



KIT CASE STUDY

Pluralistic Service Systems

Sesame in Kossi province, Burkina Faso

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Before the 1990s, extension services were seen as a service to be provided solely by governments. During the 1990s, however, confidence declined in the effectiveness of public-sector extension agencies. This led to the emergence of an alternative paradigm, where it was assumed that market-based solutions and the privatization of extension provision could become an effective and sustainable base for development. A large number of governments and aid agencies experimented with this. In many countries, however, privatization (often achieved merely by withdrawing funding for public-sector agencies) resulted in most farmers losing their access to any form of advice, let alone impartial and independent advice (Christoplos, 2010; Davis et al., 2012; Swanson et al., 2010).

Other organizations have jumped in to fill this gap, including the private sector, NGOs and farmer organizations. The result has been 'messy' systems, referred to as 'pluralistic service systems', in which farmers are supported by different actors, funded from different sources (Wongtschowski et al. 2013).

But how can such pluralistic systems operate successfully? Two major questions need further analysis in this regard:

1. To what extent do these service providers work together? In other words: what are – if at all – the coordination mechanisms in the pluralistic system?
2. To what extent are these emerging systems responding better to farmers' needs?

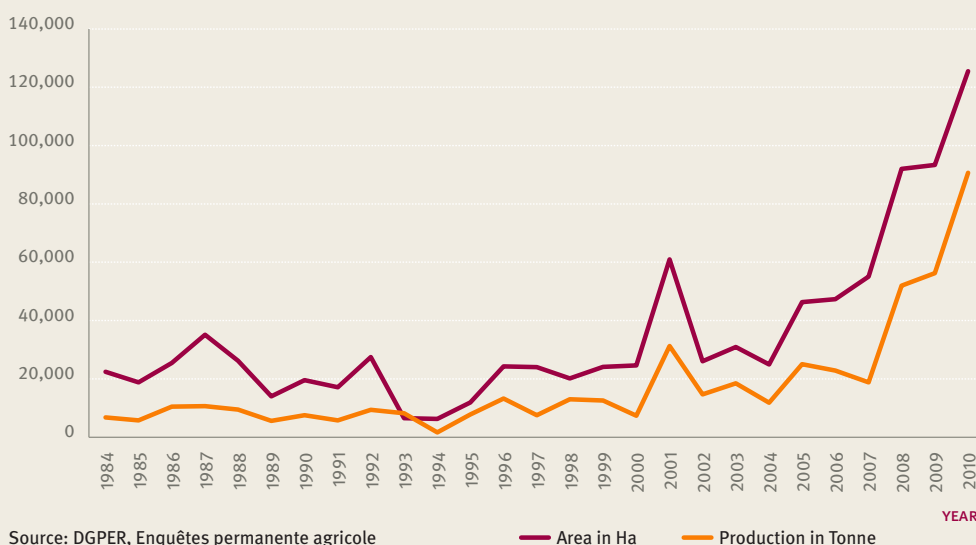
The Royal Tropical Institute (KIT), in collaboration with SNV, Common Fund for Commodities (CFC), Centre for Development Innovation and Agri-ProFocus, have made a purposeful effort to answer these questions by documenting case studies in the vegetable oil seed sector, where a number of innovative projects have tried to strengthen different service providers and seed producers. Field work was conducted in Burkina Faso, Ethiopia, Mozambique and Uganda; this document presents the case of the sesame value chain in Burkina Faso.

Introduction

The sesame sector in Burkina Faso is a relatively young sector which has been characterized by tremendous growth over the past 15 years, both in terms of area and production volume (see Figure 1). The fast growth of the sector and high demand from Asian countries has led to the evolution of a highly competitive and largely unorganized value chain. As sesame grows more important in Burkina Faso's economy - and competitiveness is increasing - government, producers and NGOs are showing their interest in organizing the sesame chain and supporting sesame producers.

Historically, sesame was cultivated for consumption or sold on a small scale. However, more recently, sesame has grown into one of Burkina Faso's major export crops. The explosion of the sesame sector took place in two waves. The first wave was triggered by a crisis in the cotton sector, Burkina Faso's most important export crop at the time. Declining prices and discontent about the functioning of the government's cotton agency, SOFITEX, led farmers to switch from cotton to sesame cultivation. This wave took place in Burkina Faso's western regions, Boucle du Mouhoun and Haut-Bassins. From 2007, a second wave of growth took place which saw sesame cultivation expand into eastern Burkina Faso. The majority

Figure 1: Area cultivated and production volume of sesame in Burkina Faso (Guissou et al., 2012)



of sesame is exported to Asian markets, however the European market is the main buyer of organic sesame, which is produced in the eastern regions of Burkina Faso.

