

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	3	Υ	480	66.7	Average	Yes, June, 2018
Mobile net tunnels	4	У	41	100	good	November/Decem ber,2018
Open field multiplication	5	У	150	100	good	November,2018
Basic seed multipliers	17	У	91.8	60	average	November,2018

Comments on production targets



- Actions taken during Y4 to increase multiplication rates:
 - E.g.
- Actions taken during Y4 to reduce costs of production:
 - Ensures full utilization capacity of the screen house to maximize output at the same labour cost
 - Cost-pricing approach to determine actual price of seed
 - Efficient use of resources
- Key challenges for Y4:
 - Unpredicted demand of vine (Off season)
 - NRCRI, is a hot spot for virus and more pesticides are used in the SH
 - DVMs recycling their planting materials
 - Lack of interest to embark on basic seeds by NGOs
- Lessons to share for Y4:
 - Maintaining optimum capacity of screen house reduces cost of pre-basic production (Labour cost)

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



Activities	Production target (No.)	Production achieved (No.)	currency)	Revenue Achieved (local currency)
TC micro-propagation plantlets	0	0	0	0
Pre- basic cuttings	27000	14100	135000	70500
Basic cuttings	0	26700	80000	37500
Open field multiplication	0	37000	112500	Yet to be sold

Use of business plan tools



- Is your multiplication calendar on track...
 - Effects of rain pattern i.e. were they as expected?-No
 - Customer seed requirements-yes
 - Production level-yes
 - Sales/Revenue=yes
- What changes will you make to your multiplication calendar for the next 6 months?
 - Inclusion of vine source,
- inclusion of newly released varieties (at least 4 OFSP varieties) in the SH
 - Rain/irrigation should be included in seed multiplication calendar

Use of business plan tools



- Have your production costs changed? yes
 - The fully utilized SH with vine reduced the cost of production because the labour is on contract basis.
 - What is change in break even cost: 3%
- What is current pricing strategy(for 3-node cutting)
 - Pre-basic: N500/bundle
 - Basic price: N300/bundle
- Will you adjust your prices to reflect changes in production costs or market competition?
 - Explain: Although production costs reduced, the changes are insignificant. Therefore the price will reman same to generate more revenue and increase the revolving fund

Use of revolving fund



Description	Local currency or US\$
a. Balance of Revolving Fund bought forward from May 2017	17500
b. Gross income for this reporting period: June 2017 to May 2018	108000
c. Total disbursements towards seed production activities: June 2017 to May 2018	0.00
d. Other costs met from the revolving fund:	0.00
e. Balance of funds at end of reporting period available to be carried forward to the next reporting period	125500

US\$ exchange rate:360

Explain any challenges for the revolving fund: Low demand of vine at off seasons

Customer order book: future requirements



Customer name	December 2017 – M	Comments	
	Quantity Ordered (Bundles)	Advance payment?	
Abia state farmers association	61	0	
Kolping society of Nig, umuahia chapter	10	0	
DVMs group in Osun state	17	0	
OYES Osun State	10	0	
Root producers	127	0	

Quality management: June 2017 - May 2018



- Number of varieties under multiplication: 9 OFSP varieties
- What additional varieties have been introduced in Y4? 7
- What new varieties are in release pipeline & will be multiplied in Y5?
 Namanga and Solo gold
- No. varieties tested over June 17 May 18, method, & results (9 var)
 - Variety: Namanga, Solo gold, Naspot-12, 11 & 8, Delvia, Sumiaia &KingJ
 result: Tested –ve to 10 strains of SPV
 - Variety: Mothers delight Results Susceptible to CSV only......
- Seed standards and inspection protocol:
 - Current status i.e in draft, approved, roll out (Draft and sent to NASC for ratification
 - Are external inspections being conducted for field multiplication? No

Stakeholder meetings: June 2017 – May 2018, and planned



due for sales to

meeting held	no. participants (M/F)	participant	wain topics	actions	
29 th March, 2018	26 (6F&20M)	Public sectors Private sector Media Farmer organization NGOs	1.Overview of SASHA and what it intends to achieve 2.Biz plan as a tool for seed enterprise 3.Concept of seed certification	Radio talk show Followed up demand for seed with stakeholders	
Planned meetings (June 18 – Dec 18)					

Flaimed meetings	Julie	10 –	Dec	10)

Proposed Date	No. participants	Types of participants	Main topics	
November, 2019	20 (10M&10F)	NGOs, commercial vine multipliers, Private and public sectors	Seed demand and projection, Bizplan as a tool for sustainable seed production,	The meeting will be aligned to seed multiplication calendar when prebasic seeds will be

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



Date	Topic	No. participants	Training materials	Comments		
		(M/F)	available			
13 July,	1.Training of DVMs	19 (4F&15M	1. Hand outs,	Training was for one day		
2017	and community		Projector, Dem field of	and standard protocol for		
	based inspectors		quality vines etc	QDPM was pre-tested		
7 th	Triple s technology	15 (5F&10M)	1.OFSP roots, Bowl,	After the training, demo		
March			Triple s training	plots were established in		
2018			handout, training	15 locations of the 15		
			flipcharts, Trainers	trainees		
			manual			
Planned	Planned for June 2018 – Dec 2018					
Date	Topic	No. participants	Training materials			
		(M/F)	available			
June,	Training of DVMs,	15 (7F&8M)	1. Hand outs,	Roots producers will drive		
2018	root producers &		Projector, Dem field of	sales of vines		
	inspectors and NASC		quality vines etc			
			1000			

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

- Technical: More training and re-training
 - **—**
- Institutional: Involve more DVMs, NGOs and Cooperatives in the system
 - **—**
- Financial: Use the Cost-Route approach to track activities for enhanced economic efficiency and profit
 - **–**

2 BEST PHOTOS



 Select 2 NEW photos which really show something new or different about your pre-basic seed business plan. Provide the following information:

Activity: Sale of value added products

Location: OFSP café at NRCRI, Umudike

date: 8/5/2018

Name of person in photo: DR (MRS) Omoda

Photo credit: Dr. J.C.Njoku



Picture



- Activities: Research Asst. Explaining process of pre-basic production to stakeholders in the new screen house
- Location: NRCRI, Umudike
- Date: 29th March, 2018
- Name of person in photo: Mr E. Anedo in white apron
- Photo credit: Dr. J.C. Njoku