

### **Production: capacities**



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

Facilities	No. units	Irrigation (Y/N)	Total m <sup>2</sup>	% of capacity utilized for production	Status of facility: good, average, poor	Planned rehabilitation? If yes, when
Screen house	1	Y	67.5	100	average	No, no funds
Mobile net tunnels	NA	NA	NA	NA	NA	NA
Open field multiplication	NA	NA	NA	NA	NA	NA
Basic seed multipliers	2	Y	25,000	100	average	Start witt IIAM APPSA

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



Activities	Production target (No.)	Production achieved (No.)		Revenue Achieved (local currency)
TC micro-propagation plantlets	CIP	CIP	CIP	CIP
Pre- basic cuttings	54320	66000	Only planting basic seed	
Basic cuttings	339222	495000	928660	174467, we still have seed in fields
Open field multiplication	NA	NA	NA	NA

#### **Comments on production targets**



- Actions taken during Y4 to increase multiplication rates:
  - Continue with irrigation & fertilizing after the first cutting;
  - Plant in the right time in order to get vines at beginning of the rains season;
  - Rotation in order to avoid mixtures and also prevalence of pests;
  - Control pests and diseases, rouging in case of presence of virus symptoms;
- Actions taken during Y4 to reduce costs of production:
  - Plant in right time in order to have vines by rainy season;
  - Replanting in right time in case of poor establishment;
- Key challenges for Y4:
  - Project leaders never had time to participate in stakeholders' meeting to plan;
  - Irregularity of rainfall in Gaza provinces restricting the demand for sp vines by NGOs;
  - There is a lot of sweetpotato vines produced by other partners;
  - Drought is still affected the program;
- Lessons to share for Y4:
  - NA

### Use of business plan tools



- Is your multiplication calendar on track, Yes but:
  - Effects of short raining season is affecting the seed demand;
  - We still not have the seed demand on time, however we had made contacts before;
  - Production level was reached;
  - Sales/Revenue varies from year to year, in May 2016 to June 2017 sales were high;
- What changes will you make to your multiplication calendar for the next 6 months?
  - We still search for new markets;
  - Improve our market strategies (eg. FACIM)

### Use of business plan tools



- Have your production costs changed? Yes
  - If so, explain: Increased price for fuel & casual labour
  - What is change in break even cost:
- What is current pricing strategy(for 3-node cutting)
  - Pre-basic: NA- only for establishment of basic seed
  - Basic price: 12 Mts/ kg (1 kg=40-50 cutting-30cm)
- Will you adjust your prices to reflect changes in production costs or market competition? No
  - Explain: We still wait for estimation of the production cost from our Agro-ecomonist;

#### Use of revolving fund



Description	Local currency (MT)
a. Balance of Revolving Fund bought forward from May 2017	922,000
b. Gross income for this reporting period: June 2017 to May 2018	161,467
c. Total disbursements towards seed production activities: June 2017 to May 2018	182,406
d. Other costs met from the revolving fund:	56,920 car maintanance
e. Balance of funds at end of reporting period available to be carried forward to the next reporting period	871,141

US\$ exchange rate:1 US\$ = 59 Mt

Explain any challenges for the revolving fund:

## Customer order book: future requirements



Customer name	December 2017 – M	Comments	
	Quantity Ordered	Advance payment?	
CCS ITALIA project	21,500 kg	No	We are still wait for final decision

### Quality management: June 2017 - May 2018



- Number of varieties under multiplication: 10
- What additional varieties have been introduced in Y4? Caelan, Bita, Ivone, Alisha & Victoria (Released in 2016)
- What new varieties are in release pipeline & will be multiplied in Y5? No
- No. varieties tested over June 17 May 18, method, & results: NA (Under CIP)
  - Variety:....result:.....result:.....
- Seed standards and inspection protocol
  - Current status i.e in draft, approved, roll out
  - Approved needs to go for publication at Impresa Nacional;
  - Are external inspections being conducted for field multiplication?
  - No, only we do internal inspections

### Stakeholder meetings: June 2017 – May 2018, 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	Data concluded & still wait for results	
Planned meetings (June 18 – Dec 18)					

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·	,	Research, technicians	for pricing	still wait for results
Planned meetings	(June 18 – Dec 18)			
<b>Proposed Date</b>	No. participants	Types of participants	Main topics	
17 July	15	Stakeholders	Seed demand	(IIAM, NGOs, CIP)
10 August	5	Planning for planting new	Production of basic seed	IIAM

fields

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



Date	Topic	No. participants (M/F)	Training materials available	Comments
Octob er	Field maintenance	4 (3 M & 1 F)	<ul><li>Disease &amp; pests control</li><li>Fertilizer;</li></ul>	1 new technicians join the program (now in Brasil)
13 April	Seed production	6 (3/3)	RAC- Manual & fields	3 new staff from IIAM (2 USBA)
Planne	d for June 2018 – De	ec 2018		
Date	Topic	No. participants (M/F)	Training materials available	
Septe mber	Guideline for seed production	7 (4/3)	Seed standards and inspection protocol	

# June 18 - Dec 2018: key areas for SASHASTER STRENGTH SASHASTER STRENGTH OF THE STRENGTH OF THE

#### Technical

- Bureaucracy to solve still problem, including approval office documents
- Difficult to get casual labour during the rain season, if we get the cost for labour is high;
- We still face excessive weeds that are difficult to control in our Stations;

#### Institutional

- We still wait for approval the seed standards and inspection protocol;
- Poor planning rehabilitation of irrigation system in stations;
- Exit of IIAM technicians in search of better conditions;

#### 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;

#### **2 BEST PHOTOS**



- Select 2 NEW photos which really show something new or different about your prebasic seed business plan. Provide the following information:
  - Activity
  - Location and date
  - Name of person in photo
  - Photo credit