Genebanks and Seed Systems Toolkit

KII Checklist #2 – Agro-dealers and grain traders

**Target group**: These are guide questions to be used with agro-dealers that sell certified seed or informal traders that sell grain that farmers may use as seeds/planting material. These can include registered agricultural input dealers, large or medium-sized grain traders who often have permanent stalls/shops in the market or town, or farmers or small-scale traders who sell local grain/produce in local markets. The aim is to understand their activities within the seed system, key strengths and weaknesses, and how their activities are affected by governance and other factors. We also aim to understand their views on seed system development.

The interview should be conducted with someone familiar with the trader/agro-dealer’s sales and operations and who interacts with farmers and customers who buy seed/grain. Agro-dealers and grain traders should be identified in each of the research sites for the local seed system characterization (refer to results from FGD #1, question 10).

## Introduction

1. Explain the objective and obtain consent *(fill out and attach the consent form for KIIs)*

## General information about the agro-dealer/trader

1. What is the goal of your business in general? And specifically in relation to seed?
2. What are your major products?
3. What is the size of your business?
   * Annual sales, geographic coverage, number of staff/employees?
   * How much of your total revenue/sales is from seed?

## Seed dissemination: questions for agrodealers or traders that sell seed

1. Which crops and varieties do you cover in your seed marketing?
   * How and why did you decide to work on these crops and varieties?
   * What type of seed do you sell (grain/uncertified seed, certified seed, quality declared seed)?
   * Who are your seed suppliers? Where are they located?
   * Do you sometimes have difficulty getting enough stock to sell? Which crop/varieties are more challenging to get, and why?
   * How satisfied are you with the varieties and quality of seeds that you sell?
2. Who are the main buyers of your seed?
   * Which crops/varieties do you sell most and least? Why?
   * What is the price of the seed you sell (ask for a list of crops/varieties/seeds and their prices)? Does this vary during the year? Explain
   * Do you have strategies to help farmers access your seed (credit, vouchers, etc.)?
   * Do you provide information about the seed you sell? What kind of information?
3. What are the main challenges and strengths you have in your seed business?

## Grain sold as a seed – questions for traders that primarily sell grain

1. What are the main grain crops that you sell?

* Where do you source your grain/who are your suppliers?
* Do you know if farmers buy grain from you to use as seed? Which crops/varieties?
* From the grain you sell, are there crops/varieties that you recommend farmers use as seeds?
* How suitable are these grains for use as seeds?
* What activities do you undertake to improve the quality/value of your grain as seed?

1. Who are the main buyers of your grain?
   * Which crops/varieties do you sell most/least? Why?
   * What is the price of grain you sell per crop? Does this vary per season?
   * Do you have strategies to help farmers purchase your grain (credit, vouchers, etc.)?
2. What are the main challenges in your grain/seed business?

## Coordination with other actors

1. Who are the main actors you work with for your seed/grain business? (*check off all that apply*)

* Plant breeders
* Seed companies
* Big traders/Agricultural commodity exchange
* Agricultural extension
* Financial institutions
* Humanitarian aid providers/NGOs
* Farmers’ organizations/cooperatives
* Others (specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. How well do your interactions/collaborations with these actors function?

* Are there any challenges in coordinating your activities with them?
* How do you think these interactions can be improved?

1. Do you work with the national genebank? If so, how?

* Do you have suggestions on how the role of the national genebank can be improved?

## Contextual factors

1. Does the government policy support your seed business? If yes, how? If not, why not? Please explain.
2. Are there local customs, beliefs, or cultural practices affect your seed business? How?
3. How does the market/economy affect your seed business? Give specific examples.

## Recommendations

1. Is there anything else you would like to share about your activities or how the seed system is functioning?
2. In your view, what are the key issues related to seed in this part of the country?
3. Do you have any suggestions or recommendations on how to improve farmers’ access to sufficient, good quality seed of preferred crops and varieties?

**Table 1. Summary of crops and varieties sold by the agro-dealer/trader.**

*(Use this table to summarize key information per crop and variety. You may decide to focus on specific crops)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Crop** | **Variety** | **Type of seed (grain)\*** | **Location sourced** | **Main suppliers\*\*** | **Main buyers\*\*\*** | **Price (min/max)** |
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Codes:

Quality sold: 1=grain/uncertified seed, 2=certified seed, 3=QDS

\*\*Suppliers: 1=individual farmers, 2=farmer group, 3=seed out-growers, 4=other traders, 5=seed company, 6=government, 7= others (specify)

\*\*\*Buyers: 1=farmers, 2=other traders, 3=government, 4=Humanitarian aid providers/NGOs, 5=others (specify)