

Production: capacities



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

Facilities	No. units	Irrigation (Y/N)	Total m ²	% of capacity utilized for production	Status of facility: good, average, poor	Planned rehabilitation? If yes, when
Screen house	2	Υ	550	100	good	
Mobile net tunnels	0	N/A				
Open field multiplication	2	У	10,000	100	good	
Basic seed multipliers	31	У	31,000	90	good	1

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



Activities		achieved	1	Revenue Achieved (local currency)
TC micro-propagation plantlets	440	1459		
Pre- basic cuttings	11880	23760		
Basic cuttings				
Open field multiplication	44418	66627	46638	35000

Comments on production targets



- Actions taken during Y4 to increase multiplication rates:
 - None
- Actions taken during Y4 to reduce costs of production:
 - Use of liquefied manure
- Key challenges for Y4:
 - Where to find pig manure
- Lessons to share for Y4:
 - Need to find manure that is readily available

Use of business plan tools



- Is your multiplication calendar on track
 - Effects of rain pattern i.e. were they as expected? Yes
 - Customer seed requirements Not fulfilled
 - Production level produced more than planned
 - Sales/Revenue reduced price affected revenue
- What changes will you make to your multiplication calendar for the next 6 months?
 - None

Use of business plan tools



- Have your production costs changed?
 - If so, explain: No
 - What is change in break even cost: No change
- What is current pricing strategy(for 3-node cutting)
 - Pre-basic: 0.016 US\$
 - Basic price: 0.016 US\$
- Will you adjust your prices to reflect changes in production costs or market competition?
 - Explain: Yes, due to market competition. The current market price is too low compared to what we are offering

Use of revolving fund



Description	Local currency or US\$
a. Balance of Revolving Fund bought forward from May 2017	0
b. Gross income for this reporting period: June 2017 to May 2018	35,000
c. Total disbursements towards seed production activities: June 2017 to May 2018	30,000
d. Other costs met from the revolving fund:	1,500
e. Balance of funds at end of reporting period available to be carried forward to the next reporting period	4,500

US\$ exchange rate: 9.58

Explain any challenges for the revolving fund:

Customer order book: future requirements



Customer name	December 2017 - M	Comments	
	Quantity Ordered	Advance payment?	
Scaling Up Nutrition	120,000	None	Order fulfilled
Common Market for Commodities	256,000	None	Order not fulfilled
Agriculture Productivity and Market Enhancement Project	120,000	None	Order not fulfilled

Quality management: June 2017 - May 2018



- Number of varieties under multiplication: 4
- What additional varieties have been introduced in Y4?
 - Mansa Red
- What new varieties are in release pipeline & will be multiplied in Y5?
- No. varieties tested over June 17 May 18, method, & results
 - Variety: Olympia result: -ve
 Kalungwishi result: -ve
 - Variety: Chiwoko result:-ve
 Lunga
 Result: -ve
 - Variety: Chumfwa result:-ve
- Seed standards and inspection protocol
 - Current status: Under implementation
 - 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
23 rd October 2017	17/1	Multipliers, Root producers, Research, Extension, Media, Farmers Association, NGOs, Ministry of Health	Importance of quality seed, How and where to source seed, Necessity of seed demand estimation, Calender	Entities requiring seed to indicate by third week of November, Next meeting set for April/May to review and plan

Planned meetings (June 18 – Dec 18)

Proposed Date	No. participants	Types of participants	Main topics	Follow up actions
Aug 2018	15/10	As Above	As above	Send invitations

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



Date	Topic	No. participants	Training materials	Comments		
		(M/F)	available			
8 th	Varietal	30/17	Powerpoint	Participants to come		
Novem	characteristics,		presentations,	back in April/May		
ber	Seed multiplication		handouts, hands on	additional lessons		
2017	(conventional and		practicals			
	rapid)					
Planned	Planned for June 2018 – Dec 2018					
Date	Topic	No. participants	Training materials	Comments		
		(M/F)	available			
Aug	Sweetpotato	30/17	Presentation,			
2018	calender, pests and		handouts, hands on			
	diseases, Vine		practicals	7.16		
	production			11/2/9/9		
	entrepreneurship		A COLOR	- 11/2/11		

June 18 - Dec 2018: key areas for SASHA strengthening performance of bizplanet planet in Africa

Technical

 Data collection still a challenge due to staff turnover for seed production

Institutional

- Linkages in the seed systems value chain to be strengthened among stakeholders.
- Certification authority to enforce the requirement for registration for seed producers

Financial

 Instituting of contracts with potential customers so they do not default on their orders.

2 BEST PHOTOS



Ponds used to soak manure for fertilizing sweetpotato taken on 08/05/2018 Credit: M. Chiona

Three varieties receiving animal manure through a drip taken on 08/05/2018 Credit: M.Chiona



