

**Sustainable  
sweetpotato pre-basic  
seed production Y4  
Mid Year Report: June  
2017 – November 2017**



**Sweetpotato** Action for  
Security and **Health** in **Africa**



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Sweetpotato Seed Systems Community of Practice:  
8th Consultation- Sustainable Pre-basic Seed  
Production – SGA Progress Review. Nairobi, Kenya  
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# Production: capacities

Period: current status at mid year 4 (Nov. 2017)

Facilities	No. units	Irrigation (Y/N)	Total m <sup>2</sup>	Method (poly, pot, bench/trough, open)	RMT/Conventional	Total no. of plants	Multiplication Rate
Screen house	2	Y	120	Trough Polythene pot Bucket pot		380 400 tubes 450 Pots	- - 5
Mobile net tunnels							
Open field multiplication	1	Y	5,000	Open			
Basic seed multipliers					(under other projects)		

# Production: targets vs actuals?

Stage	Activities	Unit (& size)	Planned no. (for period: June - December 2017)	Achieved: June - November 2017	% achievement
1	TC initiation	Plantlets			
	TC micro-propagation	Plantlets			
2	Hardening	Plants	-	260	
3	Screen house multiplication	Cuttings	-	12,650	
	Mobile net tunnel multiplication	Cuttings			
4	Open field multiplication	Cuttings	-	80,000	

- Is your multiplication calendar on track
  - **Yes**
- What changes will you make to your multiplication calendar for the next 6 months?
  - **Import & fast-track TC plantlet propagation**
  - **Synchronization of different seed classes**
    - TC Plantlets; pre-basic; basic

# Use of business plan tools



- What was your pricing strategy
  - Pre-basic price: (for 3-node cutting?) **MK 1000**
  - Basic price: **MK 500**
- Any deviation and why
  - No
- What is your profit margin?
  - Pre-basic cuttings (-ve MK2,000 )
  - Basic cuttings (+ve MK400)
- Do you need to change your pricing strategy? If so how?
  - Upward adjustment of pre-basic price to take into account Production, marketing, & profit??

# Use of business plan tools



- What were your marketing activities:
  - Email/direct contact
  - National Agriculture Fair
  - Demos & Field-days
  - OFSP Symposium
- Which marketing activity bought most orders?
  - Email/direct contact
  - National Agriculture Fair
- Do you need to change your marketing strategy? If so how?
  - Yes
  - Engage in direct face-to-face meetings

# Use of revolving fund

Description	Local currency or US\$
<i>a. Balance of Revolving Fund bought forward from May 2017</i>	<b>1,800,000.00</b>
<i>b. Gross income for this reporting period: June to November 2017</i>	<b>1,058,000.00</b> (858,000.00)
<i>c. Total disbursements towards seed production activities: June to November 2017</i>	<b>126,400.00</b> (158,000.00)
<i>d. Other costs met from the revolving fund:</i>	
<i>e. Balance of funds at end of reporting period available to be carried forward to the next reporting period</i>	<b>2,700,000.00</b>

US\$ exchange rate: **1\$ = MK 735**

Explain any challenges for the revolving fund

- **Delays in getting payment**

# Customer order book: future requirements

Customer name	December 2017 – May 2018		Comments
	Quantity Ordered	Advance payment?	
CIP (RTC-Action & MIST)		No	
Climate Change Adaptation Project (Machinga)	400	No	



# Comments on production targets



- Actions taken during year 4 to increase multiplication rates:
  - Use of high humidity & temperature chambers
  - Open field multiplication
- Actions taken during year 4 to reduce costs of production:
  - Use of beds (Evaluation underway)
  - Use of hardened cuttings
- Key challenges for year 4:
  - Electricity (Irrigation)
  - Delays in getting clean TC materials from KEPHIS
- Lessons to share for year 4:
  - Emerging challenge and management of new insect pests (ie fall army worms)

# Quality management: June November 2017



- Number of varieties under multiplication:
  - 3 (Kadyaubwerere, Ana-akwanile and Kaphulira)
- What new varieties have been introduced in Y4?
  - Awaiting clean materials from KEPHIS
- What new varieties will be added during remaining of Y4?
- No. varieties tested (*I. setosa*) over June – Nov 17 and results
  - Variety:.... Anaakwanile.....result:...-ve....
  - Variety:.... Kadyaubwerere, .....result:...-ve....
  - Variety:.... Kaphulira .....result:...-ve...
- Seed standards and inspection protocol
  - Current status: Awaiting gazzeting
  - Are external inspections being conducted for field multiplication: Yes

# Stakeholder meetings: June 2017 – Nov 2017, and planned



Date of meeting held	No. participants (M/F)	Types of participant	Main topics	Follow up actions

## Planned meetings (Dec 17 – May 18)

Proposed Date	No. participants	Types of participants	Main topics	Proposed budget

# Training – in-country (June Nov 2017)



Date	Topic	No. participants (M/F)	Training materials available	Comments
<b>Planned for Dec 2017 – May 2018</b>				
Date	Topic	No. participants (M/F)	Training materials available	Proposed budget

# Marketing strategy: June 2017 – May 2018



	Target group	Message & activity	Time period	Channel/s	Responsible	Proposed budget	Indicator of success
1	<ul style="list-style-type: none"> <li>• CIP Projects</li> <li>• Commercial multipliers</li> </ul>	Re-stock multiplication fields with clean materials	July – May 2017	<ul style="list-style-type: none"> <li>• Emails</li> <li>• Stakeholders meetings</li> </ul>	PI RTCDT		Qty of pre-basic seed bought
2	<ul style="list-style-type: none"> <li>• NGO's</li> <li>• Root producers</li> </ul>	Use clean vines	Sept 2017 – Feb 2018	<ul style="list-style-type: none"> <li>• Demos,</li> <li>• Field-day</li> <li>• Radio</li> </ul>	PI RTCDT		No. of demos, field-days, radio
3							

# Dec 17 - May 2018: key areas for strengthening performance of bizplan



- Technical
  - Synchronisation of multiplication calendar for different seed classes
  - Intensify awareness and demand creation for clean planting materials
- Institutional
  - Attitude change and institutionalisation of business concept ....
- Financial
  - Intensification of marketing strategies
  - Follow-up on over-due payments.....

# 2 BEST PHOTOS



Mr John Biziwiki, a research attendant, checking virus symptoms on grafted *I. setosa* plant – Bvumbwe Research Station (24 Sept 2017). Photo credit: Kennedy Masamba-DARS



Sweetpotato vine multiplication field fenced to keep out free range livestock at Chitala, Salima (4 Oct 2017). Photo credit: Alex Mwale-DARS