However, the Boucle du Mouhoun remains the major sesame producing region with 40% of national production, followed by Est (20%), Cascades (13%) and Hauts-Bassins (9%). Within Boucle du Mouhoun, sesame production is concentrated in Kossi province, where 51% of the sesame originates (Guissou et al., 2012). This case study focuses on service provision in Kossi province, because it is the highest producer of sesame and has a relatively long tradition of sesame cultivation.

Fieldwork for this study was conducted during October and November 2013 in Burkina Faso. A mix of participatory methods, semi-structured and structured interviews were used for data collection. One participatory workshop was

held in Bobo-Dioulasso, where representatives of different actors in the sesame value chain (government, private sector, NGO and farmer's union/cooperative) participated. Three participatory value chain mappings were conducted with farmers in Kossi province (two in Dokuy and one in Nouna).

Seventeen in-depth interviews were undertaken with different stakeholders from the sesame sector (government, research, NGO, farmer's union, private sector). Seven of these were held with local stakeholders in Nouna, Kossi province. The remaining interviews were conducted in Burkina Faso's major cities, Bobo-Dioulasso and Ouagadougou.

In addition, information was drawn from government and project documents of OCADES, as well as from a questionnaire taken by 66 sesame farmers in Nouna.

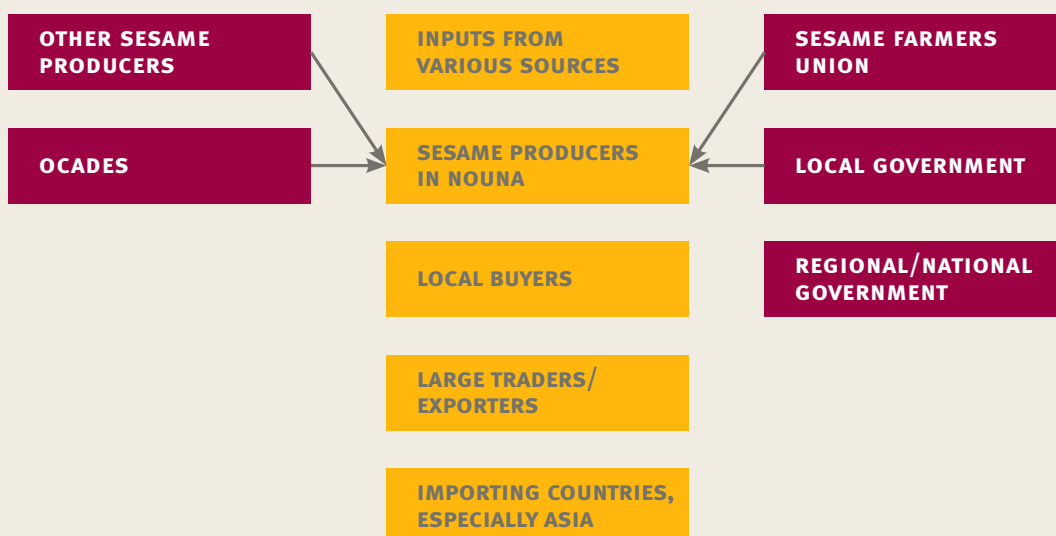
Chain description

The sesame chain in Burkina Faso remains largely unorganized. Figure 3 provides a simple visualization of the direct actors in the sesame chain in Kossi province. In the Nouna commune, the majority of sesame producers sell their produce to traders (*collecteurs*), who come to their village to buy sesame. The traders are responsible for transportation, however, this affects the price and, in general, farmers in remote villages receive a lower price.



Figure 2: Map of Burkina Faso's provinces

Figure 3: The basic structure of the sesame chain and the main service providers working with sesame producers



The relationship between producer and trader is characterized by weak ties and producers usually simply sell to the trader that offers the highest price. Dependent on prices offered by buyers that come to the villages, producers are subject to large price fluctuations. In rare cases, the produce is transported by the producer to Kossi's capital, Nouna, in order to get a higher price. On some occasions the traders buy the sesame on credit before harvesting time. Recently there have also been some attempts to sell sesame collectively to buyers from Ouagadougou or Bobo-Dioulasso.

