



**NATIONAL SEED TRADE  
ASSOCIATION OF GHANA**

**HEADLINE SPONSOR**



**REPORT ON:**

**9<sup>TH</sup>  
Annual Pre-Season Agribusiness  
Networking & Exhibition Forum**

**THEME**

**“Vibrant Agriculture Value Chain Networking;  
Key to National Transformation Beyond Aid”**

DATE	VENUE	TIME
Thursday 4 <sup>th</sup> April, 2019	Modern City Hotel, Tamale	8:00am



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Ministry of Food & Agriculture



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## 1.0 INTRODUCTION

The National Seed Trade Association of Ghana (NASTAG) in collaboration with Northern Development Authority (NDA) and Ministry of Food and Agriculture (MoFA) organized the “**9<sup>th</sup> Annual Pre-Season Agribusiness Networking and Exhibition Forum**”. The event took place on **Thursday, 4<sup>th</sup> April 2019** at the Modern City Hotel, Tamale, Northern Region under the theme: “**Vibrant Agricultural Value Chain Networking; Key to National Transformation beyond Aid**”.

### 1.1 Participation

The Event was attended by nearly 300 agricultural value chain actors, including farmers, agribusiness players, policy makers, international development partner organizations, tractor operators, seed producers, buyers, processors, transporters, agro companies, agro input dealers, farm equipment vendors, service providers, financial institutions and international development partners.

As usual, it offered an opportunity for agriculture stakeholders to plan, network and share agriculture-related information, policies, programmes and ideas in readiness for the coming planting season. The Preseason event provided a platform for participants to dialogue and network with other key sector stakeholders, promoting proven agriculture innovations and new technologies. 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 learned and shared ideas to enable them identify critical actions to build competitive agribusinesses, establish firm marketing relationships and plan for the planting season.

### 1.2 Sponsorship & Exhibition

The forum offered an opportunity for companies and service providers to showcase their products and market their brands as participants/sponsors. It also gave companies/organizations the opportunity to project their activities through exhibition with extensive media coverage to improve their corporate image and brand name. The event sponsors included; RMG Concept Ltd. (the Headline Sponsor), Antika Company Ltd. (the Platinum Sponsor), Savanna Zone Agricultural Productivity Improvement Project-SAPIP (the Gold Sponsor) and Legacy Crop Improvement Centre-LCIC (the Bronze Sponsor). See *Annex ...* for the list of exhibitors.

### 1.3 Event Proceedings

Activities for the day begun at 8:00 hours with the arrival and registration of participants, issuance of conference identification and folders containing information materials and mounting of exhibition stands. The Event started with an **opening ceremony**; introduction of dignitaries and groups, opening address, brief statements by collaborators and development partners, keynote address and official opening of the exhibition by the special guest. This was followed with **presentations; publication launch and messages from sponsors**. A brief **closing ceremony** in the late afternoon was held to wrap up the 2019 Preseason event (See *Annex I for the detailed Event Agenda*). The Event’s Masters of Ceremony (MCs) were: **Mr. Musah Salifu Taylor, Chairman of Preseason 2019 Planning Committee and Mrs. Augusta Nyamadi-Clottey, the Executive Secretary of NASTAG.**

## 2.0 OPENING CEREMONY

### 2.1 Opening

The 9<sup>th</sup> preseason event started at approximately 9:45 hours on April 4, 2019, with an opening prayer by Mr. Ababio. Introduction of dignitaries and group representatives was done by Musah Taylor as follows:

- ✓ **Chairman of NSC, Mr. Josiah Wobil**
- ✓ **Pres. of NASTAG, Mr. T. Havor**
- ✓ **NDA CEO’s rep., Dr. Bamba**
- ✓ **RCD, represented the NR Minister**
- ✓ **Agric Team Leader, USIAD, Ms. Jenna Tajchman**
- ✓ **Dir. PPRSD, Dr. Felicia Ansa-Amprofi**
- ✓ **COP, ADVANCE Project, Dr. E. Dormon**

- ✓ Dep. Director, DCS, Dr. Solomon Ansah,
- ✓ Director, DCS, Mr. Seth Akoto
- ✓ Agronomy and seed expert, SAPIP, Dr. Asiedu



Some of the Dignitaries at the High Table

## 2.2 Opening Remarks & Purpose Statement by Mr. Thomas W. Havor, President of NASTAG

Mr. Thomas W. Havor, President of NASTAG expressed his joy about seeing everyone once again, a group of agricultural value chain actors/stakeholders gathered in Tamale, to witness yet another important milestone; *the 9<sup>th</sup> Annual Preseason Agribusiness Networking and Exhibition Forum*, which to him was a giant step in the quest to develop the sector into a competitive, self-sustaining productive system capable of delivering feed, food and jobs.

On behalf of the NASTAG Executive Council, he welcomed all the participants including the Guest of Honor and other dignitaries representing government Ministries, Department and Agencies, private sector institutions/organizations; development partners; agribusinesses, agri-inputs and seed enterprise/companies, farmers and the media.

He recalled that, since its inception, the event had brought agriculture value chain actors/stakeholders together to plan and network in readiness for the planting season. He outlined that this one-day event comprised mainly opening ceremony, presentations by key stakeholder institutions and sponsors in the morning session, a market place, exhibition and networking in the afternoon session, and a climax of closing ceremony in the late afternoon. Mr. Havor underscored the importance of the day in terms of improving farmers' access to good quality inputs such as seeds, which is a major catalyst for the transformation of agriculture sector into a highly productive system for increased good quality yields to ensure food and nutrition security, and sustainable employment.

He further noted that, the Preseason Event provides a unique platform for agriculture value chain actors/stakeholders to tackle critical issues such as, seed and other agri-inputs sector challenges and opportunities. He observed that these are particularly great taking into consideration the sector's huge potential for national economic transformation beyond aid. Hence, the choice of the theme, "*Vibrant Agricultural Value Chain Networking, Key to National Transformation Beyond Aid*", for this year's Preseason Event.

Finally, he expressed his sincere thanks and appreciation to: The Public Sector, Special Guests and Representatives, researchers, the organizers, collaborators and sponsors for their technical and funding support; the development partners for their support in establishing this platform; and also, the participating agribusiness enterprises, farmers and exhibitors, and the media, without who this event would not happen. He wished all a great and historic 2019 Preseason Event, whilst thanking all for the attention.

