**6.1 E Seed Supply Evaluation: Agro-dealers / Seed Businesses**

***Name of Agro-dealer\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Sex\_\_\_\_\_\_\_\_* *Market name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date\_\_\_\_\_\_\_\_\_\_\_\_ int#\_\_\_\_\_\_\_* Interviewer\_\_\_\_\_\_\_\_\_\_\_**

**I. Overview**

Are there agro-dealers serving this area with agricultural inputs? Please describe.

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Is certified seed sold in this area? YES / NO

If yes, for which crops and varieties?

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Please describe the venues in which certified seed is sold.

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**II. Structure of your business**

How is your own business organized (are you an independent owner)?

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Where are your outlet stores or points of sale?

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**III. Seeds**

**List the 3 most important certified seeds the agro-dealer sells: Crop 1\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Crop 2\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Crop 3\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Compare the highest price at which the agro-dealers sold seed in 2017 versus 2016.**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Crop** | **Highest price agro-dealer sold seed at in 2017** | | **Highest price agro-dealer sold seed at in 2016** | | **Peak selling period (months)** | **Compare the highest price for 2017 to 2016. Is it More (M), the Same (S) or Less (L)?** | **If More or Less, why? Write answer.** |
| **Price** | **Unit** | **Price** | **Unit** |  |  |  |
| 1 |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |

**Where did the agro-dealer source seed in 2017 versus 2016?**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Crop** | **Sources of certified seed in 2017**  **(Yes=✓, No= leave blank)** | | | | | **Sources of certified seed in 2016**  **(Yes=✓, No= leave blank)** | | | | | **If there was a major change in sources between seasons, why?** |
| **Research center** | **Government seed service** | **National private seed company** | **International private seed company** | **Other (specify)** | **Research center** | **Government seed service** | **National private seed company** | **International private seed company** | **Other (specify)** | **Briefly describe.** |
| 1 |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |

**Compare the agro-dealer’s certified seed sales (volume, not revenue) in 2017 versus 2016.**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Crop** | **Certified seed sales in 2017** | | **Certified seed sales in 2016** | | **Peak selling period (months)** | | **Compare sales for 2017 versus 2016. Is it More (M), the Same (S) or Less (L)?** | **If sales are More or Less, why? See codes below.** |
| **Quantity** | **Unit (kg or ton)** | **Quantity** | **Unit (kg or ton)** |
| 1 |  |  |  |  |  | |  |  |
| 2 |  |  |  |  |  | |  |  |
| 3 |  |  |  |  |  | |  |  |
| **Codes: 1=** availability of potential seed from sources  **2**= money to buy seed/pay transport  **3**= cost of transactions (taxes, unofficial costs) | | | **4**= means of transport available  **5**= transportation- quality of roads  **6**= transportation- security  **7**= Storage capacity | | | **8**= equipment available (e.g. dryers)  **9**= Agro-dealer is changing crop profile or priorities  **10**= Agro-dealer expects that buyers are changing their demand  **11**= Other | | |

**If you sold very different quantities for the same crop between the two years, explain why.**

Crop 1 explanation\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Crop 2 explanation\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Crop 3 explanation\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**IV. Non-seed inputs**

**Describe the agro-dealer’s non-seed inputs (for example, mineral fertilizer, pesticides, storage products).**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Non-seed input** | **Primarily for which crop?** | **Inputs sold in 2017** | | **Inputs sold in 2016** | | **Compare sales for 2017 versus 2016. Is it More (M), the Same (S) or Less (L)?** | **If sales are More or Less, why? Write answer.** |
| **Quantity** | **Unit (kg or ton)** | **Quantity** | **Unit (kg or ton)** |
| 1 |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |  |

**Are current non-seed input prices within the normal range of variation? Yes/No ? Explain. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**V. Sale trends**

**What are the agro-dealer’s fastest and slowest-moving products?**

|  |  |  |  |
| --- | --- | --- | --- |
| **Fastest moving products** | **Why?** | **Slowest moving products** | **Why?** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
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**Of the fastest moving products, which are difficult to obtain? Explain.**

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**VI. Payment**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Which types of payment do you accept for your products? (Yes=✓, No= leave blank)** | | | | | | |
| **Cash** | **Plastic / swipe / card** | **Mobile money** | **Credit** | **Voucher** | **Barter/exchange** | **Other (specify)** |
|  |  |  |  |  |  |  |

**Do you offer credit? YES / NO**

If so, to how many people do you normally give credit each season? \_\_\_\_\_\_\_\_\_\_\_\_\_

Do men and women both receive credit? YES / NO

Of all people who receive credit, what percentage are: Women \_\_\_\_\_\_\_\_\_% Men\_\_\_\_\_\_\_\_\_%

**Is credit an important part of your business? YES / NO**

**VII. Reflections on 2018 season (planting beginning in Oct 2018)**

What specific factors are presently affecting the functioning of your business?

What specific challenges do you see in your business in the next one year? Are there crop-specific seed challenges?

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Has the drought (or recent shock/stress) had any effect on your business? Explain.

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Do you have any suggestions to improve farmers’ access to agro-products?

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Do you have any questions for us?

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