The traders are not a homogeneous group and many differences exist in the marketing of sesame. Some buyers are located in villages and are producers themselves. Buyers in Nouna might go directly to producers in the villages, or buy from other traders in a village. As stated by a trader in Nouna: "Everybody has his own strategy". There is also a variation between the number of actors that trade sesame before it reaches the exporters in Ouagadougou; some traders sell direct to the "grossistes" in Ouagadougou, while, in other cases, sesame passes through many different traders before reaching the exporters.

Recently, the traditional system of traders has been challenged by Asian-based buyers, who buy directly from farmers or traders in the villages around harvesting time and export the sesame directly. As a result, local traders in Nouna started to have difficulties competing with the prices offered and the low quality demanded by these buyers. With an increasing number of Asian-based sesame trading companies based in Burkina Faso, some exporting companies have also begun to struggle to compete with these foreign companies, who benefit from lower costs for labour and infrastructure.

Local sesame processing is marginal. Some women, often supported by NGOs, process sesame into biscuits or oil for the local market. However, these quantities remain limited.

Burkina Faso's government has also shown an increased interest in the sesame sector. This is not only driven by the growth of the sector, but also because of the introduction of the 'loi 050', a law that opts for organization of different agricultural sub-sectors separately rather than the agricultural sector as a whole. In the different agricultural sub-sectors, professional organization of groups are being established, a so-called 'interprofession', where representatives of different chain actors collaborate on issues within the chain. Furthermore, in 2009, the government launched a strategic plan for the sesame chain¹, where objectives for improved organization, producer support, marketing, research, diversification and regulation of sesame were formulated.

The use of agro-inputs among sesame producers in Nouna is low (see table 1) and most inputs are purchased at a local level. Agrochemicals are either brought to villages by traders or

Table 1: Application of agro-inputs (based on survey among 66 sesame farmers in Nouna, Kossi)

	Application
Fertilizer	18,2%
Insecticides	21,5%
Fungicides	26,2%
Herbicides	58,5%

¹ Ministère de l'agriculture, de l'hydraulique et des ressources halieutiques. 2009. *Plan stratégique filière sésame*. Ministère de l'agriculture: Burkina Faso.

bought in Nouna. Herbicides were found to be used by the majority of the respondents of the survey. The farmers indicated this reduces the workload and thereby the costs of labour. The low use of inputs can be explained by lacking knowledge, lacking means or negative experiences. For instance, several farmers believe that the use of herbicides kills the animals they keep.

There are large shortages in the provision of certified seedlings. Demand from the Asian market for white sesame seedlings is high. The variety S42 has been identified as the best variety for the international market. INERA, the government's agricultural research unit, is responsible for the provision of base seedlings for production of certified seedlings by the union of seed producers. The union sells a proportion of the seedlings on the market. The rest is sold to the government, who sells these seedlings for subsidized prices. However, the quantity of subsidized certified seedlings remains low. In Kossi, the government sells subsidized seedlings to farmers who are organized in registered groups, or farmers they work with, for instance for training. In 2012, the government decided that the seedlings produced in Kossi had to be sold in other provinces, since Kossi is a major sesame producing region and shortages are not as pressing as in other provinces. Thus, in 2012, no subsidized seedlings were provided in Kossi.

Some subsidized fertilizer is also provided by the government. However, the quantity is low and the government prioritizes organized farmers and 'model farmers'. Some fertilizer is available on local markets, but it is expensive and often not of good quality. In Bobo-Dioulasso and Ouagadougou there are larger firms who provide fertilizers and, occasionally, individuals or groups buy fertilizer from these larger enterprises.

To overcome the shortcomings of the input market, farmers often use inputs from their own land. *Fumure organiques* (organic fertilizer) is made by farmers. Additionally, producers conserve a part of their harvest for planting next year. It should be noted that most farmers in Nouna prioritize production of crops for consumption over sesame. Only 6 of the 66 respondents of the questionnaire indicated that they prioritized producing for money over consumption. Therefore, farmers might use the little fertilizer they can buy from the market, or small quantities of organic fertilizer, for other crops such as maize.