## 2.3 Brief Statements by Collaborators & Development Partners

The first to speak was the representative of the CEO of Northern Development Authority (NDA), Dr. Majeed Haroun. He welcomed participants to the NDA zone, which was set up by an Act of Parliament. He said the Authority had been building upon the pioneering work of SADA to support the development of Agriculture through various ways: *Coordinate development policy and programs for development of the zone; help build Agriculture in the zone; provide information to farmers and other Agric value chain actors such as soil map, land suitability map, irrigation projects proposed, energy/electricity; implement “One Village, One Dam”; and deepen Agric financing. He hinted the Authority is in the process of establishing a development bank to help accelerate access to finance for development.* In recognition of the pivotal role of mechanization, he disclosed, the Authority’s plan to set up about 30 mechanization centres in partnership with the private sector.

He concluded his statement by saying, it is the NDA’s belief that if agriculture is positioned properly, it would be a significant driver of the economy of the North, whilst serving as the main source of sustainable livelihood for the years to come. He then wished all participants a fruitful deliberation and said the NDA should always be considered as a partner in whatever developmental interventions.

Chairman of National Seed Council (NSC), Mr. Josiah Wobil, made a brief statement. After he indicated all protocols observed, he expressed how privileged he was to be given the opportunity to make a statement on behalf of the NSC. He said that he and the NSC were happy to be associated with NASTAG in organizing the Preseason 2019 event, noting that the theme chosen for the 9<sup>th</sup> event was very apt. He observed that, the theme recognized the current facilitative Agricultural policies by government, which held high prospects of achieving a turnaround in our economic dispensation and how it demonstrates clearly the place of quality seeds in national development.

He briefed the gathering on how “we in these modern times followed the trend started by our forebears at the dawn of civilization and how the practice has been used as the basis of many of the adapted cultivars”. He also said quality seeds serve as a carrier of modernization, by not only ensuring cost-efficient increment in farm productivity, but also more importantly carrying along with its usage, and introduction of modern concepts in good agricultural practices to meet human needs in nutrition and health etc.

He mentioned that seed played an active role in early man’s settlement in communities, noting that seed development strategy at the time of industrial revolution allowed great amount of labour to be freed up for development of industry, particularly with improved yield. He observed that Ghana has continued this trend; since the establishment of the Seed Multiplication Unit (SMU) in 1958, when MOFA undertook development of seed industry through stages. He reiterated that quality seeds have served as agents of modernization; catalysts for industrialization/modernization

He concluded by saying that the forum should be seen as one more step in the ever-running continuum of our efforts to ensure seed security for mother Ghana, and that NSC congratulates NASTAG and partners for making this function possible to support the seed industry, and ensure quality for high profitability. He wished all a very good Preseason Networking and Agribusiness Forum.

Ms. Jenna Tajchman, Agric Team Leader, USAID Ghana EG office said she was delighted to be at the Event on behalf of the United State Agency for International Development (USAID); She said the USAID under the U.S Government’s Feed the Future initiative, was proud to be part of the initiation of the Preseason event 9 years ago, since it serves as a platform where all agric value chain actors involved in the production of agricultural commodities in Northern Ghana come together and share ideas. She noted that, its continuation highlights strong leadership in the agricultural development landscape in the country.

Ms. Tajchman in her statement recognized MoFA and the private sector sponsors of the event. She mentioned that USAID is always pleased to partner with Ghana, and together would resolve Ghana’s agricultural development challenges. Ms. Tajchman mentioned that USAID want to walk with Ghana in its journey to self-



reliance. She indicated that USAID's goal is to see Ghana, a strong, vibrant, well governed and prosperous country succeed so it can serve as a model for all sub Saharan Africa and a good partner for the U.S in trade, exchange of good and services, and sharing of innovative ideas.

Ms. Tajchman informed that USAID has developed a 5-year Food Security country strategy. The 2-prong approach, is to improve agriculture-led growth, resilience and nutrition in 17 districts, focusing on maize, groundnut and cowpea and secondly make select investments targeting higher-value commercial crop across Ghana to support agricultural sector transformation by diversifying and increasing Ghana's agricultural exports.

She elaborated that the 1<sup>st</sup> prong includes: helping Ghana bridge the north-south divide; Strengthening its ability to manage and finance its own development journey; and Positioning the country to transition from a recipient of U.S. development assistance, to a U.S. strategic trade partner. Secondly, undertake projects to: select strategic investment targeting high value crops; help address Food and Nutrition security challenges; build government, private and civil society partners and increase income of small-scale farmers in the Northern Ghana.

Concluding, she said she was confident that together, we could transform agriculture in Northern Ghana, and then wished us a productive and bountiful 2019 season.

Mr. Felix Darimaani, Project Coordinator, Savanna Zone Agricultural Productivity Improvement Project (SAPIP) in his brief remarks mentioned that the theme for this year's Event was apt considering the project's vision of Ghana beyond aid. He further added that SAPIP was happy to associate themselves with NASTAG in organizing this event. Mr. Darimaani took the opportunity to market SAPIP very well. He indicated that the project, funded by African development Bank (AfDB), exists to support the PFJ campaign, ensure food and nutrition security, create jobs and wealth, support farmer productivity and strengthen agribusiness and to increase incomes.

He said the project operates in 7 districts in 4 regions, and currently supports breeders; rehabilitation of seed processing; soil fertility improvement for high value crops; PFJ; improved seeds to farmers; agric value chain; infrastructure development, which includes transport, feeder roads, rehabilitation of some irrigation sites and warehouses.

Mr. Darimani informed that the unit working on improvement of seed and fertilizer had a stand at the exhibition, an urged all to pass by to get more information. He thanked the organizers for the opportunity offered to SAPIP to be part of the event, thanked all and wished participants a successful event.

In a brief statement, Dr. Felicia Ansah-Amprofi, Director, Plant Protection & Regulatory Services Directorate (PPRSD) of MoFA, also indicated that she was particularly fascinated by the 2019 event theme. She said it resonated with the President of Ghana's vision of transforming Ghana beyond Aid, and acknowledged that it explains why the Hon. Minister of Food and Agriculture is working so hard to realize this vision.

She thanked and congratulated NASTAG for coming out with such an appropriate theme for the august occasion. Dr. Ansah-Amprofi in her address also touched on the improving policy, legal and regulatory framework for the seed sector, in view of the challenges the seed sector is faced with, she noted that the PFJ Campaign has led to increased production of seed in the country. Concluding, Dr. Ansah-Amprofi acknowledged the support the seed sector received from the USAID FTF Ghana programme, which facilitated collaborative work with PPRSD and the institutionalization of the Preseason event.

