Seed Markets & Distribution

Country: Ghana

	Profile Element	Response
1	**Focus crops for assessment**	1. Maize 2. Rice 3. Cowpea 4. Soybean 5. Sorghum 6. Cassava
2	**Number of farming HH in country, by size category if available**	TASAI reports 2.2million farming HH in 2019, GSS reports a population of 30.8m in 2021 with an average HH of 3.6 (8.3mHH), 52% said to be farming HHs
3	**Law(s) and regulation(s) covering seed distribution (year of passage)**	1. Ghana National Seed Policy, 2013 2. Ghana Plants and Fertilizer Act, 2010 3. Regulations on Harmonization of The Rules Governing Quality Control, Certification and Marketing of Plant Seeds and Seedlings in ECOWAS Region, 2008 (C/REG.4/05/2008) 4. National Crop Varieties catalogue (released and registered, 2019 5. Ghana Seeds (Certification and Standards) Regulations, 1973
4	**Institution(s)/agency(ies) in charge of seed distributor registration, licensing and inspection**	1. The Plant Protection and Regulatory Services Directorate (PPRSD) under the Ministry of Food and Agriculture (MOFA) 2. Environmental Protection Agency (EPA) 3. Controller and Accountant General for company registration
5	**Authorized commercial seed classes in the country and distribution channels permitted for each (e.g. direct sale by producer, retail, agents, farmer groups, etc.)**	1. Breeder Seed - direct sale by breeders to multiplying entities 2. Pre-basic - direct sale by breeders to multiplying entities 3. Basic - direct sale by breeder/multiplying entities to seed producers 4. Certified Seed - direct sale by seed producers to farmers or through agrodealers 5.QDS - direct sales to farmers
6	**Estimated volume of quality seed of focus crops sold through each channel**	1. Agrodealers (Planting for Food and Jobs (PFJ) subsidy - 82%) 2. Agrodealers outside subsidy program - less than 10% 3. NGOs - 5% 4. Direct sales to farmers - 3% 5. Others - 1%
7	**Number of registered distributors by category**	Agrodealers - **3,543** in 2019 (TASAI 2020), https://www.agricinafrica.com/p/ghana-knowledge-resources.html; reports **3,398** as follows: Ashanti-851, Brong-Ahafo -503, Central - 162, Eastern - 400, Greater Accra - 98, Northern - 359, Upper East - 209, Upper West - 97, Volta - 195 and Western - 523.

8	**Key requirements for registered/licensed seed distributors by category, including multiple licences**	1. Physical facility for proper seed storage and location to be approved by PPRSD 2. Possess Business License Order 3. Application to PPRSD and EPA 4. Mandatory training by PPRSD and EPA 5. Company Registration Certificates
9	**Estimated densities of registered distributors per region (very low, low, medium, high)**	Reports show fair concentrations of agrodealers in urban centres and very low in rural areas. Ashanti region has the highest concentration of agrodealers
10	**Estimated general capacity of registered distributors by category (very low, low, good, very good)**	Ratio of agrodealers to farming HH stood at 1:622 in 2019, down from 1:794 in 2017. Most agrodealers in the southern part of the country are retail (84%)
11	**Types of seed markets and distributors used for focus crops (estimated % share of total seed distribution for focus crop)**	1. Agrodealers (Planting for Food and Jobs (PFJ) subsidy - 82%) 2. Agrodealers outside subsidy program - less than 10% 3. NGOs - 5% 4. Direct sales to farmers - 3% 5. Others - 1%
12	**Subsidy programs in last 5 years impacting distribution of seed for the focus crops**	Planting for Food and Jobs (PFJ) subsidy program was started in 2017. Focus on subsidizing seed and fertilizer to up to 75% cost. Focus crops are maize, soybean, rice, sorghum, cowpea and groundnuts. Seed producers are contracted to grow seed and supply to farmers through agrodealers, who are paid by seed producers
13	**Name of seed distributor association and number of active, paid-up members**	https://www.agricinafrica.com/p/ghana-knowledge-resources.html GAIDA (Ghana Agro Inputs Dealers association) was formed in 2004 to provide business linkages to relevant stakeholders such as credit providers as well as advocate for favourable agro input policies. GAIDA has a membership of over 3000 and well-structured national and regional offices for day-to-day running of the association
14	**Effectiveness of government extension efforts with distributors, and coverage in the country (very low, low, medium, high), with brief explanation**	Ratio of extension agents to farming HH stood at 1:622 in 2019, down from 1:794 in 2017. With support from the World Bank, government recruited additional 1,700 agric. extension agents resulting in a current ratio of agric. extension agent to farmer is 1:709
15	**Government initiatives in place to address counterfeit seed at distributor level, e.g., scratch off labels, spot checks by regulator**	i) Monitoring by GSID seed inspectors ii) Use of seed packages with labels and certification tags iii) Requirement for seed growers to show evidence of procurement of basic seed iv) the registration of seed growers and dealers v) awareness creation as part of the PFJ program.

16	**Distributor management of carryover, dead stock and expired seed**	Other than distributor requirement to have well-conditioned stores for proper seed storage, and conducting germination tests on carry-over stock before distribution, there is no proof of carry-over seed management
17	**Public infrastructure in place to support seed distribution programs, e.g., warehouses**	No evidence for private infrastructure support for storage
18	**Status of road and telecommunications infrastructure and general security in country**	MTN Ghana remains the dominant player in mobile sector (in the process of rolling out 5G network). LTE services are widely available. (https://www.budde.com.au) Ghana has 50% internet penetration as at Jan 2021 Has good road network and security for business