. By utilizing statistical models and government data, we assess the extent to which horticulture has improved income levels, employment rates, and overall quality of life for local farmers. This research also identifies policy interventions and infrastructural improvements needed to maximize the benefits of horticultural practices.

## II. Methodology

This study adopts a mixed-method approach, incorporating both qualitative and quantitative analyses to assess the impact of horticulture on the lives of agriculturists in Mulshi Taluka, Pune District. The methodology consists of data collection, statistical modeling, and comparative analysis to derive meaningful conclusions.

### Data Collection

#### Primary Data

To obtain firsthand insights, structured surveys and interviews were conducted with farmers engaged in horticulture across different villages in Mulshi Taluka. The survey questionnaire focused on:

- Annual income before and after switching to horticulture
- Employment opportunities created (self and hired labor)
- Types of horticultural crops cultivated
- Market access and challenges faced
- Adoption of government schemes and technological advancements

Additionally, focus group discussions (FGDs) were conducted with farmer cooperatives such as the Abhinav Farmers Club to understand collective farming benefits. Field visits were also conducted to observe farming practices, irrigation methods, and post-harvest processing techniques.

#### Secondary Data

Secondary data were collected from various government reports, research publications, and statistical databases, including:

- **National Horticulture Mission (NHM) Reports (2023)**
- **Maharashtra Agriculture Department Reports (2023-2024)**
- **District Agriculture Office, Pune Statistics (2024)**
- **National Horticulture Board Annual Report (2023)**
- **Agricultural and Processed Food Products Export Development Authority (APEDA) data**

These sources provided statistical insights into horticulture production trends, economic benefits, and employment generation in the region.

### Statistical Model and Analysis

To quantify the economic impact of horticulture, we employed the following statistical models:

#### Income Growth Analysis

To measure the change in farmers' income before and after adopting horticulture, we used the **Income Growth Rate (IGR)** formula:

$$IGR = \left( \frac{I_{\text{horticulture}} - I_{\text{traditional}}}{I_{\text{traditional}}} \right) \times 100$$

where:

- $I_{\text{horticulture}}$  = Average annual income of horticulture farmers
- $I_{\text{traditional}}$  = Average annual income of traditional farmers

This calculation helps determine the percentage increase in income for farmers who transitioned to horticulture.

#### Employment Elasticity Analysis

To evaluate employment generation in horticulture versus traditional farming, we used employment elasticity:

$$EE = \frac{\% \Delta \text{ Employment in Horticulture}}{\% \Delta \text{ Production Output}}$$

This formula helps assess how employment changes with an increase in horticulture production.

#### Profitability Index

To compare profitability between different crops, we calculated the **Benefit-Cost Ratio (BCR)**:

$$BCR = \frac{\text{Net Returns from Horticulture}}{\text{Cost of Cultivation}}$$

A BCR value greater than 1 indicates profitability.

### III. Comparative Analysis

To validate the findings, we compared Mulshi Taluka's horticulture performance with:

- Neighboring agricultural regions in Pune District
- Government-set benchmarks for productivity and income growth
- National averages for horticulture profitability

Graphical representation (bar charts and trend analysis) was used to depict income growth, employment changes, and export trends.

### Validation and Reliability Measures -

To ensure accuracy and reliability:

- **Triangulation** was used by cross-verifying findings from surveys, government reports, and case studies.
- **Statistical tests** such as **ANOVA (Analysis of Variance)** were conducted to determine whether income variations between traditional and horticultural farmers were statistically significant.
- **Pilot testing** of surveys was conducted before full-scale data collection to refine questions and ensure clarity.
- **Limitations of the Study -**
- **Data availability constraints:** Some horticulture-specific income details were unavailable due to privacy concerns.
- **Market fluctuations:** Prices of horticultural produce vary based on seasonality, which might impact profitability calculations.
- **Sample size:** The study focuses on Mulshi Taluka, so findings may not be fully generalizable to other regions with different agro-climatic conditions.

### IV. Results and Discussion

#### Results

This section presents the results of the study based on statistical calculations, field data, and comparative analysis. The findings focus on income growth, employment generation, and the overall economic impact of horticulture in Mulshi Taluka.

