

**NATIONAL SEED TRADE ASSOCIATION OF GHANA**



**2021 ANNUAL REPORT**

**Compiled by:**

The Secretariat of NASTAG

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**January - December, 2021**

## INTRODUCTION

This report provides a summary of activities carried out by the Association for the period; January to December, 2021. This is based on an activity plan for the period under review drawn from the four (4) pillars and strategic objectives of NASTAG.

## ACTIVITIES CARRIED OUT DURING THE 2021 ANNUAL YEAR

As part of the Association's mandate, the following programs were undertaken successfully (initiated and/or accomplished) within the period under review which is worth noting for the attention of members.

### I. SERVICE TO MEMBERS

**I.1 PLANTING FOR FOOD AND JOBS:** For the year 2021, NASTAG was awarded a contract for the supply of 800MT of OPV Maize Seeds, 120MT of Hybrid Maize Seeds, 500MT of Rice Seeds, 200MT of Soybean Seeds, 20MT of Cowpea Seeds and 50MT of Groundnut Seeds to Government per request from members. The delay in payment of seeds supplied in 2020 negatively affected the supply of 2021 since most members who were awarded the contracts either reduced their production or were not willing to distribute seeds under the program.

The Secretariat worked with interested members and allocated agreed quantities of the various seeds through a signed MoU. At the end of the season, the following quantities were distributed by members who participated in the seed supply.

Items	Total Contract awarded (MT)	Total Collectively Distributed by Members	Percentage (%) Difference
OPV Maize	800	740.56	7.43
Hybrid Maize	120	118.81	1.00
Rice	500	429.16	14.17
Soya	200	199.72	0.14
Cowpea	20	28.29	- 41.45
Groundnut	50	25.98	48.04

Drawing from the above, the supply 2021 has not been encouraging. Members who were not able to exhaust their quota failed to notify the Secretariat for their excess quantities to be reallocated.

Also, several meetings were held with the Minister for Food and Agriculture to discuss issues relating to undue delays in 2020 PFJ payments and consequent effects on future seed productions.

All documentations for seeds supplied for 2021 have been submitted to the Ministry of Food and Agriculture to facilitate payments. Again, the Secretariat submitted application to bid for 2022 seed supplies on behalf of interested members, this was advertised in the Daily Graphic on Tuesday, October 5, 2021 for the application of Tender.

**I.2 UPDATE OF THE NATIONAL SEED PRODUCERS AND COMPANIES DIRECTORY:** The seed sector plays a very important role in the country hence the need to update the data on seed producers and companies in Ghana which aims at providing us, as public - private partners and other partners/seed industry players the details of all seed companies and producers in Ghana which amongst others would enhance business linkages. Additionally, other seed production/distribution data provided by the seed companies would contribute to estimating the potential seed quantities produced each year, the total size of land under cultivation and the specific crop seed quantities etc. The first edition of the Seed Companies and Producers Directory was developed in November 2018; with part of it being the National Seed Variety Catalogue. The directory was supposed to be updated annually but this did not materialize in 2019 and 2020 due to financial challenges coupled

with the COVID Pandemic. In the year under review, the data collection team was set up to undertake this exercise via the administration of a set of questionnaires to collect the data (text, GPS point coordinates, pictures) of all seed enterprises/producers across the sixteen (16) regions of Ghana. The exercise is currently ongoing after which new seed producers and companies' directory shall be developed / updated.

**1.3 EXECUTIVE COUNCIL MEETINGS:** Three (3) Executive Council meetings were held successfully within the year under review to discuss issues relating to the progress of the Association. During the first quarter an emergency meeting was held on Friday, 21<sup>st</sup> May, 2021 following the demise of the then President Mr. Thomas W. Havor. The second quarter meeting of the EC was successfully held on the 17<sup>th</sup> of June, 2021 to update the EC after the AGM, the current financial position, updates on current activities, the constitution of sub-committees of the Executive Council, and discussion on the new EC's strategic direction for 2 years. Also, other discussions included change of signatories to all NASTAG accounts, Director's fees, AFSTA congress and study tour and the annual dues. The third quarter meeting was held on Thursday, 21<sup>st</sup> October, 2021 to discuss the progress of SeedLink 2021, the Strategic Plan Review, PFJ 2022 and things to share with staff.

## 2. ADVOCACY

### **2.1 PARTICIPATION IN AFSTA ANNUAL CONGRESS AND LEARNING VISIT TO MATURED SISTER ORGANIZATION:**

NASTAG participated in the 21<sup>st</sup> AFSTA congress held in Mombasa, Kenya from the 27<sup>th</sup> to 30<sup>th</sup> September, 2021. NASTAG was represented by the President, Mr. Kwabena Adu -Gyamfi, the CEO, Mrs. Augusta N. Clottey, the USAID - GIAT Project Manager Mr. Michael Mawusi Dogor, Mr. Henry Ackah of M&B Seeds and Mr.