Mr. Seth Osei-Akoto, Director of the Directorate of Crop Services (DCS) of MoFA, also expressed how grateful he was to be part of the Preseason event. He specially congratulated the sponsors who made the event happen for all agric value chain actors. He noted that it was prudent for all agricultural value chain actors to assemble and interact to build partnership, and to network prior to the onset of farming season.

He said this would help to improve agribusiness, especially for smallholder farmers. He observed that the Directorate of Crop Services (DCS) has been collaborating with NASTAG in strengthening the capacity of Association and its members regarding seed policy issues. He indicated that in view of the need to increase production of certified Rice seeds, the government has signed contract with selected seed producers to grow 6,000MT of seed Rice to reduce Rice imports. He assured that the DCS will continue to strengthen its collaboration with the private sector to ensure that quality seeds are available, affordable and closer to the doorstep of farmers. Mr. Seth-Akoto concluded by encouraging all to take advantage of the forum to improve their agribusinesses. He thanked NASTAG and collaborators for the event.

## **2.4 Presentation on “Implications of the passage of the Seed Regulations” by Director of GSID of PPRSD/MoFA, Mr. Eric B. Quaye**

Mr. Eric B. Quaye introduced his presentation by stressing on the importance of quality seed in the development of the agriculture sector. He indicated what seed regulations are, and enumerated the current legislations on seeds. Mr. Quaye went on to present the purpose of the seed certification and standards, and the object of seed certification. He further explained what seed certification is, and the role of the certifying authority. He concluded his presentation on the implications of the passed seed regulations for producers, conditioners and dealers, and the regulators or authority. Highlights of the presentation on “implications of the passage of the seed regulations” by Mr. Eric B. Quaye were as follows:

### **INTRODUCTION**

- Quality seeds are pre-requisite to successful agriculture and constitute a major pathway for the achievement of national food security goals.
- Particularly for countries such as Ghana, where agriculture is the prime mover of the national economy, there is great need to ensure the availability and widespread utilization of quality seeds adapted to the croplands where the varieties are to be grown.
- Equally important, the institutions and structures required to support the implementation of the seed industry activities should be streamlined and properly equipped and managed to ensure that the seed programme plays its required role in agricultural development.

### **WHAT ARE SEED REGULATIONS?**

- ✓ The Seed Law and its accompanying Regulations are the legally-binding guiding principles and procedures to follow in providing technical and regulatory seed services to the agricultural clientele in an effective and efficient manner.
- ✓ The quality and the identity (variety) of seed in the market cannot be reliably assessed by farmers at the time of purchase.
- ✓ Seed laws are thus primarily meant to protect the seed value- chain actors

### **CURRENT LEGISLATIONS ON SEEDS:**

1. The National Seed Policy, 2013
2. Plants and Fertilizer Act, 2010 (Act 803)
3. Plant Protection Regulations, 2012 (L.I. 2193).
4. Regulations c/REG/5/05/2(ECOWAS)
5. Bio-safety Act, 2011 (Act 831) (Regulates GMO process.)
6. Seeds (Certification and Standards) Regulations, 2018

### **PURPOSE OF THE SEEDS (CERTIFICATION AND STANDARDS) REGULATIONS:**

- ✓ Safeguard the interest of farmers against the use of poor-quality seeds and misleading claims
- ✓ Safeguard the interest of seed producers and dealers
- ✓ Contribute to the monitoring of exportation, importation and commercial transactions in seeds and related matters.

### **OBJECT OF SEED CERTIFICATION:**

To maintain high quality seeds of crop varieties produced and handled, and make them available for distribution so as to ensure proper identity and genetic purity.

### **SEED CERTIFICATION:**

- (1) The Ghana Seed Inspection Division of the Plant Protection and Regulatory Services Directorate of the Ministry of Food and Agriculture shall certify seeds in Ghana.
- (2) The Ghana Seed Inspection Division shall apply general and specific rules and regulations as well as field and seed standards to a crop grown for the purpose of producing seed certified in Ghana
- (3) The standards for field and seed certification of a crop issued by the Economic Community of West African States shall apply to the certification of the crop in the country, where field and seed certification standards do not exist in the country in respect of that crop

### **ROLE OF THE CERTIFYING AUTHORITY**

- (1) Registration of seed importers, exporters, growers and cleaners
- (2) Seed quality assurance services
- (3) Seed inspection and certification
- (4) Capacity building of seed value-chain actors
- (5) Sensitization of major seed stakeholders on the regulations
- (6) Enforcement of the Regulations

### **IMPLICATIONS FOR PRODUCERS, CONDITIONERS AND DEALERS:**

- ✚ Know what is required of them before, during and after seed production/multiplication
- ✚ Ensure your registration status is active
- ✚ Prepare adequately and effectively to execute your responsibilities
- ✚ Follow standards prescribed by the regulations
- ✚ Acquaint yourselves with the provisions of the regulation bothering on your activities. E.g. Production site, Packaging and labelling, weights and storage conditions

### **IMPLICATIONS FOR REGULATORS OR CERTIFYING AUTHORITY:**

- ✚ Empowers the regulator to carry out its work effectively as defined by the law
- ✚ Provide the necessary platform for the regulation of seed activity within the country i.e. through the setting of standards for enforcement of quality assurance
- ✚ Provides the legal backing and thus ability for the regulator to partner with other law enforcers to effectively discharge punitive measures
- ✚ Ghana Seed Inspection Division (GSID) of PPRSD is required to be well acquainted with the Regulation in order to effectively and efficiently discharge its duties.

