

**Table S1.** Estimation of double-hurdle model with farm type and farm orientation variables. Standard error for each estimate is placed in parenthesis

| Variable                      | 1 <sup>st</sup> hurdle<br>(Adoption)                                |         | 2 <sup>nd</sup> hurdle<br>(Adoption intensity)                      |         |
|-------------------------------|---------------------------------------------------------------------|---------|---------------------------------------------------------------------|---------|
|                               | <i>Dependent variable: Farmer's status in production of sorghum</i> |         | <i>Dependent variable: Farmer's intensity of sorghum production</i> |         |
|                               | Coefficient                                                         | p-value | Coefficient                                                         | p-value |
| <b>Network attributes</b>     |                                                                     |         |                                                                     |         |
| extfreq                       | 1.783*** (0.198)                                                    | 0.001   | 2.173* (0.092)                                                      | 0.079   |
| lclrel                        | -0.338 (0.996)                                                      | 0.794   | -1.651** (1.187)                                                    | 0.028   |
| freqloc                       | -1.003 (0.047)                                                      | 0.031   | 0.291** (0.321)                                                     | 0.015   |
| ethnic                        | 1.997 (2.006)                                                       | 0.928   | 3.227 (1.254)                                                       | 0.831   |
| extrel                        | 0.089 (0.117)                                                       | 0.672   | -1.237 (0.093)                                                      | 0.451   |
| freqext                       | 0.016 (0.015)                                                       | 0.274   | 0.917** (0.026)                                                     | 0.037   |
| ngroup                        | 2.198*** (0.007)                                                    | 0.001   | 0.089 (2.385)                                                       | 0.274   |
| <b>Aid attributes</b>         |                                                                     |         |                                                                     |         |
| infoaid                       | 1.896 (1.007)                                                       | 0.097   | 1.339 (2.913)                                                       | 0.339   |
| aidbenfcr                     | 0.091 (0.991)                                                       | 0.383   | 1.562 (2.910)                                                       | 0.778   |
| numaidsc                      | -2.165 (3.917)                                                      | 0.553   | 4.668 (1.290)                                                       | 0.311   |
| durtnaid                      | 0.096 (1.772)                                                       | 0.136   | 0.998* (0.037)                                                      | 0.072   |
| aidvalue                      | 1.248* (1.005)                                                      | 0.018   | 0.088 (0.329)                                                       | 0.228   |
| <b>Market attributes</b>      |                                                                     |         |                                                                     |         |
| mktdist                       | -1.236* (0.127)                                                     | 0.082   | -1.118 (1.017)                                                      | 0.279   |
| transcst                      | -0.338* (0.119)                                                     | 0.066   | 1.834 (0.179)                                                       | 0.088   |
| mktfreq                       | 1.294 (1.118)                                                       | 0.103   | 1.289* (1.180)                                                      | 0.086   |
| pymntspd                      | -1.096 (1.117)                                                      | 0.091   | -3.489** (1.198)                                                    | 0.043   |
| numbuy                        | 1.291* (0.339)                                                      | 0.077   | 4.572* (1.181)                                                      | 0.059   |
| mktinfo                       | 0.911 (0.937)                                                       | 0.441   | 0.005 (3.435)                                                       | 0.221   |
| weightprc                     | 1.093* (1.018)                                                      | 0.085   | 1.916 (1.119)                                                       | 0.117   |
| <b>Demographic attributes</b> |                                                                     |         |                                                                     |         |
| age                           | -0.281** (0.118)                                                    | 0.018   | 1.872 (0.816)                                                       | 0.668   |
| orientation                   | -1.338 (1.293)                                                      | 0.271   | 0.881** (1.173)                                                     | 0.021   |
| cropdiv                       | -2.347 (0.986)                                                      | 0.112   | -1.120 (0.915)                                                      | 0.371   |
| livediv                       | 1.194 (0.099)                                                       | 0.417   | -3.281 (0.899)                                                      | 0.110   |
| gender                        | 0.395 (1.178)                                                       | 0.559   | -1.096 (1.181)                                                      | 0.319   |
| hhldsze                       | 1.178 (0.993)                                                       | 0.102   | 0.995 (0.041)                                                       | 0.017   |
| experience                    | 1.238 (1.115)                                                       | 0.114   | 2.198** (1.290)                                                     | 0.033   |
| income                        | -1.893* (1.238)                                                     | 0.011   | 4.190 (0.009)                                                       | 0.226   |
| arbland                       | 1.109 (1.001)                                                       | 0.419   | 0.998 (2.191)                                                       | 0.119   |
| storage                       | 0.990 (1.112)                                                       | 0.284   | 0.093 (1.105)                                                       | 0.216   |

\*\*\*, \*\* and \* indicate *p*-values significant at 1 %, 5 % and 10 % levels respectively. *Source:* Generated by authors from 2016 sorghum survey data using STATA.