## **Promoting the Growth and Development of Smallholder Seed Enterprises for Food Security Crops**

Case studies from Brazil, Côte d'Ivoire and India







## **Contents**

Acknowledgements	V
1 Preface	1
2 Introduction	3
3 Case studies	5
3.1 Brazil	5
3.1.1 Soybean	5
3.1.2 Maize	8
3.2 Côte d'Ivoire	11
3.2.1 Seed production cooperatives in Côte d'Ivoire	12
3.3 India	15
3.3.1 Seed production enterprises in India	15
3.4 Summary of case studies - common factors influencing development of	17
small-scale seed enterprises	17
4 Case studies in context	19
5 Key factors influencing development of small-scale seed enterprises	21
5.1 Conducive policy environment	21
5.2 Demand	23
5.2.1 Seed quality	24
5.2.2 Price	24
5.2.3 Markets and market information	24
5.3 Availability of improved varieties and seed	25
5.4 Entrepreneurship, technical skills and capacity building	26
5.5 Access to credit	27
5.6 Enterprise ownership and profitability	27
5.7 Infrastructure	28
5.8 Linkages between formal and informal seed sectors	28
6 Key lessons	29
6.1 Pre-industrial stage	29
6.2 Emergence stage	25
6.3 Expansion stage	30
6.4 Maturity stage	30
7 References	31