

# COMMUNITY SEED PRODUCTION

## SWAZILAND FARMER'S EXPERIENCES:

### 1. HAPPY SHONGWE

#### How did you venture into seed production?

She was encouraged by MOA to diversify and produce drought-tolerant crops like jugo beans and cowpeas. Subsequently she then ventured into seed production after being involved in grain production for some time.

**Seed crops:** cowpeas, rice bean, mung bean, jugo bean, groundnut

**Area of production:** 3 ha for all the crops

#### Yield per hectare:

1. mung bean = 5 x 50 kg = 250 kg in 0.6ha = 250 x E20.00 = E5,000.00;
2. cowpeas = 10 x50 kg = 500 kg in 0.6 ha = 500 x E20.00 = E10,000.00;
3. rice bean = 75 kg in 0.6 ha = 75 xE25.00 = E1,875.00;
4. groundnut = 4 x50 kg = 200 kg in 0.6 ha = 200 x E25.00 = E5,000.00;
5. jugo beans = 3 x50 kg = 150 kg in 0.6 ha = 150 x E25.00 = E3,750.00

**Processing:** manually

**Seed treatment:** yes using phostoxin tablets

**Packaging:** use plastic material which is perforated

**Marketing:** FAO through input fairs; SADP, NGOs

**How is the seed certified:** The Seed Quality Control Services certifies the seed crops according to the laid down standards and procedures.

#### Seed pricing and profitability of seed enterprise:

Cost-oriented pricing method is used:

The cost of sales or cost of goods sold and operating expenses (production costs) are taken into account. The simplest method is calculating a margin over the cost of sales.

Formula:  $\text{Price} = \text{cost of sales} / (1 - \text{gross margin})$

**Any profit realized?** Yes there is a huge profit e.g. from a 20 kg of juko beans, I can obtain up to E350.00.

### **Socio economic impacts:**

- Employment opportunities
- Improved livelihood e.g. through seed production, I bought a tractor.

### **Challenges:**

- Reliance on rain-fed agriculture ;
- Unorganized markets;
- Access to credit facilities because of Land Tenure System
- Lack of processing and packaging equipment

### **Way forward:**

- To build a seed warehouse where all the seed produced in the local area will be bought and sold to other areas (agro-dealer status);
- She has now a registered seed company (Hlelile Investment trading as Springbok Suppliers)

### **Harmonisation Benefits:**

- Seed trade with other countries – market links;
- More varieties for production.

## 2. NXUTSAMLO INVESTMENT

### How were you selected?

- New seed production group, started last year, producing bean seed, Kranskop;
- Under SWADE and there is irrigation;
- Selection: they were selected because of land availability and readiness in farming. The schemes under SWADE are involved in sugar cane production and they are encouraged to diversify and grow other crops. They opted for seed production as a way of diversifying.

**Seed crops:** bean

**Area of production:** 4 ha

**Yield per hectare:** still processing

**Processing:** manually

**Seed treatment:** yes using phostoxin tablets

**Packaging:** will be supplied by the Project

**Marketing:** NGOs, seed merchants

**How is the seed certified:** The Seed Quality Control Services certifies the seed crops through inspections as per the laid down standards

### **Seed pricing and profitability of seed enterprise:**

Production costs and yield per hectare of the seed crops are taken into considerations. e.g. ploughing, disking, inputs. A certain mark up is then taken into consideration.

**Any profit realized?** anticipated

**Socio economic impacts:** still new

**Challenges:**

- Funding does not include irrigation costs, rely on sugarcane irrigation. Once the irrigation is switched off, there is no irrigation for the seed crops ;
- Use of cooperatives/association is compulsory – this therefore makes it difficult to perform the operations timeously;

**Way forward:**

- Expand seed production for supply of local market and also international market.

**Harmonisation Benefits:**

- Seed trade with other countries – market links;
- More varieties for production.