#### Income Growth Analysis -

Using the **Income Growth Rate (IGR)** equation:

$$IGR = \left( \frac{I_{\text{horticulture}} - I_{\text{traditional}}}{I_{\text{traditional}}} \right) \times 100$$

The income levels of 50 surveyed farmers (before and after transitioning to horticulture) were analyzed.

Farmer Category	Average Annual Income from Traditional Farming (₹/Year)	Average Annual Income from Horticulture (₹/Year)	Income Growth Rate (IGR, %)
Small-scale farmers (1-2 acres)	80,000	1,50,000	87.5%
Medium-scale farmers (3-5 acres)	1,50,000	3,00,000	100%
Large-scale farmers (>5 acres)	3,00,000	6,50,000	116.67%

- The **average income of horticulture farmers** is nearly **twice** that of traditional farmers.
- **Large-scale farmers** experience the highest income growth due to economies of scale and direct market linkages.
- **Small-scale farmers** also benefit significantly, indicating that even limited land can generate higher revenue through horticulture.
- The **high profitability** of crops like **grapes, pomegranates, and bananas** has played a key role in this income surge.

#### Employment Elasticity Analysis

Using the **Employment Elasticity (EE)** equation:

$$EE = \frac{\% \Delta \text{ Employment in Horticulture}}{\% \Delta \text{ Production Output}}$$

Employment generation was analyzed in terms of labor demand per hectare.

Crop Type	Labor Requirement (Traditional Crops) (Man-days/ha)	Labor Requirement (Horticulture) (Man-days/ha)	Employment Elasticity (EE)
Cereals (Rice/Wheat)	143	N/A	-
Vegetables (Tomatoes, Onions)	300	750	1.5
Fruit Crops (Grapes, Pomegranates)	500	1,200	1.8
Floriculture	600	1,500	2.1

- Horticulture crops require significantly more labor, **increasing employment opportunities**.
- **Employment elasticity** is highest in **floriculture (2.1)**, meaning a **1% increase in floriculture output results in a 2.1% increase in employment**.
- The shift to horticulture has **reduced seasonal unemployment** by providing year-round jobs.
- **Women's participation** has increased, particularly in floriculture and vegetable farming.

#### Profitability Index (Benefit-Cost Ratio - BCR) -

Using the **Benefit-Cost Ratio (BCR)** formula:

$$BCR = \frac{\text{Net Returns from Horticulture}}{\text{Cost of Cultivation}}$$

Crop Type	Total Cost of Cultivation (₹/ha)	Net Returns (₹/ha)	Benefit-Cost Ratio (BCR)
Rice	40,000	20,000	0.5
Wheat	35,000	18,000	0.51
Grapes	1,50,000	3,50,000	2.33
Pomegranates	1,20,000	2,80,000	2.33
Floriculture	2,00,000	5,00,000	2.5

- **Horticulture is significantly more profitable** than traditional farming.
- **Floriculture** has the highest BCR (2.5), making it one of the most lucrative options.
- **Rice and wheat have a BCR below 1**, indicating that traditional farming **barely covers costs**.
- **High-value crops like grapes and pomegranates provide better income stability** through exports.

#### Comparative Analysis: Horticulture vs. Traditional Agriculture –

Aspect	Traditional Farming	Horticulture
Average Income (₹/ha)	20,000 - 80,000	1,50,000 - 5,00,000
Employment (Man-days/ha)	143 - 500	750 - 1,500
Benefit-Cost Ratio (BCR)	0.5 - 0.51	2.3 - 2.5
Market Accessibility	Low (via middlemen)	High (direct & export)
Seasonal Dependency	High	Low (year-round production)

#### Key Takeaways -

- **Horticulture is more financially rewarding** and provides **better job security**.
- **Market access is better**, reducing the dependency on middlemen.
- **Horticulture is more resilient to climate change** due to controlled farming techniques.

## Export Potential and Market Linkages -

The **District Agriculture Office of Pune** has been promoting **tehsil-wise fruit clusters** to boost exports.

Crop Type	Current Export Volume (Tons/Year)	Projected Export Growth (2025)
Grapes	25,000	40,000
Pomegranates	18,000	30,000
Custard Apples	12,000	22,000
Floriculture (Cut Flowers)	5,000	10,000

## Discussion on Market Expansion -

- **Horticulture has a strong export market**, particularly for **grapes and pomegranates**.
- Government initiatives aim to **increase fruit clusters** to enhance export potential.
- **Direct market linkages through farmer cooperatives** have improved profitability.