Lukman Ibn Boma of Antika Co.

Limited. The 2022 AFSTA congress is scheduled to take place in Djerba, Tunisia.

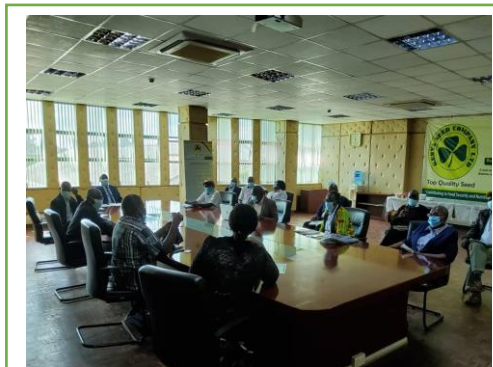
The Team also Leveraged the opportunity to embark on a learning visit to two (2) mature sister seed companies (East African Seed Co. Ltd and Kenya Seed Company Ltd). The objectives of this learning visit were:

- To share our experiences and challenges with other seed companies.
- To acquire knowledge and learn from the experiences of other seed companies.
- To learn and study how matured seed companies

operate and learn some of the activities they undertake to sustain the seed sector.



*Fig. 1: AFTSA 2021 congress ongoing in Mombasa, Kenya*



*Fig. 2: Preliminary briefing of NASTAG team in the Kenya Seed Company Conference room.*

**2.2 RADIO SENSITIZATION:** Promotion for the use of quality and certified seed and access to approved crop protection materials is an annual mandate of NASTAG. In 2021, a total of Twenty- Seven (27) NASTAG and SeedPAG members were selected to champion this course via radio discussions, these discussions were carried out in eighteen (18) selected radio stations in eight (8) regions from March to May. This year’s theme was dubbed **“BUY THE RIGHT SEED”**. During the show, listeners were allowed to phone in and ask questions, express their views and seek clarifications concerning seeds and related crop protection products. The programme received massive endorsement from various stakeholders, and many have called for its continuation, but this can only be done subject to funds.



*Fig. 3: NASTAG members educating public on quality certified seed during a radio discussion.*

**2.3 SEEDLINK 2021:**

The National Seed Trade Association of Ghana (NASTAG) in collaboration with the Secretariat of the National Seed Council (NSC) under the auspices of the Ministry of Food and Agriculture (MoFA) organized the 2nd Ghana Seed Business and Networking Forum dubbed **“SEEDLINK 2021”**. The event took place on November 3 – 4, 2021 at Tomreik Hotel, East Legon, Greater Accra Region under the theme: **“Enhancing the Utilization of Quality Seed by Every farmer”**.



*Fig. 4: Exhibition session ongoing at SeedLink 2021*

The Event was witnessed an overwhelming participation of one hundred and six (106) physical participants and one hundred and seventy – eight (178) virtual participants. Participants included agricultural value chain actors, agribusiness players, policymakers and international development partner organizations, seed producers, agro companies, agro input dealers, farm equipment vendors and

service providers, financial institutions and international development partners and the media. SeedLink 2021 provided a platform for participants to collectively find workable solutions to addressing current challenges in the seed sector, highlight some seed related policies that promote seed business opportunities and unearth innovative ideas to promote investors’ interest in the seed sector through presentations, panel discussions, exhibitions, and networking.

It also created opportunity for agriculture stakeholders to make inputs into the government’s agriculture-related policies and programmes on local seed production, agribusinesses development, agriculture technologies adoption and good agronomic practices among others. The participants contributed their views and opinions into proposing a national strategy for effective and efficient seed marketing and distribution, got updated on pertinent seed sector issues, developed their businesses through exhibitions a marketing relationships. The forum offered an opportunity for companies and service providers to showcase their products and market their brands as participants. It also allowed companies/organizations to project their activities through an exhibition with extensive media coverage to improve their corporate image and brand name.



