

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



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



Name, Jose Ricardo, IIAM- Mozambique  
Sweetpotato Seed Systems Community of Practice: 8th  
Consultation- Sustainable Pre-basic Seed Production – SGA  
Progress Review. Nairobi, Kenya 21-22 November 2017

# 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	1	Y	67.5	Trough		3.375	10-15 plant
Mobile net tunnels	NA	NA	NA	NA		NA	NA
Open field multiplication	3	Y	30.000	Open	Conventional	100.000 plants	15-20 plant
Basic seed multipliers	NA						

# Production: targets vs actuals?

Stage	Activities	Unit (& size)	Planned no. (for period: June - December 2017)	Achieved: June - November 2017	% achievement
1	TC initiation	Plantlets	CIP	NA	NA
	TC micro-propagation	Plantlets	CIP	NA	NA
2	Hardening	Plants	CIP	NA	NA
3	Screen house multiplication	Cuttings	40.740	66.000	162
	Mobile net tunnel multiplication	Cuttings	NA	NA	NA
4	Open field multiplication	Cuttings	54.320	36.000	66.3

# Use of business plan tools



- What was your pricing strategy
  - Pre-basic price: **Sold as basic seed**
  - Basic price: 9 to 12 Mt (0.15-0.20 USD)/kg 30 cm cutting
- Any deviation and why: No
- What is your profit margin? 60.000 Mt (1.000 USD)
- Do you need to change your pricing strategy? If so how? **Yes, still waiting for price estimation from agro-economist**

# Use of business plan tools



- What were your marketing activities:
  - A. DEMO was held within the occasion of the National Roots and Tubers Fair held in Inhambane
  - B. Vines & roots of the 22 varieties were displayed at root show event, 30,000 people participated
  - C. Involvement in the International Fair of Maputo (FACIM), exhibited vines & roots of varieties released, also were distributed the leaflets of 22 varieties released produced
- Which marketing activity bought most orders?
  - No order, but NGOs do it during the raining season
- Do you need to change your marketing strategy? If so how? No



# Use of revolving fund

<b>Description</b>	<b>Local currency or US\$</b>
<i>a. Balance of Revolving Fund bought forward from May 2017</i>	922,000 Mt (15,366 US\$)
<i>b. Gross income for this reporting period: June to November 2017</i>	60,000 Mt (1.000 US\$)
<i>c. Total disbursements towards seed production activities: June to November 2017</i>	308.817 Mt (5.146.95 US\$)
<i>d. Other costs met from the revolving fund:</i>	30.000 Mt (500US\$)- vehicle maintenance
<i>e. Balance of funds at end of reporting period available to be carried forward to the next reporting period</i>	673.183 Mt (11.219 US\$)

US\$ exchange rate: 1 US\$ = 60 Mt

Explain any challenges for the revolving fund

# Customer order book: future requirements

Customer name	December 2017 – May 2018		Comments
	Quantity Ordered	Advance payment?	
CIP	Not quantified	No	NGOs do not make orders, they only buy when rains starts
Save the Children	Not quantified	No	
World Vision	Not quantified	No	
FAO	Not quantified	No	Took quotation

# Comments on production targets



- Actions taken during year 4 to increase multiplication rates:
  - Continue with irrigation & fertilizing after the first cutting;
  - Rotation to prevent pests and diseases;
  - Removal of abnormal plants and also with virus symptoms;;
  - Control pests and diseases;
- Actions taken during year 4 to reduce costs of production:
  - Plant in right time in order to have vines by rainy season;
  - Replanting in case of poor plant establishment;
- Key challenges for year 4:
  - Drought is still affected the program
  - Get orders on time ;
- Lessons to share for year 4:
  - We need to multiply vines taking consideration also dry season. Because are some NGOs and other people planting on low lands.