What is in place in terms of service provision?

The provincial government

The Direction régionale de l'agriculture, de l'hydraulique et des ressources halieutiques (DRAHRH), the provincial government body for agriculture, has a wide range of activities in the sesame sector:

- The DRAHRH regional office in Nouna is involved in the formalization of farmer groups. This is important in creating visibility of groups for external actors. Since the introduction of loi 050, farmers' groups have to organize themselves with a focus on only one crop.
- Extension agents are involved in sensitization and the provision of training on good agricultural practices and technical advice. These extension services are for all crops, including sesame. However, the provincial government has challenges in terms of capacity for service provision; there are only 10 extension agents for the province, while the population is estimated to be 286,904.
- In the last two years, the government has become involved in organizing a fair for sesame after harvest in December. During this day, different stakeholders gather for a celebration and have the opportunity to interact with each other.
- In addition, the government has launched a three year project - Project d'amélioration de la compétitivité de la filière sesame dans la province de la Kossi - to improve the income of sesame producers by organizing farmers, training them on good agricultural practices, encouraging collective marketing, and providing S42 seed and post-harvest materials. The project is targeting 3,600 households in 120 villages, but no real activities have taken place so far.

OCADES

OCADES is a Catholic NGO that has been working in Burkina Faso for over 15 years. One of their offices is in Nouna, which is currently the only NGO in Nouna that works with sesame producers. From 2005 to 2009, OCADES implemented 'Le projet de production et de marketing du sésame dans la diocèse de Nouna,' which was financed by Catholic Relief Services (CRS). Almost 3,500 farmers have been trained on good agricultural practices, with the objective of diversifying the income of participants. In January 2013, a new project was launched, which operates in the sesame and fonio value chains. Unlike the first project, this project not only targets the producers but the entire value chain, as the project staff felt that this was a missing element. In addition to training farmers, the project staff now works with a small number of traders as facilitators for negotiating direct linkages with farmer groups. Furthermore, certified seed producers and local processors are trained.

◀ Sesame seeds at a local trader in Nouna



Sesame producer with his drying harvest in Kossi province, Burkina Faso.

The follow-up project is financed by International Relief for Development (IRD). In Nouna, the provincial government is involved in the implementation of the project while the government is providing support by sensitizing and mobilizing groups. Furthermore, the government is involved in providing some training to programme beneficiaries. In other regions, the NGO Afrique Verte is executing this project. The project is working with 62 groups in Boucle du Mouhoun (21 in Kossi and 10 in Nouna), consisting of 12 to 35 members. The project is still in its early stages but the target number of groups is around 100 for Boucle du Mouhoun.

The project is being promoted on the radio and through government agents. Selection of groups takes place on a competitive basis: groups that are interested in joining the project have to apply, after which a selection is made based on a number of criteria. OCADES' extension agents are located in areas where the number of applications is high. In this way, OCADES targets farmers that show initiative and demonstrate eagerness to participate in the project. However, the number

of applications is currently higher than project staff are able to deal with. In addition, the risk of such a competitive selection procedure is that it might exclude vulnerable groups who aren't able to apply, for instance because group members are not literate or because they are not within reach of the radio or government agents.

Union de producteurs de sésame

The sesame producers union, Union de producteurs de sésame, was established in 2008 and began implementing activities in 2010. The organization is important in the representation of sesame producers, both in politics as well as making farmers visible to other actors in the sesame chain. The union in Kossi works with two representatives from ten villages for each of the ten departments and is part of the regional and national sesame producers' union. The number of groups attached to the union has been growing rapidly during recent years. Based on estimates by one of the presidents of the union, over 300 groups are now attached to the farmers' union.

With a source of income that is often limited to contributions from its member, union leaders have to operate on a voluntary basis. Capacity challenges also limit the extent to which the union can provide training on good agricultural practices, which is provided sporadically by the two presidents who are both former extension agents. However the union is working on collective marketing of sesame in order to increase the price received by producers. In 2013, this only occurred on a small scale, but the union is working on finding more buyers who can buy directly from their member groups, thereby improving efficiency in the chain.

Overview of service provision

Table 2 summarizes the services provided by the government, OCADES and the farmers' union. All in all, despite the improvements in service provision to sesame farmers, service provision that targets a large population and includes poorer and more vulnerable groups is yet to be found. Farmers that are not organized in groups are largely excluded from service provision by NGOs, the government and the farmers' union and therefore rely on informal markets and traders for services.

