

GHANA SMD recommendations

A total of 9 key recommendations to address deficiencies and/or opportunities in the SMD area of Ghana's seed system have been developed by the assessment team and vetted with stakeholders. The recommendations are roughly, but not strictly, listed in order of importance or recommended sequencing.

Recommendation: # 1. National seed distribution mapping exercise
Description
Establish number, type, geographical density and capacity of seed distributors to determine investments for upgrading and scaling. Support for regulator (Ghana Seed Inspectorate Department – GSID) to carry out continuous online and or manual registration, monitoring and surveillance to enhance quality seed distribution
Key determinants of costs
Cost of nationwide agrodealer mapping to determine the volume of seed, level of ICT usage, gender, seed promotion activities and level of training
Recommendation: # 2. Credit support for business improvement and expansion
Description
Link private distributors to information and/or affordable credit facilities to enable them invest in seed scaling initiatives such as proper storage (potentially including facilities such as cold rooms), farm input promotional activities, and general expansion (potentially including vegetatively propagated planting materials)
Key determinants of costs
Identify low-cost loans for agrodealers interested in expanding seed business
Recommendation: # 3. Agrodealer business training
Description
Facilitate capacity building in business management, product knowledge and agronomy and scaling for seed distributors, to improve sustainability and quality of service provision, drive the establishment of more outlets for farmer access to quality seed, and diversify the supply of crop seed varieties with emphasis on new varieties
Key determinants of costs
Training needs assessment and recommendation of appropriate training program/s on cost-shared basis
Recommendation: # 4. Sustainable private sector extension agents
Description
Link seed/ag input distributors to private extension agents such as Village Based Advisors (VBAs) to support product promotion through demos and field days and income opportunities (commissions) for the agents to sustain their work
Key determinants of costs
Identification of agrodealers willing to engage private extension agents, suggest models of effective implementation approach

Recommendation: # 5. Carryover seed handling
Description
Link seed distributors with seed producers and seed regulators to carry out timely product retesting and repackaging with a view to limiting losses arising from expiry and poor handling of consigned/sold seed
Key determinants of costs
Estimate cost of retesting and define a cost sharing schedule
Recommendation: # 6. Reduction in low quality and counterfeit seed
Description
Facilitate training for adoption of technology (e.g., scratch off labels) that will enhance customer confidence in certified seed quality and authenticity. Support for the regulator to carry out surveillance, create seed quality awareness among distributors etc.
Key determinants of costs
Identify most effective method of addressing counterfeit seed, cost and support implementation
Recommendation: 7. Smart digital solutions for business
Description
Support seed distributors to identify and adopt ICT innovations and digital solutions to assist in ordering, accounting, marketing and general stock management to improve efficiency and reduce costs
Key determinants of costs
Identification of distributors willing to adopt ICT digital innovations and linkage to affordable digital solutions
Recommendation: # 8. Vegetatively propagated planting material distribution
Description
Explore best practices for distribution models for sustainable private sector supply of quality assured planting materials for vegetatively propagated crops to farmers
Key determinants of costs
Cost analysis of support for distribution of common vegetatively propagated material
Recommendation: # 9. Cross-cutting recommendation with Policy, Legal, Regulatory
Description
Support the enactment, revision and implementation of regulations and seed laws that enhance efficiency in seed distributor registration, licensing and operation
Key determinants of costs
Cost of policy reforms suggested as well as implementations