# Quality management: June November 2017



- Number of varieties under multiplication: 15
- What new varieties have been introduced in Y4?
  - A. Alisha                      - C. Bie                      - F. Ivone
  - B. Bitá                         - D. Caelan                 - G. Lawrence
  - H. Victoria
- What new varieties will be added during remaining of Y4? Non
- No. varieties tested over June – Nov 17 and results
  - Variety:.....result:.....NA (CIP)
- Seed standards and inspection protocol
  - Current status:
    - We are still waiting for approval
  - Are external inspections being conducted for field multiplication
    - Internal inspections have been done by the CIP

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



Date of meeting held	No. participants (M/F)	Types of participant	Main topics	Follow up actions
10 July	5 (3 M& 2 F)	IIAM staff, Research, technicians	Revolving fund report & planning	Continue with sales and takings recording
20 July	4 (2M & 2 F)	IIAM staff, Research, technicians	Collection of data for pricing - Chokwe	Data concluded & still wait for results

## Planned meetings (Dec 17 – May 18)

Proposed Date	No. participants	Types of participants	Main topics	Proposed budget
14 December	12	IIAM staff, CIP, technicians, NGOs	Planning the orders raining season, still wait for price	

# Training – in-country (June Nov 2017)

<b>Date</b>	<b>Topic</b>	<b>No. participants (M/F)</b>	<b>Training materials available</b>	<b>Comments</b>
October	Field maintenance Identification of virus in the fields (in job training)	4 (3 M & 1 F)	<ul style="list-style-type: none"> <li>- Disease &amp; pests control</li> <li>- Fertilizer;</li> </ul>	1 new technicians joined the program 3 students were allocated to program

## Planned for Dec 2017 – May 2018

<b>Date</b>	<b>Topic</b>	<b>No. participants (M/F)</b>	<b>Training materials available</b>	<b>Proposed budget</b>
December	Vine harvesting and field maintenance after 1 <sup>st</sup> cuttings vines	6 (4 M & 2 F)	<ul style="list-style-type: none"> <li>- Disease &amp; pests control</li> <li>- Fertilizer;</li> </ul>	

# Marketing strategy: June 2017 – May 2018



	Target group	Message & activity	Time period	Channel/s	Responsible	Proposed budget	Indicator of success
1.	Seed multipliers	-Varietal characteristics -Importance of cleaning material -Source of planting material -Profitability of seed production	-Before begging the production season	-Demo plots -SMS -Poster -Community radio	Researcher (IIAM) Agri-Economist	•	-Number of multipliers attending to demo plots -Number of multipliers requesting planting material
2.	Root producers	-Varietal characteristics Source of planting material -Nutritious of OFSP roots -Market acceptability of OFSP roots -Market for OFSP roots Profitability of root production	-Before begging the production season -Before seed harvesting	-Demo plots -SMS -Poster -Community radio	Researcher (IIAM) Agri-Economist	•	-Number of root producers attending to demo plots -Number of root producers requesting planting material -Number of root producers selling OFSP in different markets

# Marketing strategy: June 2017 – May 2018



	<b>Target group</b>	<b>Message &amp; activity</b>	<b>Time period</b>	<b>Channel/s</b>	<b>Responsible</b>	<b>Proposed budget</b>	<b>Indicator of success</b>
1.	NGO's/Institutions / Projects	-Varietal characteristics -Source of planting material -Source of OFSP roots -Nutritious of OFSP roots -Market acceptability of OFSP roots -Market for OFSP roots	-Before begging the production season -Before seed harvesting	-SMS -Whatshap -Web-page -Written -Stakeholder meetings	Researcher (IIAM) Agri-Economist	•	-Number of organizations/institutions requesting planting material -Number of organizations/institutions ordering significant amount of planting material



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



- Technical
  - Lack of staff to implementing the activities
  - Excessive weeds that are difficult to control this become a major problem, as consequence weeding is done in every 2 weeks
- Institutional
  - Exit of IIAM researchers looking for better conditions (2 left)
  - Bureaucracy to solve still problem, including approval office documents
  - We still wait for approval the seed standards and inspection protocol
- Financial
  - Lack of funds by the IIAM and Government can affect the activities
  - **Cut of** water and energy (light) is very frequent at IIAM due to non-payment, it is affecting the irrigation.



Multiplication of pre-basic seed, Maputo,  
Esmerda  
By: Jose Ricardo



Promotion of SP vines and root, in Benfica-  
Maputo, Mr Antonio Selling vines  
By: Jose Ricardo