

**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 21-22 November 2017

Production: capacities

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

Facilities	No. units	Irrigation (Y/N)	Total m ²	Method (poly, pot, bench/trough, open)	RMT/Conventional	Total no. of plants	Multiplication Rate
Screen house	3	Yes		pot		4500	3
Mobile net tunnels	12	Yes		Open protected		0	0
Open field multiplication							
Basic seed multipliers	1	yes	3600	open	Conventional	22,000	10

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	2000	1860	93
2	Hardening	Plants	2000	1600	80
3	Screen house multiplication	Cuttings	6000 -	4500	75
	Mobile net tunnel multiplication	Cuttings	-	-	=
4	Open field multiplication	Cuttings	200,000	220,000	110,000

- Is your multiplication calendar on track
 - yes
- What changes will you make to your multiplication calendar for the next 6 months?
 - Maintain existing basic seed multiplication plot for ratoon

- What was your pricing strategy
 - Pre-basic price: (for 3-node cutting?) – use as a planting material for basic seed and sell ratoons at the price of basic seed
 - Basic price: Profit margin decision
- Any deviation and why
- What is your profit margin? - 35 %
- Do you need to change your pricing strategy? If so how? No

- What were your marketing activities:
 - A... Face to face meeting
 - B... Notification of production to the BoA
- Which marketing activity bought most orders?
 - Face to Face meeting
- Do you need to change your marketing strategy? If so how? Yes, Meetings and promotional materials (flyers, T-Shirts etc)

Use of revolving fund

Description	Local currency or US\$
<i>a. Balance of Revolving Fund bought forward from May 2017</i>	118,400 Birr
<i>b. Gross income for this reporting period: June to November 2017</i>	115,500 Birr
<i>c. Total disbursements towards seed production activities: June to November 2017</i>	78,600 (Irrigation water, Labor for basic seed production)
<i>d. Other costs met from the revolving fund:</i>	none
<i>e. Balance of funds at end of reporting period available to be carried forward to the next reporting period</i>	155,300 Birr

US\$ exchange rate:

Explain any challenges for the revolving fund – **unclear documentation of SGA fund and Revolving fund**

Customer order book: future requirements

Customer name	December 2017 – May 2018		Comments
	Quantity Ordered	Advance payment?	

Comments on production targets



- Actions taken during year 4 to increase multiplication rates:
E.g.
 - Installation of irrigation systems to mobile net tunnels
 - Maintenance of greenhouse cooling system
- Actions taken during year 4 to reduce costs of production: E.g.
 - Maintenance of ratoon of basic seed production
 - Installation of irrigation water rather than buying trucks
- Key challenges for year 4:
 - E.g. – Marketing i.e. Getting institutional buyers to commit budget
- Lessons to share for year 4:
 - E.g.

Quality management: June November 2017



- Number of varieties under multiplication:
 - **One (Kulfo)**
- What new varieties have been introduced in Y4? - **None**
- What new varieties will be added during remaining of Y4? - **None**
- No. varieties tested over June – Nov 17 and results
 - **13 lines in Regional Variety Trial**
- Seed standards and inspection protocol
 - Current status: - **All inspection stages being implemented to some extent**
 - Are external inspections being conducted for field multiplication
 - **Yes, The BoA Regulatory is monitoring Basic seed production**

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
December	20	<ul style="list-style-type: none"> - Seed multipliers - Heads of NGOs - BoA representatives 	<ul style="list-style-type: none"> - Demand estimation - Budget allocation 	- 25,000 Birr

Training – in-country (June Nov 2017)



Date	Topic	No. participants (M/F)	Training materials available	Comments
Planned for Dec 2017 – May 2018				
Date	Topic	No. participants (M/F)	Training materials available	Proposed budget
Feb	Tissue culture	4	- Practical	10,000 Birr
Feb	Greenhouse and field management	4	- Sweet potato production manual	10,000 Birr

Marketing strategy: June 2017 – May 2018



	Target group	Message & activity	Time period	Channels	Responsible	Proposed budget	Indicator of success
1.	- Seed multipliers - NGOs	importance of clean planting material	Jan – May 2018		TARI / BoA	10,000 Birr	
2.	Seed multipliers NGOs	Labelling	Dec 2017 – June 2018		TARI	10,000 Birr	
3	Stakeholder meeting participants	T - Shirts	Dec		TARI	20,000 Birr	

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



- Technical
 - Proper cost data collection
 - Follow-up of sells and book keeping
 - Introducing cost reduction strategies such as use of rattoons
- Institutional
 - Institutionalize stakeholder meetings
 - Identify new marketing strategies and strengthen existing ones
 - Lead other commodities to follow bizplan strategy in seed production
- Financial
 - Planning and utilization of expenditures from previous sell

2 BEST PHOTOS

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- **Activity – Basic seed multiplication**
 - **Location and date – MARC, June 2017**
 - **Photo credit : Beyene Demtsu**