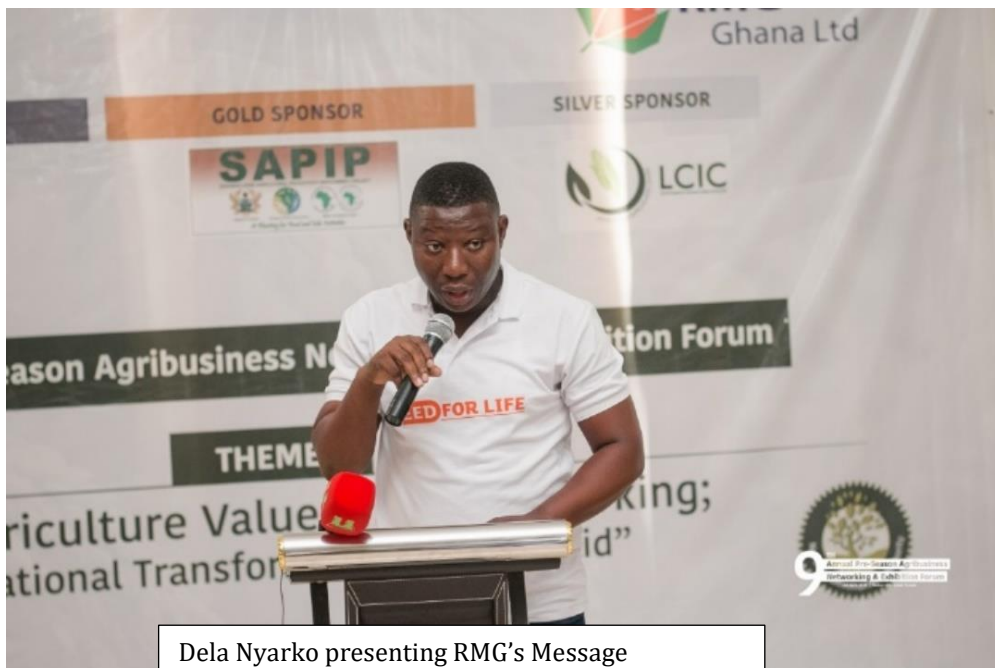
### **CONCLUSION:**

- Prior to the passage of the Seed Regulation in 2018, most seed producers were quite unsure of the standards expected of them by the certifying authority.
- The passage of the Seed Law, ECOWAS Seed Regulation (ratification) and the National Seed Regulation provides the framework for effective seed regulation and certification activity in the country
- Hence effective sensitization of the Seed Regulation is necessary for all participating stakeholders to effectively contribute to the development of the industry.

### **2.5 Message from RMG Concept Ltd., the Headline Sponsor**

Mr. Dela Nyarko on behalf of the headline Sponsor, RMG Concept Ltd. expressed thanks to NASTAG and partners for making it possible for agriculture stakeholders to once again meet to interact and network for the benefits of their businesses and their clients. He stated that RMG Concept Ltd is a leader in the agri-input industry, and will continue to play a leading role in the industry through partnerships and collaborations within NASTAG and other key stakeholders in the agriculture sector. He wished all very fruitful business networking at the forum.





## **2.6 Keynote Address & Official Opening of Exhibitions by Dr. Sagre Bambagi, Hon. Dep. Minister (Crops), on behalf of the Hon. Minister, MoFA**

To begin with, the Hon. Deputy Minister stated his pleasure and honour to be part of the event, which is a gathering of agriculture sector stakeholders and value chain actors across Ghana. Accordingly, he thanked the organizers, NASTAG and its collaborators for their efforts in ensuring that, the 2019 Preseason Agribusiness Networking and Exhibition forum became a reality. He was content that this was possible particularly in view of the fact that it had previously been an annual event initiated and funded by development partners – the USAID Feed the Future Ghana ATT and ADVANCE, which had now folded up.

He also commended the event sponsors, participants and exhibitors for appreciating the value of this august event and saw the need to sustain it in the light of receding donor support. To him, it clearly demonstrated that efforts aimed at getting the private sector in Ghana to gradually but actively take full command over agriculture as the engine of economic growth, was yielding positive results.

The Hon. Deputy Minister acknowledged the importance of the Preseason Event as it provided a very convenient platform for stakeholders including agribusinesses, farmers, public sector policy/regulatory agents, researchers, equipment and service providers and other important agriculture sector players to converge to network, share ideas, discover best practices, innovations, new technologies and build relationships, in preparation for the coming cropping season.

He stated emphatically that the government of His Excellency, Nana Addo Dankwa Akufo Addo take due cognizance of the role of agriculture in extricating the masses from poverty and underdevelopment, by ensuring food security, sustainable employment and overall improving incomes. He further noted that it is in this regard that the government had developed and begun implementing policies and programmes aimed at revamping the agriculture sector to support the country's economic growth. He mentioned the implementation of programmes such as the, Planting for Food and Jobs, Rearing for Food and Jobs, and key projects like the SAPIP, GASIP and GCAP and specific commodity development programmes are some of the key public sector investment drives to strengthen the agriculture sector.

He observed that, although Ghana is currently enjoying the enormous contributions of its development partners in the agriculture sector, Government recognizes that the onus of increasing economic growth lies solely on the stakeholders to harness local resources for total development of the country. So, the Government's strategy is informed by the understanding that agricultural transformation is one of the productive ways to move the country's development beyond aid. He emphasized that "we can surely achieve

this development goal when we recognize and support key private sector players to turn on the keys to agriculture sector development, by seriously taking advantage of the investment climate and the enabling environment being fostered in the policies, programmes and projects being implemented by Government and its partners”. The private sector’s tasks in this regard is make contributions to the sector by improving the development, availability and access to improved inputs such as quality seeds and fertilizers, equipment and suitable services and products among the value chain actors.

He was excited and fascinated that the 2019 Preseason event was being fully led by NASTAG, and the event theme, “*Vibrant Agricultural Value Chain Networking, key to National Transformation Beyond Aid*”, fell in line with the Government’s vision. He said that it implied the Government was doing something right in the interest of the private sector, no matter how difficult it might be, referring to 2019 PFJ input supply modalities. On the way, he expressed hope and support of Government for a continued and sustained national platform event as it provided for communication and exchange of major Government policy decisions, best practices, new innovations, stronger value chain actor linkages, partnerships and synergies for the systematic progress of the agriculture sector.

On this note, on behalf of the President and Government, he declared the 2019 Preseason event duly opened, and then wished all participants, happy, enjoyable and fruitful interactions at the event. He thanked all for the attention.

## **2.7 Scenes of Exhibitions and Networking; Market Place & Trading Sessions**

The official opening of the Exhibition at the 2019 Preseason event was done by the Deputy Minister of Food and Agriculture, in Charge of Food Crops, Dr. Sagre Bambagi. He was ably supported by Mr. Havor, President of NASTAG, Seth Osei-Akoto, Director, DCS/MoFA, Dr. Mrs. Felica Ansah-Amprofi, Director of PPRSD/MoFA and the other dignitaries such as; Mr. Josiah Wobil, the Chairman of NSC, Mr. Felix Darimani, Coordinator of SAPIP and Ms. Augusta Nyamadi-Clottey, Executive Secretary of NASTAG.