*Fig. 5: Participants at SeedLink 2021*

**2.4 MEETINGS NASTAG PARTICIPATED IN:** During the year under review, these meetings gave NASTAG the opportunity to enhance the Association’s exposure and recognition. Again, other

stakeholders are sensitized on fundamental agricultural value chains. Some of the meetings are listed below:

- **MoFA Validation workshop on a 5-year Strategic Plan for the Ghana Fertilizer Expansion Programme (GFEP).**
- **Invitation to Policy Dialogue and Sensitization on the 2021 PFJ Implementation Strategy by PFAG.**
- **Webinar on Seed Policy Design and Implementation- Lessons from West Africa organized by IFPRI.**
- **National Advocacy and Awareness Creation Workshop to Promote the Plant Variety Protection (PVP) System in Ghana.**
- **BHEARD Ghana Project Showcase/ Exhibition at Kosmos Innovation Centre.**
- **Biotechnology Stakeholders Workshop organized by OFAB.**
- **SeedSat Socialization meeting by AGRA.**
- **Meeting on Development of Modalities of the Operationalization of the Plant and Fertilizer Act.**
- **Seed Connect Africa 2021 Conference and Exhibition held in Nigeria where NASTAG was represented by the Vice President, the CEO, the Project Manager and LCIC**



*Fig 6: Municipal Chief Executive of Wa in the Upper West Region visiting some of the Exhibition stands at one of the seed fairs.*

**2.5 PROMOTION OF MEMBERS’ SEEDS THROUGH DISTRICT LEVEL SEED AND INPUT FAIRS: NASTAG** through the support of the project and in collaboration with MoFA, AFAP and GIZ MOAP organized three district seed and input fairs in the Project’s Zone of Influence to promote the use of certified seeds in addition to other Crop Protection Products (CPPs), as optimum crop performance acts in consonance with choosing the right and quality CPPs at the right time, using the right application processes and procedures, in their right quantities. The Seed and Inputs Fairs took place in April and were held in the North East and Upper West Regions of Ghana per the details below.

The events offered the opportunity for invited guests, including agro input dealers to showcase their products and services.

*Fig. 6: Invited guests visiting the exhibition stands at Seed and inputs fair in Wa*

brands and more significantly interact with the farmers (in groups or individually) to explain product use, right application and expected results with the adherence to the right protocols. The exhibitors also used the event to expose their products and services to the world through extensive media coverage and improvement of their corporate image and brand name. Products on display ranged from seeds (hybrid and OPVs) to various fertilizer formulations, agrochemicals, simple farm tools and protective equipment in the three seed and input fairs.

The three events (Yagaba, Tumu and Wa) brought together a total of four hundred and eighty – three (483) with 23.6% being women) agricultural value chain actors as captured during registration of the participants as shown in the table; including farmers, seed producers, agro-inputs dealers, agribusiness players, and international development partner organizations and public institutions representatives from the Ministry of Agriculture and District / Municipal Assemblies. Cumulatively, 40 companies registered and exhibited their products at all three locations made up of seed companies, agro-input dealers and agro-input importers.



*Fig 7: USAID Team Addressing farmers during a brown field day at Zoggu*

REGION	DISTRICT	LOCATION	DATE
North East	Mamprugu Moagduri	Yagaba (IWAD Yard)	Tuesday, 13/04/2021
Upper West	Sissala East	Tumu (Community Ce Centre)	Friday, 16/04/2021
Upper West	Wa Municipal	Wa (Jubilee Park)	Wednesday, 21/04/2021

**2.6 FIELD DEMONSTRATIONS:** As part of the USAID - GIAT Project implementation, thirteen (13) demos were earmarked and completed in the Project's Zone of Influence (Northern Zone), these activities were a collaboration with Rainbow Agrosciences (for CPPs) and Yara Ghana (for Fertilizers) per requests made to CropLife members. Thus, NASTAG members provided the respective improved seeds, Yara Ghana provided the Fertilizers and Rainbow AgroSciences provided the other crop protection products. Planting started on Tuesday, June 15, 2021. In addition to the planting field days, one radio discussion was held on Radford FM in Tumu to educate farmers on the advantages of using quality certified seeds, agro inputs and crop protection products. In September, 2021, the Green Field days were organized in collaboration with six seed companies namely; (Antika, Ariku, Heritage and SeedCo, Rainbow Agrosciences and YARA Ghana) to afford farmers the opportunity to have physical evidence of the effect of using certified seeds, quality agro inputs and crop protection products and GAPS on their various fields. A total of six hundred and forty – four (644) people actively participated in the green field days in all ten (10) demo sites. The Brown Field Days was held in November, 2021 purposely for harvesting on the various demonstration fields.



*Fig 8: Project Manager interacting with farmers during green field day at Nyimeti.*

The main aim of the field days was to:

- Evaluate the efficiency of the certified seeds, agro inputs and crop protection products used on the demo field.
- Demonstrate and encourage the adoption of GAPS.
- Create avenues for farmers to share knowledge and experiences among themselves.

