Seed Enterprise Management Institute (SEMIs)

International Training on Seed Business Management

VENUE: University of Nairobi, CAVS Seed Enterprises Management Institute Date: 16-21 July, 2012 bi



Professor A. W. Mwang'ombe



SEED ENTERPRISE MANAGEMENT INSTITUTE (SEMIs)

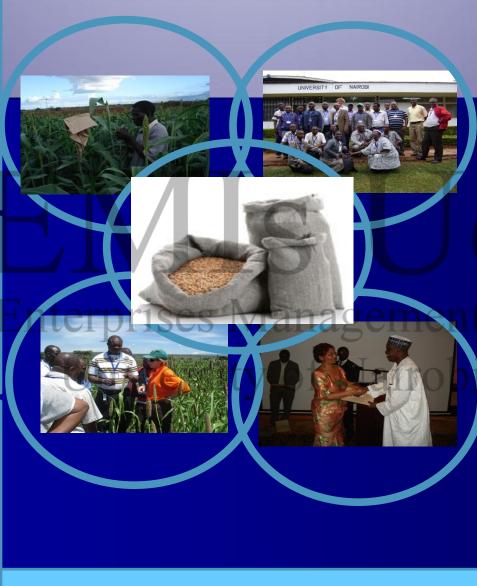
Overall Goal

•Eradication of food and nutrition insecurity through capacity building of seed actors for improved seed systems to better deliver high quality seeds to small scale farmers at affordable prices

Objectives

1. To produce seed production and marketing management expertise with competency to run the seed industry in the SSA Region

2. To train seed industry practitioners on the best practices to efficiently produce adequate high quality seed and supply them quickly enough to meet the farmers planting schedules at affordable prices.



Growing the Seed Industry in Africa

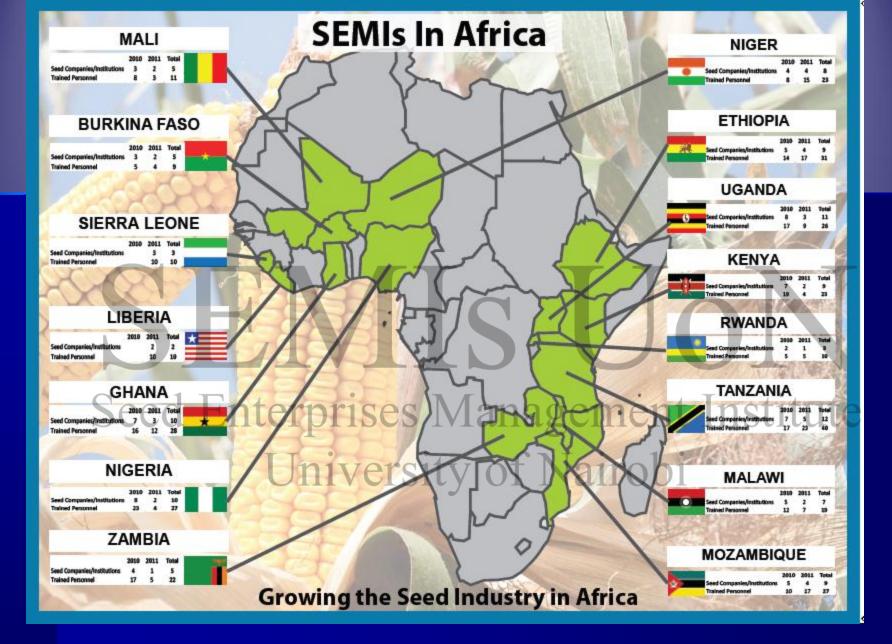
3.To enhance production of seed of improved varieties by seed industry stakeholders to meet the planting material requirements of the SSA Region, using efficient seed production, marketing and distribution channels.

4. To strengthen the capacity of the SSA Region to train on seed production and marketing management strategies that target enhanced seed technology diffusion and uptake.

5. Develop a regional capacity to facilitate information sharing on seed issues and related disciplines throughout Sub-Saharan Africa.



GROWING THE SEED INDUSTRY IN AFRICA



Over 15 African Countries!!

SEMIs Courses:

- SEED PRODUCTION -UON/CIMMYT/KARI/KEPHIS
- SEED DRYING, PROCESSING AND STORAGE -uon/iowa state unversity/kari/kephis/seed companies
- SEED BUSINESS MANAGEMENT: UON/SCH. OF BUSINESS, ALINE O'CONNOR FUNK, SEED COMPANIES
- SEED MARKETING: UON/SCH. OF BUSINESS, CONSULTANTS, DRYLAND SEED COMPANY, LELDET
- SEED QUALITY ASSURANCE AND SEED ENTERPRISE QUALITY MANAGEMENT : UoN/ISU/KEPHIS/KARI/Seed companies

SEMIs-Providing seed experts for Africa through Training

Participants/Trainees

2010-AGRA Grantees 2011-AGRA Grantees 2012-AGRA Grantees + Self-Sponsored participants

- Self-sponsored courses
- Interests indicated from:
 - Ethiopia
 - FAO-Sierra Leone
 - Seed Companies from Nigeria, Malawi
 - Kenya seed company
 - Other Interested groups dealing with seed

Popularity of Courses has attracted a lot of Interest from seed companies not under AGRA funding

Summary of SEMIs courses in 2011:

COURSE	COUNTRIES	NO. OF SEED COMPANIES/ ORGANIZATIONS	NO OF PARTICIPANTS
Seed Production			28
Seed Drying, processing and Storage	12	30	28
Seed Business Management	terpri ¹³ es Ma	anage ² 9ent I	nstitzete
Seed Marketing	Univiarsity	of Na28°0b1	26
Seed Quality Assurance	13	30	27
TOTAL			135

SEMIS SUMMARY: TOTAL TRAINED PERSONNEL

Course	2010	2011	2012	Total
Course	2010	2011	2012	Total
Seed Production	29	27	30	86
Seed Drying Processing and Storage	31	28	31	90
Seed Business Management	29	26	Inotita	55
Seed Marketing	11agei 28	25	msuu	53
Seed Quality Assurance niversity (of N30	robi		30
Seed Legislation and Accreditation	25			25
Seed Quality Assurance and seed				
Enterprise Quality Management		26		26
Total(Yearly)	172	132	61	365

SEMIs-providing Seed Experts for Africa

<u>2010</u>

- Seed company Personnel-172
- Seed companies trained >30
 No. of countries-13



<u>2011</u>

- Seed companies personnel-135
- Seed companies trained>35
- No. of countries-15

More wider coverage of countries-cover the whole of Africa More seed companies to benefit More seed Personnel to be trained-through the self-sponsorship programme

Long Term courses in Seed Technology and Business:

Certificate-Seed Technology and Business
Diploma -Seed Technology and Business
Post-graduate Diploma-Seed Technology and Business
MSc.-Seed Technology and Business



Course Facilitators:

 Seed Production- CIMMYT-John MacRobert, UON, Kiarie Njoroge, KEPHIS, KARI, Personnel from Seed companies



Others: Iowa State University, AGRA consultants, KEPHIS, Seed companies, Professionals from reputable Institutions, ETC



Jenny leakey-Leldet seed company



KEPHIS seed lab

Other Activities at SEMIs

Breeders Bean production of Popular production

Varieties: •Meizi mbili •Kenya Wonder •Kenya Red Kidney •Kabete Super Enterprises Mana •Kenya Sugar Bean •Super Rosecocco









Bean Production at CAVs contd.



Inspection and Roguing with KEPHIS staff at CAVS enterprise





Newly Opened up fields at CAVS

y of Nairobi

New Field planted with Kenya Red Kidney

SEMIs Infrastructure Dvpt:

- Modern Seed laboratory and Seed Processing facility being constructed at CAVS with SEMIs funds
- •1st Phase of construction for a seed processing unit already underway at CAVS:
- •Modern seed processing unit to process seed from Uniseed and from outlying seed companies without processing capacity



Participation in International Fora:



Congresses and Conferences
Trainers of
Trainers (TOT)–ISU
More Advertisement of SEMIs
Linkages with Seed trade Associations-STAK, AFSTA



President of the Institute Zanzibar at the bi SEMI stand at the AFSTA Congress in March 2012

Highlights ...



Experiential training-Visit to the seed industry

Training on Finance and capital Acquisition: -Root capital and ASIF funding Experts at SEMIs

Challenge to Seed Practitioners-we need to produce more seed



..."You are seed producers and there is still hunger in Africa..."?

Dr. Julius Kipng'etich-Director, Kenya Wildlife Services (KWS)

Observed Changing trends in the Seed Industry in Africa....

"as I move across Africa, I see African Farmers have changed their strategy to improved seed"

Dr. Joe DeVries-Director, PASS



Highlights...



Seed Company CEO's- Seed Business Management Course 2011



Nurturing competence in Strategic Seed Business management in Africa

Seed marketing course 2011



Visiting the seed industry-Visit to SIMLAW seeds Certificate presentation on Graduation

Highlights: Seed Production May 2012:

Visit to KARI Wheat Rust Resistance Breeding Station-Njoro



Comments from Participants:

"I like every topic we did in this course especially the seed certification and detaselling " Annonymous .



"The knowledge I have acquired through the course will be highly valued not only in our seed company but in the whole of Zambia" Dorica Banda Indigenous seed company Zambia



"Previously I did not know how to project Institute seed requirements and co-ordinate backwards for procurement of basic, pre-basic seed..." Now I know" Mr Omari Mduruma-Aminata seed company Tanzania

SEMIs Website: www.semis-africa.org

SEED MARKETING COURSE - Window	ws Internet Explorer			
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	Seed Enterprise & Management Institute (SEMIs) Home About us Activities Courses ENTERED MARKETING COURSE ENTERED MARKETING TO NAIROBI, COLLEGE OF AGRICULTURE AND VETERINARY SCIENCES The SEMIs course on seed marketing was head between the 25 th and 31 st July, 2010 at the college of Agriculture and Veterinary Sciences. The course was for seed company personal informed and the course of seed to business to make the course a success. The coordinator of the course was Dr. Marketing of usiness with help from Aline O'Connor Funk, a seed specialist and a consultant with AGRA. In total there was 29 participants from 28. Seed companies operating in 12 African countries.	Photo Gallery Contact Us SEARCH P. O. Box20053; -00625;KANGELH Telephone: 020-2055126; 63221; 020-3592734/5;6/7/8/9 Fax: 254-202501258 Telegram: Varsity,Nairobi Email: principal-cays@uonbi.ac.ke Calender January 2011 M T W T S Standard Market		
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Sharing information on seed issues, current happenings in the seed industry in Africa
Staying in touch with SEMIs participants
Online registration of Students











SEMIs-Helping Africa Smell the Green Revolution!!

Seed Enterpr**Thankayourfor**titute

UNIVERSITY OF NAIROBI