Some pictorial depiction of the scenes of exhibition and networking are presented as follows:





Hon. Deputy Minister, Food & Agriculture opening the Exhibition and interacting with Exhibitors

### 3.0 PRESENTATIONS, PUBLICATION LAUNCH & MESSAGES

#### 3.1 Presentation on “61 years of Commercial Seed Business in Ghana: Myth or Reality”, By Amos Rutherford Azinu, Team Lead, Research & Innovation, LCIC

Before the introduction, Mr. Amos Rutherford Azinu began his presentation by posing an oxymoron on the seed industry in Africa. During introduction he painted the global seed market, bringing to the fore the negligible share of Africa (3.38%) on the global seed market. He went on to give a snapshot on the historical evidence of hybrid seed production in Ghana from 1958 to 2010.

He pointed out that the missing gap in development of the seed industry has been ineffective partnerships; public-private. He concludes that effective partnerships will guarantee change from old to new seed business management that would grow the industry to ensure improved quality, availability, affordability, accessibility of quality seeds.



Mr. Amos Rutherford Azinu, CEO, LCIC



Highlights of Mr. Azinu’s presentation on “61 years of commercial seed business in Ghana; myth or reality”, are presented as follows:

**Unpalatable Oxymoron:** “It has often been said that you can get a bottle of coke in any Ghanaian village but you cannot find seed”.

**Is Africa a significant player in Global Seed Industry?**

Continent	Share of Global Seed Market (\$ 'Billion)
North America	17.54
Europe	9.60
Asia Pacific	15.78
South America	4.98
Africa	1.91 (3.83%)
<b>Total</b>	<b>49.81</b>

Share of the Global Seed Market (Source: Market Insights, 2015).

**INTRODUCTION**

**What is Africa’s share of Global Seed Market Revenue?**

- The value of the global seed market has **tripled since 2000** and reached approximately USD 50 billion in 2014
- Globally, North America occupies the largest market share, and together with Europe, constitutes **more than 50% of the global seed market**
- Currently, the market is highly competitive and top companies are adopting strategies, such as, **mergers & acquisitions**, to increase their share in the seed market.
- The global seed market is expected to witness a CAGR of 7.1% during 2017-2022.
- The **global seed market** is segmented, by geography, into North America, Europe, Asia-Pacific, South America, and Africa
- Asia-Pacific, fastest-growing segment, during the forecast period, at a CAGR of **8.2%**, followed by South America. China is the **second biggest seed market** in the world, right behind the US.

**SNAPSHOT ON HISTORICAL EVIDENCE OF HYBRID SEED PRODUCTION IN GHANA (1958 – 2010)**

- ❑ 1958 - Hybrid Maize Production Unit. **The first-time commercial seed business was established**
- ❑ 1961- Seed Multiplication Unit (OPVs production)
- ❑ 1969 - Started contract growers’ scheme, but was producing basic seed on its own field
- ❑ 1970 - Grain & Legume Development Board (GLBD) was established
- ❑ 1979- Ghana Seed Company (GSC). A state owned semi-autonomous parastatal body resumed seed responsibilities
- ❑ 1989 - GSC was privatized
- ❑ 1990s - Sasakawa Global 2000 (SG 2000) provided substantial supports to privatization of seed industry. **An Example of PPP?**
- ❑ 1996 - “**Mamaba**” First locally bred hybrid maize was released.

### Challenges:

- o Inadequate production & poor quality of EGS
- o Unavailability and inaccessibility of EGS
- o Weak market structures
- o Poor quality certified seeds
- o Inability to assess market demand for seeds
- o Lack of information on existing varieties
- o Slow commercialization of newly released varieties.

### Radical? But true...

“The key challenge for any vibrant seed system success will be seed production and dissemination, and the key linkage needed to accomplish this is the linkage between breeders and farmers”.

**The most important, missing, part of the solution is ..... a Vibrant Private Sector Participation.**

### New Path?

- + 2010 – Plants and Fertilizer Act 2010, Act 803
- + 2011- Biosafety Act 831 (Regulates GMO process)
- + 2012 -Plant Protection Regulations, LI 2193
- + 2013 - National Seed Policy
- + 2018 – Seed Certification and Standard Regulations

### Successful Seed Systems

- o **Availability:** For a specific crop variety all seed classes are available in sufficient quantities to meet existing demand.
- o **Accessibility:** A sufficient number of delivery channels are in place to reach smallholder farmers.
- o **Affordability:** At the final point of sale, each seed variety is available at prices that are affordable for most smallholder farmers.
- o **Quality:** The quality of seed on the market must meet farmers expectations, labelled specifications, and/or regulated standards.
- o **AT THE CENTRE:** Farmers awareness creation

### Why hybrid seed maize?

**The Premise:** Improved hybrid seeds can deliver state of the art technology to farmers: *higher yields, disease and pest resistance, climate change adaptation, improved nutrition, longer shelf life, etc.*

But there is the question: **If improved seed is that great, why is the adoption rate so low?**

Low use of improved cultivars:

Country	Rate of adoption of improved seed (%)
Mali	0.3
Ghana	1
Angola	5
Nigeria	5
Mozambique	11
Tanzania	18
Ethiopia	19
Malawi	22
Uganda	35
Kenya	72
Zambia	73
Zimbabwe	80

**Average = 28% (Source: Langyintuo et al., 2010)**

## What are we doing wrong?

o To optimize seed adoption rate, there is a need for industry players to consider traits that **command price advantage** and also traits that are essential for **retaining comparative advantage**.

**What farmers pay for in the seed is genetic gain for consistent yield increases. Genetic gain could only happen through research**

## THE MISSING GAP

**Guess what is missing? Partnerships:** *Public-Private Partnership; Private-Public Partnership; Private-Private Partnership.*

### Private-Public Partnership

- ✓ Deeper Engagement, Stronger Relationship, Multiple Dimension, long-term (access to public sector expertise and private sector injection of resources)
- ✓ Increase availability, accessibility and affordability of quality Seeds
- ✓ **Private Sector become ... Productive; Competitive; Profitable; Grow**

### Elements: Private – Public Partnership

- Mutual Benefits (NARIs and Private Sector)
- Commitment to Continuity (Shared interest, terms of engagement, etc.)
- Transparency to build TRUST
- Incentives among partners-Key Ingredient to Partner
- Responsiveness (Basis for Sustainability)
- Championing/Facilitating

### Changing Role of Seed Business Managers: New Seed Business Managers versus old Managers

- o Will link to research and other seed business entities
- o Support research not just by royalties but also advocate for the best breeding partners
- o Constantly think about his/her partners
- o Will not try to “do it all” as a cottage business