**2.7 ANNUAL GENERAL MEETING:** The 5th Annual General Meeting of the Association was held at the NODA Hotel, Fumesua, Kumasi from the 29th to 30th of April 2021. The AGM was a two half-day event with the first day dedicated to normal AGM proceedings including the presentation of Previous Minutes, Executive Council Report, Appreciation of Outgoing EC members, Dissolution of the EC, presentation of audited accounts for the year 2020 among others. Day Two (2) of the event saw the Election and Induction of the newly elected Executive Council members into office. At this year's AGM, plaques were presented to the outgoing Executives as an appreciation for all the good work done since their election, two other members; Mr. Ben Kemetse of M & B Agricultural Services Limited and Mr. William Kotey formerly of RMG Ghana Limited were also appreciated for their support in diverse ways.



*Fig. 9: Members present at the 5th AGM*

- BARRIERS TO EFFECTIVE SEED TRADE IN GHANA AND THE WEST AFRICAN SUB REGION: ASDEV** Consult was contracted to conduct a study to provide a better knowledge on the impediments to effective seed trading in Ghana and the West African sub-region as well as provide viable remedies based on the findings as a way forward to improving the business environment to boost seed business in Ghana. This study was as a result of a report by The African Seed Access Index (TASAI, 2019) which revealed that plant breeding has been very successful and delivered highly productive crop varieties through donor-sponsored programmes. However, available evidence suggests that new improved crop varieties are yet to get to farmers. Prior to this study, an advert was placed on Jobberman in June, 2021, two consulting firms submitted their proposals and the best firm was approved to carry out the study after vetting. Based on the proposals received, Asdev showed much clarity in terms of content, methodology, experience and technical know-how in approach as they were able to show proof of samples of data collection tools proposed to use. They have proven to have in-depth knowledge and practical skills of the challenge at stake and clearly defined the road map for solutions based on experience from similar work done in previous projects. They also demonstrated true partnership by accepting to add on to the ToR published (investigation into why demand for local seed is low in the sub region) without any significant add on to their original budget. Asdev Consult has been chosen as the consultant to execute this survey. Their preliminary reports were presented at the end of October for review and inputs from stakeholders in the seed value chain. The final report will be submitted at the end of January, 2022.

- SEED TRACEABILITY SYSTEM:** As part of efforts to reduce seed counterfeiting and adulteration and ensuring quality of certified seeds for smallholder farmers, NASTAG contracted mPedigree (a technology consulting firm) to produce seed traceability stickers and support the rolling out a pilot program with three seed companies (Antika Company Ltd. in Upper West region, IWAD Ghana Ltd in North East Region and M & B Seeds & Agricultural Services Ltd. in Volta region). This journey was preceded by training staff of NASTAG and all related stakeholders on the features of the system and operation of the system by mPedigree on Wednesday 24th March, 2020. Also, NASTAG in collaboration with PPRSD and GIZ-MOAP organized training on the seed traceability system for agro input dealers in Wa and Ho on 11<sup>th</sup> and 21<sup>st</sup> May, 2021 respectively, the purpose of the training was to create awareness of the pilot phase of the seed. The project together with other collaborating partners (PPRSD-GSID, GIZ-MOAP, mPedigree and Seed Companies) organized sensitization workshops for input dealers affiliated to the three seed companies selected for the pilot. The printing however delayed which affected the activity since the companies dispatched huge quantities of their seeds before the supply of the stickers. In this respect the project and its collaborators conducted vigorous monitoring within the sales window for seeds for the season to observe the progress and sensitize farmers to patronize the pilot program.



*Fig. 10: Consultant taking participants through traceability features at Ho.*

At the end of the planting window, a meeting was held on Wednesday, 18<sup>th</sup> September, 2021 with IT consultant from mPedigree on the progress made so far in the implementation of the seed traceability system and the way forward. The analysis from the consultant showed that most stickers had not been scratched or used. In view of this, it was agreed that;



Fig. 11: Monitoring team sensitizing an input shop keeper on how to scratch and utilize the sticker

i) Expectation of the number of seeds labeled under the pilot programme was not met. Therefore, the rest of the stickers would be retrieved and kept safe for use in the second year of the project implementation.

ii) NASTAG would intensify education at the retail points for seed retailers to contribute to educating the farmers on the stickers on the seed packages

iii) NASTAG would collaborate with the seed companies involved to carry out radio sensitizations prior to the planting season in 2022.

iv) NASTAG would develop posters on the procedure for authenticating the seed purchased with the stickers at the retailers and other points including farmers meetings days by the respective companies

Follow ups were made and seventy percent (70%) of total stickers which were still with the seed companies retrieved and kept in the custody of NASTAG for use for the pilot program in the next farming season.