Table 2: Service provider description

Name of service provider and number of field staff	Type	Who pays for services provided?	Target group	Services provided (formation, etc.)	Number of beneficiaries
DRAHRH, 10 field staff.	Public.	Free by government, sometimes implementing NGO-financed activities.	Primarily groups.	Training, sales of subsidised S42 and fertilizer.	Not known.
OCADES, two extension agents in Kossi.	NGO.	Free by NGO, project financed by IRD.	Groups.	Training, sales of S42 seeds.	21 groups.
Union the producteurs de sésame, no paid staff.	Farmers' union.	Contribution by groups.	Groups and representatives.	Collective marketing and representation.	Estimated 300 groups.

NGOs and the government often promote practices that require investment, not only on the farm but also through the formalization of groups. Although this might meet market demands, and therefore promote a more financially sustainable sesame sector, this might not be in line with the traditional practices of sesame producers. Financial investment in seedlings, fertilizer and agrochemicals, as well as the time investment required for sowing, requires a break with the tradition of prioritizing staple crops such as millet and maize.

Demand for services

Despite recent efforts, service provision in Nouna and in Kossi province is still very low in terms of quantity, and service providers have not been able to keep up with the tremendous growth of the sector. The government has had to leave out certain areas due to limited staff numbers and only a small number of farmers receive training on sesame farming practices.

An important need for the farmers is already met as most farmers in Kossi have access to markets in their villages for a price that respondents indicated to be relatively high compared to other crops, despite the price fluctuations. This high price has been an incentive for many farmers to increase their sesame production by increasing the land under sesame cultivation or putting more effort into the existing plots.

However, challenges remain for farmers. Key challenges identified by farmers include price fluctuations, despite price increases in recent years, insufficient quantities of subsidized fertilizer, and lack of access to finance to invest in inputs, ploughs and cattle for the ploughs. Another important challenge highlighted was the unpredictability of rain which can destroy the sesame harvest. One farmer group stated that having training on sesame farming was key in addressing these challenges.

The farmers' union works with an extensive system of representatives and therefore works relatively close with farmers. However, the union depends on other actors to provide services as it does not have the capacity. The union attempts to sell sesame collectively to gain a higher price and provide a more stable market for farmers.

Although many services are not provided by formal institutions, some gaps in service provision are filled by the sesame producers themselves. During group discussions it was identified that on farmers provide each other with knowledge and, some occasions, credit.

Sesame producers indicated that they did not have the means to invest much in their sesame plots. What they did have was often invested in staple goods, as farmers often see producing for consumption as a priority over producing for cash.

The majority of farmers indicated that they cultivated sesame because the work is relatively easy. Relative to other crops, there is a lot of money in sesame. But the final objective for farmers seems to be food security. For instance, sesame farmers indicated that they started cultivating sesame so they could conserve all of their millet for consumption.

Most practices that sesame producers are taught by OCADES - such as line planting and use of (unsubsidized) S42, self-made organic or bought fertilizer and agrochemicals - require a lot of investment, either directly in terms of money or through an increased need for labour. Although these practices might lead to a higher yield and higher revenues, the increased investment brings increased risk, because rain can lead to failure of sesame harvest.

The application of practices promoted by OCADES, such as planting in lines and the use of S42 seeds is often low. Only 9% of the respondents of the questionnaire sew in lines

Table 3: Service demand and supply by various actors

Which services are needed (according to farmers)?	Services provided by public sector (quantify, costs)	Services provided by private sector	Services provided by civil society
Access to finance.	-	-	Possibly in the future for OCADES, none at the moment.
Price stability and higher price through direct linkages between farmer groups and large buyers.	None.	Contracts with farmers.	Separately, OCADES and the farmers' union are identifying and training farmer groups, identifying buyers and facilitating negotiations.
Training on GAP and business skills.	Very little, some government extension.	None.	Training on GAP and business skills by OCADES.