## 3.2 Message from ANTIKA Company Ltd., the Platinum Sponsor

Presentation on the Platinum Sponsor ANTIKA Company Ltd. was done by Mr. Seidu Mubarak Abdulai, the Deputy Managing Director. He gave a brief profile of the company, its activities; seed production and processing, marketing and distribution, partnership in the supply of seeds to the 2019 PFJ, as well as the company outlook moving forward. On the company, Mr. Mubarak stated that:

- ANTIKA Company Limited was established and incorporated in 2004 under the laws of Ghana Private Company Act of 1962. It is one of the largest local seed company with a production strength of 1,500 metric tons of seeds including hybrids. Antika Ltd supports over 6,000 Smallholder farmers in maize, rice, groundnut and soybean production with input credit. It has staff strength of 45 permanent (21 males and 24 females) and over 210 casual labor (over 70% women).
- ANTIKA Company Ltd. undertakes activities such as: Production of high-quality seeds (both OPVs and Hybrids); Sales of fertilizer and agro-chemicals; Operation of agricultural mechanization center (AMC); and Aggregation of farm produce. The table below presents the quantities and varieties of seed ANTIKA Company produced and processed in the last three years (2016 to 2018):



Variety	Year & Quantity (MT)		
	2016	2017	2018
<i>Sanzal-sima</i>	154.1	184.4	354.6
<i>Wang-data</i>	96.4	118.4	429.6
<i>Bihilifa</i>	85.9	103.1	131.8
<i>Ewul-Boyu</i>	78.69	68.6	79.5
<i>Ewul-Boyu (Foundation Seed)</i>	3.2	7.1	8.3
<i>Wang-dataa (Foundation Seed)</i>	4.21	3.75	4.2
<i>Wang-Basing (Hybrid)</i>	0	0	43.1
<i>Opeaburo (Hybrid)</i>	0	51	68.4
<b>TOTAL</b>	<b>422.5</b>	<b>536.35</b>	<b>1,119.50</b>

- In the areas of marketing and distribution, Antika: Operates distribution chain with over 120 input dealers; Supplies seeds and other inputs to 55 FBOs, planting over 15,000 acres of land; Serves as a major seed supply under the government's (PFJ) programme; distributes over 10 tons of seed in communities using seed distribution vans; conducts distribution of "starter packs" comprising seed, fertilizer, planting lines and GAPs instructions; conducts Demonstration Plots (over 20 demos annually); mounts Radio Adverts and Talk shows (English and local); organizes 20 Field days; develops fliers and brochures; mounts Community video screening; and sponsors farmers durbars (incl. Preseason and Pre-harvest, Farmers' Day, etc.).
- The company has been a key implementing partner of the Government's Planting for Food and Jobs program, and under 2019 PFJ , it serves as: one of the key seed suppliers, supplying seed such as OPV maize, Hybrid Maize, Rice and Vegetables; a key distributor of fertilizer; open to supply FBOs and Nucleus farmers in bulk at the subsidy price; and Aggregation Center for beneficiary farmers.
- In its outlook, moving forward, ANTIKA Company plans to secure: Partnerships; Government's support to local seed companies; Promotion of irrigation farming; and Support on Mechanization Services. Accordingly, the Company recognizes the partners such as: NASTAG; MOFA; AGRA; MADE; MEDA; GIZ-MOAP; USAID-ATT; USAID-ADVANCE; USAID-FinGAP; CSIR-SARI; CSIR-CRI; WACCI; LCIC; HERITAGE SEEDS; M&B SEEDS; CIMMYT; IITA; and ARIKU Seeds.

### 3.3 Launch of Publications

Two major publications were launched at the event; the first to be launched by the Chairman of the National Seed Council (NSC), Mr. Josiah Wobil, was the Seed Directory 2019 for Seed Companies and Seed Producers. This maiden copy of the Seed Directory does not only contain the contact details of seed companies and producers in the country, but also contained the national catalogue of seed and plant varieties and species. Few copies were actioned at the event.



Mr. Musah Taylor displaying a copy of the Seed Directory 2019

The second publication to be launched was the “*The Seed Production Manual: “Principles & Practices of Seed Production in Ghana”*”, and this was done by the manual production Technical Lead, Mr. Achaab, formerly of ATT project.

### **3.4 Message from the Savannah Zone Agricultural Productivity Improvement Project (SAPIP), the Gold Sponsor**

Dr. Ernest Asiedu delivered the message from SAPIP. He indicated that SAPIP is a project of the Ministry of Food and Agriculture (MoFA), financed by loan facility from the African Development Bank (AfDB) with the overall objective to transform Agricultural Value Chain for food and nutrition security, and job and wealth creation in the Savannah Zone. Besides the introduction of what SAPIP is, he went on further to underscore the importance agri-inputs in the transformation of the agriculture sector for the development of the economy. Hence the decision to be an active partner in the organization of the Preseason Event. He commended NASTAG and its partners for working tirelessly to bring to reality the days event. Dr. Asiedu reassured SAPIP’s readiness to work all stakeholders to ensure that farmers in the Savannah Zone have improved access to quality inputs, including seeds, in order to increase their productivity.

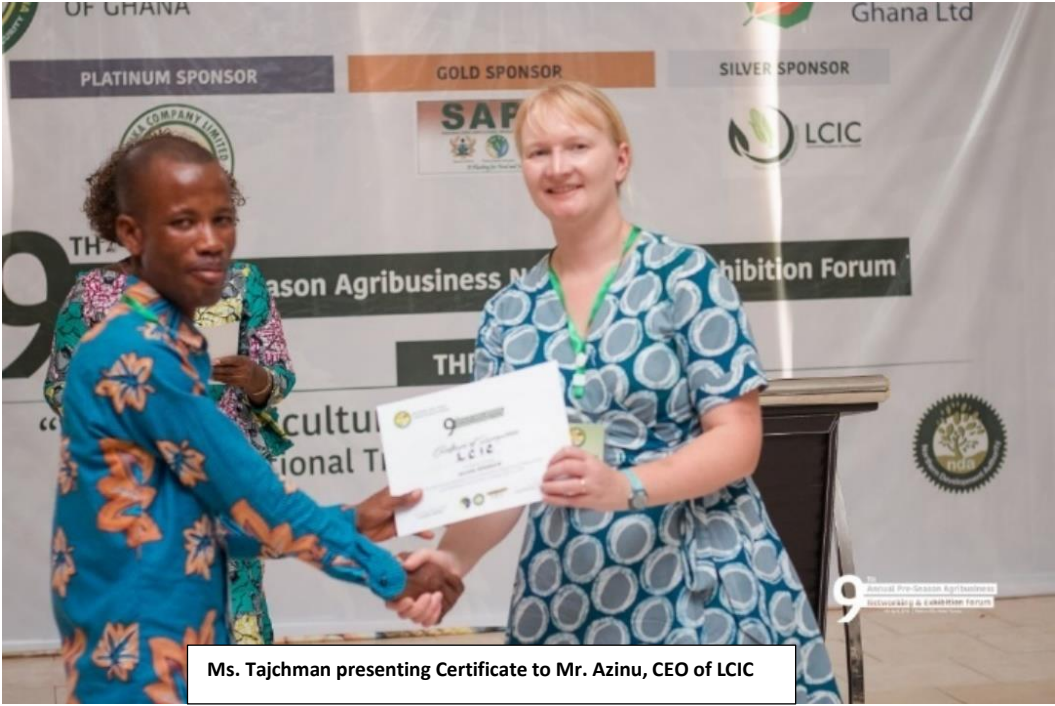
### **3.5 Presentation of Certificates of Honour**