## 2. KNOWLEDGE-SHARING

NASTAG continued to share information and impart knowledge on seeds to the world through its official website which was re-launched during the AGRA Inception Meeting which is regularly updated. Also, the WhatsApp platform allows members to be in frequent communication and discuss issues as well as find solutions to pending issues.

## 3. ORGANIZATIONAL DEVELOPMENT

- **MEMBERSHIP:** In the first and second quarter of 2021, five (5) new membership applications were received. However, due to a few challenges, two (2) applications were assessed by the technical sub-committee of the Executive Council and approved by the Executive Council. This brought membership to a total of fifty-eight (58) as at December, 2021. The new members included: Syecomp Ghana Ltd and Demeter Ghana Ltd. (See Annex 2 for details)

- **SETTING UP OF MONITORING AND EVALUATION SYSTEM:** Data collection and management is key in monitoring and evaluating the progress made in the project implementation plans and activities. There was a need to set up a standard data management system for the Monitoring and Evaluation Department to ensure accurate data keeping and regulate who puts in data and who can access official project data.

As part of activities to be implemented under the USAID-GIAT project, NASTAG is required to set up a Monitoring and Evaluation system for efficient and accurate analysis of data received from members and provision of detailed information on assessed activities and where improvements can be made to inform decisions going forward. In response to this, NASTAG entered a contract with a consultant (Ms. Ani Amegavie – Ledi) for the setting up of the M & E system. The consultant developed a data flow chart to elaborate on how the system will function. After careful review of the data flow chart by the project team, a validation meeting was organized on September 9, 2021 for suggestions/inputs to improve and finalize the submitted data flow chart after which a sample system was developed.

On November 8, 2021, a meeting was held with the M & E consultant to discuss the final sample of the M and E system she has developed. The project team again made a few suggestions which are being factored in by the M and E consultant. The final update is ongoing after which data uploading/inputting shall commence.



**ANNEX 1: MEMBERS IN GOODSTANDING AS AT JANUARY 31 2022**

<b>NO.</b>	<b>REGISTRATION NUMBER</b>	<b>NAME OF SEED COMPANY</b>
1	MR/2016/001	YONIFAH SEEDS
2	MR/2016/007	M & B SEEDS AGRIC SERVICES LTD
3	MR/2016/008	ANTIKA COMPANY LTD
4	MR/2017/009	AGRI COMMERCIAL SERVICES LTD
5	MR/2017/011	HERITAGE SEEDS LTD
6	MR/2017/012	BENZENE FARMS LTD
7	MR/2017/013	RMG CONCEPT LTD
8	MR/2017/017	PAG FARMS LTD
9	MR/2017/018	THE SEEDSHOP LTD
10	MR/2017/019	CROPS RESEARCH INSTITUTE
11	MR/2017/022	JAFEL AGROFARMA VENTURES
12	MR/2017/025	ARIKU COMPANY LTD
13	MR/2017/026	LEGACY CROPS IMPROVEMENT CENTRE
14	MR/2017/028	PEASANT FARMERS ASSO. OF GHANA
15	MR/2017/029	AGRISOLVE GHANA LTD
16	MR/2017/030	DURI FARMS COMPANY LTD
17	MR/2017/031	ENEPA VENTURES LTD
18	MR/2017/032	CROPLIFE GHANA
19	MR/2017/033	PREMIUM SEEDS GHANA LTD
20	MR/2017/034	IWAD GHANA LTD
21	MR/2017/035	MAYIYA INVETSMENTS LTD
22	MR/2018/036	SEEDCO WEST & CENTRAL AFRICA LTD
23	MR/2018/037	K. ASEMPAH ENT
24	MR/2018/039	QUALISEED GHANA LTD
25	MR/2018/040	AGRISEED LIMITED
26	MR/2018/041	BLESS FARMS LTD
27	MR/2018/042	UDS FACULTY OF AGRICULTURE
28	MR/2019/043	WUMPINI AGRO CHEMICALS
29	MR/2019/045	WYNCA SUNSHINE
30	MR/2020/049	BRAKATU INVEST. & COMM FARMS LTD
31	MR/2020/054	SEEDPRO VENTURES
32	MR/2020/055	BRUCKNER FARMS
33	MR/2020/056	EFFAH FARMS AND TRADE ENT.
34	MR/2020/057	BADECC AGROVOLTA LIMITED
35	MR/2020/058	WEST AFRICA CENTRE FOR CROP IMPROVEMENT
36	MR/2020/059	BLUE BERRY FARMS
37	MR/2020/060	MYBARNES LIMITED
38	MR/2020/063	NEWAGE AGRIC SOLUTIONS LTD