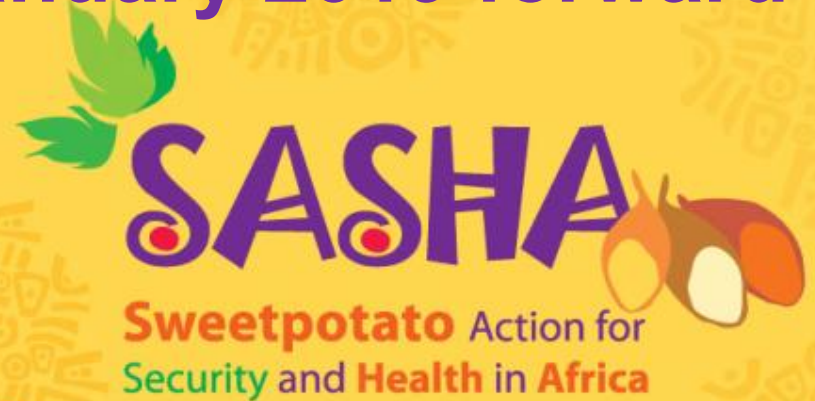


Sustainable sweetpotato pre-basic seed production Business Continuity: January 2019 forward



Jose, IIAM
Sweetpotato Seed Systems Community of Practice: 10th
Consultation- Sustainable Pre-basic Seed Production – SGA
Progress Review. Nairobi, Kenya 13-14 November 2018

Fact sheet

Country Map



Flag



Flact Sheet (Cont.)



Population	28,861,863 habitants
GDP (PIB)	Country GDP is $804,464 \times 10^6$. Of this total, agriculture contributes 24% of GDP.
Rainfall pattern/seasons	The average annual rainfall is irregular and is concentrated in the period October / November to March, ranging from 600 – 1000 mm. In the coastal strip it is approximately 1000 mm and in the interior they are between 600 and 800 mm.
Sweetpotato national root production statistics	Sweetpotato ranks the 6th position in terms of cultivated area and produced after maize, cassava, Cowpea, rice and beans
Significance of sweetpotato to national food security	Sweetpotato is important for food. It is used for human consumption, leaves are used for curry and roots can be consumed fresh. Considered as a culture for food and nutritional security, they particularly support natural disasters. Often helping to generate family incomes among rural and suburban families.

Fact Sheet (Cont.)



Organization's mandate for EGS production	IIAM- Sweetpotato program
Product (pre-basic/basic)	Pre-basic seed - IIAM Sweetpotato program. Basic seed - IIAM through USEBA
Activities: TC Lab	Done by CIP
Screenhouse	One Screenhouse in Chókwe (IIAM) Two Screenhouses under CIP (IIAM e Nampula)
Virus testing	Done by CIP
(Varieties in production)	15 varieties released in 2011 and 7 varieties released in 2016
(Varieties in the pipeline)	There are several genotypes (clones) under evaluation at various stages of breeding trials in collaboration with CIP. 66 clones to be evaluated at final stage of release process
(EGS Production (seed) trends – 3 years)	During the 3 years there were tendencies to increase the production of basic seed
(Sales trends (seed) – 3 years)	From 2015 (19,741 kg) to 2016 there was an increase of 46,975 kg (411,508 Mt) and 2016 to 2017 there was a slight decrease to 39,452 kg (385,534 Mt) and 2018 (12,464 kg)
(Peer to peer review: update on progress with TOWS or strategies to strengthen implementation of business plan)	Technical Pillar: Individual survey assessed at 2.4 points and set at 2.5 points Administrative Pillar: Individual survey resulted in 1.8 points and set in 3 points Socio-cultural pillar: Individual survey obtained 2.3 points and set 2.5 points Policy pillar: Individual survey assessed at 2.2 points and set 2.9 points

Fact Sheet (Cont.)



Going Forward (objective):

In 5 years IIAM has qualified staff with commercial orientation; and an enabling environment to facilitate the implementation of the business plan and revolving fund.

Progress with (TOWS) strategies to strengthen business plan



- Based on the internal team assessment:
 - the **administration and finance pillar** scored highest at three. The highest scoring statements within the pillar reflected that IIAM was doing reasonably well in utilizing revenue into the revolving fund for early generation seed production costs; and maintaining a customer data base.
 - The **technical and socio-cultural pillars** scored lowest (each with a score of 2.5). This reflected that IIAM was facing challenges with respect to having sufficient staff conversant in business plans and revolving funds or related training opportunities; and the level of understanding and team ownership of the business plan.
- A participatory SWOT analysis was conducted on one of the low scoring statements in the technical pillar. The statement was transformed into the following objective: *“In 5 years IIAM has qualified staff with commercial orientation; and an enabling environment to facilitate the implementation of the business plan and revolving fund”*.

Progress with strategies to strengthen business plan (The proposed strategies)



1. Improve internal coordination between USEBA and CESE so that potential sweetpotato seed entrepreneurs are identified; and, using IIAM's technical expertise, provide training to them in quality seed production to establish strong linkages to IIAM to purchase basic seed, to increase revenue into the revolving fund (Maxi-maxi: *Strategies to maximise strengths to maximise opportunities*)
2. Capitalize agri-business technicians available at IIAM to facilitate the business plan and revolving fund in the Sweetpotato crop (**Mini-mini: *Strategies to minimise weaknesses to mitigate threats***)
 - Survey (to establish inventory) of the existing IIAM technicians trained in agri-business and seed systems (HR);
 - Survey of the training needs for the technicians, and develop a training plan for technicians referred to above (HR);
 - Survey of other IIAM technicians not specialized in agri-business and seed systems (agronomists, nutritionists) that can be trained to get engaged in the sweetpotato business plan and sweetpotato crop (HR);
 - Train other non-specialized technicians (agronomists, nutritionists) and DVMs involved in the multiplication of basic seed in the area of agri-business and seed systems;
 - Market research to identify the needs for partnerships in which IIAM technologies are useful (CESE);
 - Pay incentives (e.g. royalties) to technicians directly involved in the generation of technologies from earmarked revenues (Finances dept);

Next steps with implementation of business plan



To Extend the business plan implementation to other locations such as Nampula and Nhacoongo:

- Nampula: Training technicians (USEBA) on sweetpotato seed production management;
- Nhacoongo: Building a new Screenhouses for root pre-basic seed production; Training technicians (USEBA) on sweetpotato seed production.

To strength the business plan with new market strategy we need to conduct a survey for Market study analyses to:

- Identify new customs and partners;
- Create a data base for partners, customs and sweetpotato producers;
- Maintain a permanent contact with customers through visit, Watsapp / Facebook group to collect their needs in terms of seed quality, quantity and production outcomes.

Message of commitment from Head of Institution



Comments on review of fact sheet & business plan continuity

- The sweetpotato seed business plan is an example for IIAM;
- This is an example to be followed by Service Center of IIAM in establishment and can easily be capitalized to other crops.

Expected level of EGS production by 2020

- We are expecting to increase the production and revenue by 20% from actual average of 40.000kg of EGS production due to new locations (Nampula and Nhacoongo).

Obrigado (Thank You)