Sesame producers with their recently harvested sesame

and 15, 2% indicated to use certified s42 seeds on the farm. Nevertheless, during interviews a number of farmers revealed that they had tried planting in lines or applying fertilizer, but when production did not increase as much as they expected, for instance because of irregular rains or insufficient knowledge, they abandoned the practice. Good practices can lead to higher income in the long term and thereby meet farmers' needs, but a dramatic change in farm management is required, which is accompanied by a larger risk. Additionally, it should be noted, that the promotion of seed is as a result of the demand from international markets rather than from farmers. As stated by a representative from INERA, their research is focused on S42 because the Asian markets demand white sesame and S42 is the best suitable white seed for Burkina Faso's climatic conditions. The vast majority of respondents still sow seeds by broadcasting the seeds (*semer à la volée*), which requires many seeds, in contrast to line planting. Therefore, farmers might prefer using their own seeds over buying the more expensive s42. In one village that was visited, a negative perception towards OCADES was observed, because they were associated with the sale of expensive seeds.

Coordination of service provision

The sesame sector in Burkina Faso is often characterized as unorganized. However, as the sector is growing, initiatives to improve coordination within the sesame sector are increasing. Table 4 provides an overview of the links between different service providers in Nouna. An important example of attempts to improve coordination is the establishment of a multi-stakeholder platform, which had two meetings in 2013. While the impact of this initiative remains uncertain, it has provided an opportunity for representatives of seedling cultivators, researchers, producers (represented by the union), exporters, processors, other buyers, technical service providers and financiers to meet together to discuss the role of different actors in the chain.

The formal organization of other actors in a union, such as exporters, local traders and processors, has not yet been successful. Although representatives of different actors have been attending the multi-stakeholder platform, they have not been organised formally in the same way as farmers. Furthermore, both the farmers' union and OCADES work separately with traders in an attempt to improve direct linkages to create a more stable market, with less middlemen, to achieve higher prices for farmers. Such market linkages only exist on a small scale at the moment, but both the farmers' union and OCADES are attempting to create and strengthen these linkages. The government will also help to build the farmers' union capacity through their new project in order to create these linkages. However, this remains a challenge because, as a representation body, the farmers' union has to be financially independent of the government.

Collaboration between service providers sometimes takes place within projects. For instance, OCADES has a partnership with the provincial government for the implementation of their sesame project. Sometimes extension agents from the gov-

Table 4: Links between different service providers

Service provider	DRAHRH	OCADES	Union de producteurs de sésame
DRAHRH.			
OCADES.	Partnership for sesame project in Kossi, which is coordinated by OCADES. DRAHRH provides training and mobilizes groups. Two meetings through a multi-stakeholder platform in 2013.		
Union de producteurs de sésame.	Involved in new sesame project, for which their capacity will be strengthened to create linkages. Two meetings through a multi-stakeholder platform in 2013.	No real link, only informal.	

ernment assist with training by OCADES, and the government also played a role in mobilizing the farmers. The responsibility for coordination of this falls under OCADES, who is responsible for coordination of the entire project in Kossi.

In general, local traders are excluded from the cooperation with NGOs and the government for service provision. In the creation of direct linkages between farmer groups and large buyers, OCADES and the farmers' union will reduce the number of middle men. This is a treat for the local sesame buyers.

It should be noted that Nouna is a small town so organizations know each other well. For instance, the presidents of the farmers' union have both been extension agents for the government and OCADES, and one of the extension agents for OCADES previously worked for the government. The number of actors working to provide services of sesame farmers is also low. Therefore even if no formal meetings are arranged, the staff of different service providers are often well aware of the roles and activities of other organizations.



A sesame producer at her sesame field during harvest season in Kossi province, Burkina Faso

Trends

Ten years ago, service provision specifically for sesame farming was, with one or two exceptions, non-existent. The majority of sesame farmers still do not have access to services, but the number of projects by NGOs and the government is increasing as they recognize the economic potential, as well as the development potential, of sesame. Furthermore, sesame farmers are now represented in a farmers' union, which also attempts to create direct linkages between farmers' groups and buyers.

At the national level, many NGOs are starting up projects in the sector because of the developmental benefits of cultivating sesame. However, at the local level in Nouna this was not yet visible. Only OCADES has a significant sesame project in the region. The future of OCADES's involvement in sesame depends on their ability to find donors to finance their project after the current project comes to an end, which is currently unclear. As OCADES has been operating in sesame for several years, they wish to continue learning from their experiences in sesame and remain active in sesame projects in the region.

