

## **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	440	Pots, Boxes and Beds	RMT	21000	9
Mobile net tunnels	2	Y	192	Beds	RMT	6000	9
Open field multiplication	2	Y	520	Beds	RMT	24200	12
Basic seed multipliers							

### **Production: targets vs actuals?**



Stage	Activities	Unit (& size)	Planned no. (for period: June - December 2017):	November 2017	% achievement
1	TC initiation	Plantlets	Not applicable	Not applicable	Not applicable
	TC micro-propagation	Plantlets	Not applicable	Not applicable	Not applicable
2	Hardening	Plants	At least 6000 plantlets/ in semester	2550 plantlets	85%
3	Screen house multiplication	Cuttings		Around 21,000 cuttings of Pre-basic seeds are in the 2 SCs	93.33
	Mobile net tunnel multiplication	Cuttings	6000	5000	83.33
4	Open field multiplication	Cuttings	45000	24200	53.77

## Use of business plan tools



- Our multiplication calendar is on track with very little deviation in SC and MNT where our targets were not met
- More focus will be made to Basic seed production targets for the next 6 months/ to meet the demand

## Use of business plan tools



- What was your pricing strategy
  - Pre-basic price: (for 3-node cutting?): Sold at 34 Frw (\$0.040)
  - Basic price: 17 Frw (\$0.02)
- Any deviation and why: In BZPLN: 31 Frw and 10 Frw officially
- What is your profit margin? \$ 15,219 (End of June 2018)
- Do you need to change your pricing strategy? If so how?
   YES-by increasing the price to 17 Frw in near future

## Use of business plan tools



- What were your marketing activities:
  - Advocating the role of clean seed in enhancing productivity along the VC (value chain) and through Field days
  - All NGO's involved in nutrition and DVM network marketing
- Which marketing activity bought most orders?
   Brochures and leaflets, Agri-shows, radio and
   TV
- Do you need to change your marketing strategy? Not yet

### Use of revolving fund



Description	Local currency or US\$
a. Balance of Revolving Fund bought forward from May 2017	\$ 6878
b. Gross income for this reporting period: June to November 2017	
c. Total disbursements towards seed production activities: June to November 2017	\$2,850
d. Other costs met from the revolving fund:	-
e. Balance of funds at end of reporting period available to be carried forward to the next reporting period	???

US\$ exchange rate:

Explain any challenges for the revolving fund

## Customer order book: future requirements



Customer name	December 2017 - M	Comments	
	Quantity Ordered	Advance payment?	
FtF	80,000 cuttings @ 31 Frw (Pre-basic)	???	Stuck due IFMS system at MINICOFIN
GoV (South Province)	150,000 (Basic)	Not yet paid	
GoV (North Province)	140,000 (Basic)	Not yet paid	
Army	82,000 (Basic)	Yes	Already paid

### **Comments on production targets**



- Actions taken during year 4 to increase multiplication rates:
  - Applying urea in Nurseries and Pots
  - Use more trailers in Screenhouse and MNT
- Actions taken during year 4 to reduce costs of production:
  - Reduce the amount on plantlets at TC from 1000 to 500
- Key challenges for year 4:
  - IFMS system at MINICOFIN / How do we reconciliate
- Lessons to share for year 4:
  - Army/Government involvement in SP production due to more advocacy for food security

## **Quality management: June November 2017**



- Number of varieties under multiplication: 14
- What new varieties have been introduced in Y4?
  - No new varieties were introduced
- What new varieties will be added during remaining of Y4?
- No. varieties tested over June Nov 17 and results

Variety: Gihangamukungu result: Negative

Variety: Vita result: Negative

Variety: Kabode result: Negative

Variety: Terimbere result: Negative

- Most the varieties were negative / Test need to be repeated (Elisa kit was suspected to be expired??)
- Seed standards and inspection protocol
  - Current status: Approved and waiting for official publication by RBS
  - 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		
15 <sup>th</sup> Sept. 2017	79	DVMs	DVMs Forum on SEED producers requirements	DVMs mapping and capacity building to DVMs		
Planned meetings (Dec 17 – May 18)						
Proposed Date	No. participants	Types of participants	Main topics	Proposed budget		
January, 2018	40	All stakeholders	Stakeholders awareness raising workshop on SS and sources of quality seed	\$1000		
February, 2018	45	DVMs, Crop Inspectors, CIP, RBS, RAB, NGOs	Impact of inspection & certification	\$1000		

# Training – in-country (June Nov 2017)



Date	Topic	No. participants	Training materials	Comments
		(M/F)	available	
16 <sup>th</sup> -17 <sup>th</sup>	SP-QDS requirements	56	SP- QDS standard	QDS standards and Role of clean
Aug. 2017			shared	seed in enhancing productivity
				and identifying key partners
16 <sup>th</sup> to 20 <sup>th</sup>	Refresh training on	5 (2 F and 3 M)	-	All varieties SP indexed
Oct. 2017	SPVD indexing			

#### Planned for Dec 2017 - May 2018

Date	Topic	No. participants	Training materials	Proposed budget
		(M/F)	available	
Feb-2018	DVMs requirements &	RBS and Sub	SP-QDS standard	\$ 2200
	seed quality assurance	inspectors		
Ap-2018	Elisa Lab tests on	6	-	\$ 1000
	different samples			
May	Refresh Trainings in	15	Yes /To be shared with	\$ 1000
2018	hardening and SC-MNT		Kephis	
	management			- # 1.3 1.7

## Marketing strategy: June 2017 – May 2018

	Target group	Message & activity	Time period	Channel/s	Responsible	Proposed budget	Indicator of success
1.	Root producers and local districts	Radios spots, Flyers, posters	All the semester	Sensitization meetings & Radios/agri- shows	District Extension agents	US\$ 1,200	Root production/ yield increased
2.	DVMs and FGs	QDPM protocol for effective seed distribution and DVMs networking	January and Feb. 2018	Trainings and meetings	RAB-Ndirigwe & Leonidas (Technicians, PI and socio- economist)	US\$ 1,000	Demand of clean seed by DVM and farmers increased
3	NGOs	Brochures, Flie rs, posters	January and Feb. 2018	Workshop/Stake holders meeting	RAB-Ndirigwe & Leonidas	US\$ 1,000	Demand of clean seed increased

Security and Health in Africa

# Dec 17 - May 2018: key areas for SASHA strengthening performance of bizplanet of Health in Africa

#### Technical:

Capacity building of Technicians in Indexing, data collection at TC, SC and MNT.

Maintenance of SC and MNT

Monitoring of data vs growing calendar

#### Institutional

Full operationalization of BZPLN strategic plan for EGS and participation of Gov for seed production

#### Financial

RAB core funds to scale-up seed production through MINICOFIN and MINAGRI

### **2 BEST PHOTOS**





- OFSP planting by the Army
- Agri-Army Week (AAW) in Gisagara District
- August 2017
- Photo credit: Dusengemungu Leonidas



- Trailing vines for more cuttings in SC
- Rubona Research station/Rwanda
- August 2017
- Photo credit: Ndirigwe Jean