As part of the key activities of the event, all the sponsors were duly recognized during the presentation of Certificates of Honour session. This was particularly necessary of the fact that these sponsors responded to the call by NASTAG to the private sector to demonstrate their capacity to hold the event in spite of the conspicuous pullout of donor support. The gesture shown by the sponsors was indeed deserving of commendation.



Mr. Wobil, NSC Chairman presenting Certificate to Mr. Mubarak, Asst. Manager of ANTIKA Ltd

This session was also received as honouring of the dignitaries, who were called upon to do the presentations; the NSC Chairman, the USAID Agriculture Team Leader etc.



Ms. Tajchman presenting Certificate to Mr. Azinu, CEO of LCIC

**4.0 CLOSING CEREMONY**

A brief closing ceremony was held to officially mark the end of the 2019 preseason agribusiness networking and exhibition forum. The participants received brief remarks from Mr. Thomas Havor, President of NASTAG, Dr. Ernest Asiedu of SAPIP and Mr. Josiah Wobil, Chairman of NSC.

In his closing remarks, Mr. Thomas Havor, the President of NASTAG reiterated how satisfied he was to have witnessed such a successful event. He noted that this could not have been possible without the support and collaboration NASTAG enjoyed from stakeholders from both the public and private sectors, NASTAG's membership, the Secretariat and Event Planning Committee. He explained that the success of the day's event brought fulfilment to NASTAG's plans to scale up the pre-season to the national level, with possible event rotational hosting among the various ecological zone in the country. He once again thanked the sponsors, participants, and all stakeholders for their contributions in making the 2019 pre-season event a reality.

Dr. Asiedu, the SAPIP representative also expressed thanks to NASTAG and its collaborators, as well the Event Planning Committee for their hard work in seeing to the successful organization of the 2019 Preseason. In view of the relevance of the event to the ideals and goals of SAPIP, he assured the gathering of the project's support to the institutionalization of the Preseason.

Finally, Mr. Wobil, the NSC Chair also indicated his sincere appreciation of the event, and indicated once again that the NSC was delighted to be associated with the NASTAG and its partners in overseeing a successful event on the day. He reiterated the significance of seed in transforming agriculture development in Ghana. He called for more attention in implementing a seed strategy, which included the National Seed Policy and the National Seed Plan. He assured the gathering of the NSC support in the consolidation of the event as one of the platforms for enriching collaborations, guaranteeing farmers' access to quality seeds, related agri-inputs and other vital services for efficient agricultural production in the coming farming season and beyond.

## PRE-SEASON 2019 EVALUATION REPORT

NASTAG Secretariat developed and emailed a questionnaire for evaluation of the 2019 Pre-season event to all the participants few days after it was held. The questionnaire solicited participants' assessments/views/opinions on important indicators such as; information about the event, speeches/presentations, overall organization and suggestions for improvement of subsequent events.

This evaluation report presents analysis of eight respondents who consequently emailed completed questionnaires back to the Secretariat (see *Annex V for detailed evaluation analysis*). Highlights of the evaluation analysis are as follows:

Information about event: Participants' views on the timeliness of the information, as well as the adequacy of the information for their decision on the event were sought. Majority of them indicated timeliness of information was very good, excellent or average. Again, majority of them also rated adequacy of the information as very good, excellent or good.

Relevance and usefulness/benefits of the speeches and presentations, and trading or business exchanges/deals at the event: Majority rated the relevance of the speeches and presentations as good or very good. However, few did not offer any responses. Majority also rated the usefulness/benefits of the speeches as good or very good. However, participants provided mixed responses on the trading or business exchange/deals; it was mostly average or good.

The participants' overall assessment of the organization of the event was largely very good or excellent. Only few rated at it average.

Generally, the participants' comments and suggestions for improvement were as follows:

- ✓ Few thoughts more Private companies rather than government and its agencies should be encouraged;
- ✓ Many said it went well and more room for improvement;
- ✓ Few mentioned subsidies for farmers;

✓ Few also thought there were not enough farmer groups compared with the past events, and recommended that some farmer groups that might not have enough funds to exhibit their produce have some form of support; and

✓ Few also said it is also advisable to bring processors along the value chain of various indigenous, but health related crops.

However, a few did not provide their general comments/suggestions for improvement.