At the moment, private sector involvement in service provision in sesame is very low. This has not always been the case. Tropex, a pioneer in exporting sesame, was involved in training 5,000 farmers on the cultivation of organic sesame, both in Kossi and in other regions. However, as more traders came to Burkina Faso, Tropex went bankrupt. Now, competitiveness for buying sesame is very high. An Olam representative, who used to provide technical assistance to farmers, indicated that it is a challenge to survive and competitiveness among buyers is too high to spend money on service provision. Linkages between producers and buyers tend to be weak and sesame is often traded through many intermediaries. Therefore, it is no longer profitable for buyers to invest in farmers.

Responding to farmers' need to reduce price fluctuations, different actors are trying to create stronger linkages between farmers and buyers through collective marketing of sesame. In Nouna, OCADES and the farmers' union attempt to establish contracts between large buyers and farmer groups. This is still in its early stages and challenges remain in establishing such contracts, because, as stated by a representative of OCADES, it is not the habit of farmers in the region to produce under such contracts.

In addition, the public sector is increasingly involved in the sesame sector, as a response to growth in the sector. For instance, the government now has a national strategy, has created a multi-stakeholder platform, and is implementing new projects. However the capacity of the government to operate in sesame production largely depends on external financing. There are also mixed opinions about increased government involvement. Although some actors see a role for government in protecting farmers in a highly competitive market, other

actors are cautious due to negative experiences in the cotton sector. In the early 2000s, many farmers in Kossi moved away from cotton due to discontent about the role of this government-regulated sector and because they had problems with repayment of credit provided to cotton farmers.

Conclusions

Access to services improved as sesame production increased. There are only a few actors who work in the sesame chain in Nouna at a significant scale and there is little competition between these actors. Within projects, different service providers collaborate and make use of each other's capacities, both at the national and local level. Furthermore, at the local level, they are aware of each other's activities in the region. However, service provision is still new, and reaches relatively few farmers.

Various actors indicated that they see a need for coordination of the chain as a whole, for different reasons. Farmers indicated a need for better coordination in order to create a more stable price structure. Traders highlighted the need to be protected from Asian buyers, who go directly to farmers. OCADES said that they work with different chain actors, thereby also acknowledging the need for a comprehensive approach across the sesame chain. The multi-stakeholder platform is an attempt to better organize the sesame chain, but it remains unclear what the future impact of this initiative will be.

Based on the above analysis, a number of recommendations can be made. First, when determining the content of training programmes for farmers, it is important to look at the costs and benefits of the practices farmers are trained on. If practices require investment by farmers but the benefits are high, the benefits have to be clearly communicated to farmers, for instance through demonstrations farms. It is also important

to target the right farmers for such innovative practices; some farmers will not take the risk of investing if the benefits are not 'secure'. One example showed that while productivity increases made certified seed very profitable, farmers were reluctant to invest in the seeds.

Second, the potential of collective marketing of sesame in farmer groups should be further explored. Creating direct market linkages can lead to a more efficient chain with more stable prices for farmers. Recently, small-scale initiatives have attempted to establish direct linkages between farmers' groups and exporters. There were some challenges in establishing contracts between groups and exporters, but the expectation is that the first groups will sell in bulk during the upcoming season. What the benefits of direct linkages are, how this can be organized and who has the capacity to up-scale such experiences, should be further explored.

Third, when designing new projects, these should build on existing knowledge and capacity. For example, service providers can benefit from other experiences in the field, such as those from OCADES.

Fourth, the role of the state in the provision of certified seeds, fertilizer and agro-chemicals in the sesame sector in Burkina Faso is problematic and should be re-evaluated. Ways to overcome challenges in obtaining inputs and potential roles the private sector play in this field should be explored.

Fifth, it is important to develop a long-term vision for the sesame sector. The sector's growth and profitability for farmers is largely driven by high demand. But what will happen when the sesame market stabilizes? Although market requirements are low now, improving the quality of sesame could help to securing Burkina Faso's position in the global sesame market. Services are key to quality improvement; but financing such services remains a challenge.

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Acknowledgements

This paper is written by the Royal Tropical Institute (KIT) yet the field work has not been possible without the assistance of both Benjamin Yao of OCADES and Benoit Kienou of the Union de Producteurs de Sésame, for which we are grateful. We also would like to thank the Dutch Directorate for International Cooperation (DGIS) for its support in the form of core funding to KIT.