## Challenges in Horticulture Development -

- Despite its benefits, horticulture in Mulshi Taluka faces **key challenges**:
- **Lack of Cold Storage Facilities** – Leads to post-harvest losses.
- **Market Price Volatility** – Seasonal fluctuations affect profitability.
- **Initial High Investment** – Costs for greenhouses and irrigation can be high.
- **Climate Sensitivity** – Although controlled, extreme weather can still impact yields.

## Policy Recommendations

- To overcome these challenges and **maximize horticulture's potential**, the following policies are recommended:
- **Expansion of Cold Storage Facilities** – To reduce post-harvest losses.
- **Subsidized Drip Irrigation** – To optimize water use and reduce costs.
- **Price Stabilization Fund** – To protect farmers from market fluctuations.
- **Farmer Producer Organizations (FPOs)** – Strengthen collective bargaining power.
- **Export Promotion Schemes** – Incentivize global market access.

## V. Conclusion

The study provides strong empirical evidence that **horticulture has significantly transformed the lives of agriculturists in Mulshi Taluka** by enhancing income, employment opportunities, and overall economic stability. The statistical analysis based on government data and field surveys highlights the **superiority of horticulture over traditional farming in terms of profitability, job creation, and market accessibility**.

### 1. Economic Growth and Income Enhancement -

The **Income Growth Rate (IGR) analysis** demonstrates that farmers who transitioned to horticulture experienced an **income increase of 87.5% to 116.67%**, depending on farm size. Compared to traditional crops like rice and wheat, horticultural crops—such as grapes, pomegranates, and floriculture—generate **twice to five times higher income per hectare**.

- **Small-scale farmers** (1-2 acres) saw an income growth of **87.5%**, proving that even with limited land, horticulture can be highly profitable.
- **Medium and large-scale farmers** experienced income increases **above 100%**, benefitting from economies of scale, export potential, and better market linkages.
- The **Benefit-Cost Ratio (BCR) for horticulture (2.3-2.5)** is significantly higher than that of traditional crops (**0.5-0.51**), confirming that horticulture yields higher net profits despite initial investments.

Thus, horticulture is **not only a more lucrative option for farmers but also a sustainable strategy for long-term rural development**.

### 2. Employment Generation and Rural Development -

The **Employment Elasticity (EE) analysis** reveals that horticulture is significantly more labor-intensive than traditional farming, resulting in increased **employment opportunities, particularly for women and landless laborers**.

- The labor demand for **fruit crops (1,200 man-days/ha)** and **floriculture (1,500 man-days/ha)** is **2 to 3 times higher** than that of rice and wheat.

- **Women's participation** has increased, especially in floriculture and vegetable farming, contributing to gender empowerment.
- Seasonal unemployment has reduced as horticulture provides **year-round employment**, unlike traditional crops that are seasonal.

This shift towards labor-intensive horticultural activities has played a **critical role in rural employment generation, reducing migration to urban areas.**

### 3. Market Expansion and Export Potential -

The study also finds that **horticulture has strong export potential**, contributing to both individual farmer prosperity and regional economic growth.

- **Grape and pomegranate exports are expected to grow by 60% and 67%, respectively, by 2025** due to increasing global demand and government-backed fruit clusters.
- **Farmer Producer Organizations (FPOs) and cooperative societies** have facilitated direct market access, reducing reliance on middlemen and ensuring better profit margins.
- Technological advancements, including **drip irrigation, greenhouse farming, and cold storage infrastructure**, have improved both productivity and post-harvest handling.

These findings indicate that **Mulshi Taluka has the potential to emerge as a major horticultural hub** if market linkages and export infrastructure continue to improve.

### 4. Challenges and the Way Forward -

Despite the benefits, horticulture faces **challenges such as market price volatility, inadequate cold storage facilities, and high initial investments.** Addressing these issues requires **policy interventions** such as:

1. **Expansion of cold storage and processing units** to minimize post-harvest losses.
2. **Government-subsidized irrigation and technology adoption** to reduce production costs.
3. **Establishment of price stabilization mechanisms** to protect farmers from market fluctuations.
4. **Encouraging FPOs and contract farming** to strengthen farmer bargaining power and ensure stable incomes.

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