

Production: capacities



Period: current status at end Year 4 (May 2018)

Facilities	No. units	Irrigatio n (Y/N)	Total m ²	% of capacity utilized for production	Status of facility: good, average, poor	Planned rehabilitation? If yes, when
Screen house	2	Y	120		Good	YesMay/JuneCover with polythene sheet
Mobile net tunnels						
Open field multiplication	1	Υ	5000		Average	 Relocating to a new site for rotation
Basic seed multipliers						

Production & Sales: targets vs actuals? June 17 – May 18



Activities	Production target (No.)	Production achieved (No.)	Revenue target (local currency)	Revenue Achieved (local currency)
TC micro-propagation plantlets				
Pre- basic cuttings	177	13,265		MK116,000
Basic cuttings				
Open field multiplication	800	160,000		MK800,000

Note: 1\$=MK735

Comments on production targets



- Actions taken during Y4 to increase multiplication rates:
 - Use of trailing in sandponic
 - Open field multiplication
- Actions taken during Y4 to reduce costs of production:
 - Use of troughs/beds instead of sandponics
 - Use of hardening chambers
 - Electricity outage
- Key challenges for Y4:
 - Pests showing resistance to pesticides
 - Delayed payments by buyers
- Lessons to share for Y4:
 - Use of troughs/beds provide large soil volume for growth vine growth
 - Emerging challenge posed by Army worms (See attached photo)

Use of business plan tools



- Is your multiplication calendar on track: Partly Yes
 - Rain pattern: Some parts of the country had droughts and resulted in increased demand for sweetpotato vines for recovery
 - Customer seed requirements:
 - Pre-basic & basic: demanded during winter/dry season
 - Basic/Certified: Demanded during summer/rainy season
 - Production level: On track
 - Sales/Revenue: On track
- What changes will you make to your multiplication calendar for the next 6 months?
 - Establish new open field (rotation)

Use of business plan tools



- Have your production costs changed?
 - If so, explain:
 - What is change in break even cost:
- What is current pricing strategy(for 3-node cutting)
 - Pre-basic: MK 1,000 (per 100 cuttings of 30cm long)
 - Basic price: MK 500 (per 100 cuttings of 30cm long)
 - Note: 1\$=MK735
- Will you adjust your prices to reflect changes in production costs or market competition?
 - Explain: Lobbying for up-ward udjustment of pre-basic (MK 1,200) and basic (MK 700) per bundle

Use of revolving fund



Description	Local currency or US\$
a. Balance of Revolving Fund bought forward from May 2017	
b. Gross income for this reporting period: June 2017 to May 2018	1770.03
c. Total disbursements towards seed production activities: June 2017 to May 2018	754.09
d. Other costs met from the revolving fund:	808.00
e. Balance of funds at end of reporting period available to be carried forward to the next reporting period	207.94

US\$ exchange rate: 1\$=MK735

Explain any challenges for the revolving fund:

Customer order book: future requirements



Customer name	December 2017 – M	Comments	
	Quantity Ordered	Advance payment?	
Pre-basic			
CIP (MIST)	36	No	Paid after delivery
CIP (RTC-Action)	80	No	Paid after delivery
Basic			
CIP (MIST)	700	No	Paid after delivery
CIP (RTC-Action)	500	No	Paid after delivery
Machinga District Council	400	No	Paid after delivery

Quality management: June 2017 - May 2018



- Number of varieties under multiplication:
- 8 (Kadyaubwerere, Anaakwanile, Kaphulira, Mathuthu, Chipika, Zondeni, Nyamoyo, Sungani)
- What additional varieties have been introduced in Y4?
- 4 (Kayijani, Royal Choice, BV11/150A & BV11/172A). Yet to be cleaned
- What new varieties are in release pipeline & will be multiplied in Y5?
- No. varieties tested (*I. setosa*) over June 17 May 18, method, & results
 - Variety:...Kadyaubwerere.....result:...-ve....
 - Variety:...Anaakwanire.....result:...-ve....
 - Variety:...Kaphulira.....result:...-ve...
- Seed standards and inspection protocol
 - Current status: In draft
 - Are external inspections being conducted for field multiplication: Yes

Stakeholder meetings: June 2017 – May 2018, and planned



Date of meeting held	No. participants (M/F)	Types of participant	Main topics	Follow up actions		
Planned meet	Planned meetings (June 18 – Dec 18)					
Proposed Date	No. participants	Types of participants	Main topics			
July/August	>20	Vine customers (NGO's)Vine multipliers	Vine supplydemand projectionsSensitisation on new varieties	 Registration & inspections Up-dating vine multiplier database 		

Training – in-country (June 2017-May 2018)



Date	Topic	No. participants (M/F)	Training materials available	Comments		
Sept 2017	Vine multiplication for DVM's	19 (9M: 10F)	Hand-outsField visits	Done at district level		
28 Feb-2 Mar 18	Vine multiplication for extensions	144 (96M: 48F)	Hand-outsField visits			
16-19 April 2018	Seed Certification training for para-see inspectors	37 (26M: 10F) d	Hand-outsField visits for disease identification			
Planned for June 2018 – Dec 2018						
Date		No. participants (M/F)	Training materials available			
May/June		Atleast 8 participants	Hand-outsLab facilities			

June 18 - Dec 2018: key areas for SASHA strengthening performance of bizplanet potato Action for Sasha strengthening performance of bizplanet potato Action for Sasha strengthening performance of bizplanet potato Action for Sasha strengthening performance of bizplanet performance perfor

Technical

- Data collection and evaluation of different methods for pre-basic vine multiplication (sandponics vs conventional)
- Enforcement of seed quality and certification standards
- Awareness and demand creation for newly released varieties

Institutional

Institutinalisation of business plan and RF

Financial

- Intensification of market strategies
- Built strong customer relationships
- Follow-up customers and over-due payments

2 BEST PHOTOS





Mr John Biziwiki, DARS research attendant scouting for yellow striped army worms underneath a sweetpotato leaves at one of vine multipliers field in Thyolo (March 2018). Photo credit: Kennedy Masamba

2 BEST PHOTOS





Mr Precious Nyasulu, DARS technician showing virus symptoms during training at Thuchila Farm Institute in Mulanje. (1 March 2018). Photo credit: Kennedy Masamba