## ANNEX

### I. Preseason Event 2019 Agenda

TIME	ACTIVITY	RESPONSIBLE PERSON
8.00-9.00am	<b>Registration of Participants</b>	Event Secretariat & Partners
9.00-10.30am	<b>Opening Ceremony</b>	
	Opening Prayer	Volunteer Participant
	Introduction of Dignitaries & Groups	MC
	Opening Remarks & Statement of Purpose	NASTAG President
	Welcome Address	Northern Regional Minister
	<b>Brief Statements:</b>	Collaborators & Development Partners
	<ul style="list-style-type: none"> <li>• CEO, Northern Development Authority</li> <li>• Chairman, National Seed Council</li> <li>• Agric Team Leader, Economic Growth Office of USAID Ghana</li> <li>• Project Coordinator, SAPIP</li> <li>• Director, PPRSD / MOFA</li> <li>• Director, DCS / MOFA</li> </ul>	
	<b>Presentation:</b> Implementation of the Passage of the Seed Regulations (10 Mins)	Director, GSID / PPRSD
Message from Headline Sponsor (15 Mins)	RMG Ghana Ltd.	
<b>Keynote Address &amp; Official Opening of Exhibitions</b>	Hon. Minister, MOFA	
10.30-11.00am	<b>Official Opening of Exhibition, Networking &amp; Snacks</b>	Hon. Minister, MOFA
11.00am-12.30pm	<b>Presentations, Publication Launch &amp; Messages</b>	All Participants
	<b>Presentation:</b> 61 years of commercial seed business in Ghana: myth or reality	
	<b>Messages from Platinum Sponsor (10mins)</b>	Antika Company Ltd.
	<b>Launch of Publications:</b>	
	<ul style="list-style-type: none"> <li>• Launching of Seed Directory 2019</li> <li>• Launching of Seed Production Manual: <i>"Principles &amp; Practices of Seed Production in Ghana."</i></li> </ul>	
<b>Message from Gold Sponsor</b>	SAPIP	
<b>Presentation of Certificates</b>	Vice President, NASTAG	
12.30-1.30pm	<b>Lunch Break &amp; Networking</b>	All Participants
1.30-3.30pm	<b>Networking, Market Place &amp; Trading Sessions</b>	All Participants
3.00-4.00pm	<b>Closing Ceremony</b>	
	Open Forum & Event Evaluation	
	Chairman's Closing Remarks	
	Announcements	



## II. List of Exhibitors

#	Company /Organization	Contact	What they do
1.	<b>RMG Ghana Ltd.</b>		Offer a broad range of solution oriented agricultural inputs to farmers, incl. high value hybrids that increases productivity and assures high level of yield to farmer; agronomic and technical services to farmers, and up-to-date customer services
2.	<b>WAATCO</b>		West Africa Agro-Tech Company (GH) Ltd. is the exclusive distributor of a broad range of SONALIKA Agric tractors, combined harvesters and matching accessories; KIRLOSKAR Power Generating sets & HERO Motorcycles in Ghana
3.	<b>TROTRO Tractor Ltd.</b>		An agricultural technology company that connects smallholder farmers with tractors and other farm machinery using feature phones.
4.	<b>Rainbow</b>		Rainbow Agrosiences Company Ltd is a leading crop protection company that produces, distributes and markets agrochemicals of high quality of international standard to enhance the productivity and profitability of Ghanaian farmers since 2015
5.	<b>MADE</b>		The MADE programme works to promote growth and reduce poverty in the Northern Savannah Ecological Zone by improving how agricultural markets function.
6.	<b>HTC</b>		Player in the development of construction in Ghana with a primary focus on building materials, construction equipment and power tools, founded in 2008 with 5 branches across the country.
7.	<b>IrriGate</b>		Established as a subsidiary of Hatoum Trading Company to provide innovative and efficient agriculture and irrigation solutions to farmers across Ghana
8.	<b>Qualiseed</b>		Is on the quest to build a sustainable seed business by empowering farmers with quality seeds and good farm practices to improve yields and better lives.
9.	<b>Antika Company Ltd.</b>		Antika is established to provide a wide range of agricultural products and services to farmers across the Northern Zone of Ghana
10.	<b>LCIC</b>		LCIC is a private seed business entity and consulting firm specializing in production and marketing of hybrid foundation seeds, registered in Ghana in 2015. The company is the only private company in Ghana wholly involved in hybrid foundation seed production and marketing and headquartered in Koforidua, Eastern Region of Ghana.
11.	<b>J Ababio Farms, Wenchi</b>		J Ababio Farms, a seed production company started on a five-acre Maize farm at Wenchi in the Brong Ahafo Region in 1990, and was fully registered in 2001. It was initially operated with one permanent staff and some labourers.
12.	<b>SAPIP</b>		The Savannah Zone Agricultural Improvement Project (SAPIP) is a project of the Ministry of Food and Agriculture, financed by a loan facility from African development Bank (AfDB) with the overall objective to transform agricultural value chains for food and nutrition security, job and wealth creation in the Savannah Zone.
13.	<b>HortiFresh</b>		HortiFresh is a programme supported by the Embassy of the Kingdom of the Netherlands, which has produced prioritized commercial agriculture in its strategic plan of moving from Aid to Trade.
14.	<b>Yara</b>		Established in 2007, Yara Ghana's premium quality fertilizers have helped farmers to improve yields and profitability and have become the favorite of farmers in the cocoa sector and other crop areas such as cereals (Maize, Rice, Sorghum, Millet etc.), vegetables, etc.
15.	<b>CSIR-SARI</b>		SARI conducts research into food and fiber crops of northern Ghana to develop technologies to enhance productivity
16.	<b>USAID / ACDIVOCA</b>		USAID ADVANCE is a five-year project implemented by a Consortium led by ACDI/VOCA. The main goal is to increase the competitiveness of the Maize, Rice and Soya bean value chains in Ghana.
17.	<b>MK</b>		MK International Company, popularly known as Motorking Company Ltd. are the pioneers of intermediate means for both Petrol and Diesel tricycles in Northern Ghana.
18.	<b>KATA Solar</b>		All your solar PV and electrical power needs
19.	<b>CSIR-CRI</b>		CRI has a broad research mandate covering all food and industrial crops. These include Maize, Rice, Cowpea, Soybean and Groundnut. Others are



#	Company /Organization	Contact	What they do
			Cassava, Yam, Cocoyam, Sweet potato, vegetables and Fruit crops, Plantain and Bananas.
20.	<b>Tiyumba Farms</b>		Tiyumba Farms and Investments Ltd provides farmers with climate smart green solutions to improve yields of farmers
21.	<b>Agrihouse</b>		Agrihouse Foundation is a non-governmental organization involved in agricultural capacity building, innovation and project management organization with special focus on changing the perception of and consciously shaping the conversation on agriculture through the promotions of people-impact programmes
22.	<b>Tikola Ltd.</b>		Tikola Ltd is the sole distributor of East West Seeds in Ghana. Varieties that are adaptable to Ghanaian environment, resistant to diseases, tolerant to pest, earliness to maturity and extended harvesting period. We complement our seed sales with agronomic supports, demonstrations and training for free, the results of our activities are higher income to farmers due to higher yields, easy to market because of quality and extended shelf life.
23.	<b>Farmer Pride</b>		Farmer Pride Company is into production and market of top-quality certified seeds and aggregation of other farm produce.
24.	<b>PAG Farms</b>		A leading Seed producer in the Middle Belt
25.	<b>Heritage Seeds</b>		A leading Seed Producer in the North
26.	<b>RST</b>		A leading agricultural equipment company
27.	<b>PAASUNG</b>		

### III. List of Participants

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