

Value chain actor survey

Business Activities and

Knowledge and perceptions of sustainable cassava cultivation

1. Actor information

1.1 Name:	1.2 Phone Number:
1.3 Gender	1.4 Ethnicity
1.5 Age	
1.6 Home address: village/ District:	1.7 Business address: village/District
1.8 Role in cassava value chain? <input type="checkbox"/> Trader <input type="checkbox"/> Roots, <input type="checkbox"/> Chips <input type="checkbox"/> Processor <input type="checkbox"/> Chips; <input type="checkbox"/> Starch <input type="checkbox"/> Input supplier <input type="checkbox"/> Government <input type="checkbox"/> Province; <input type="checkbox"/> District	1.9 Other activities you are involved in <input type="checkbox"/> Only cassava <input type="checkbox"/> Other agricultural Specify _____ <input type="checkbox"/> Other trading _____

1.10 Are you currently growing cassava? Yes; No

1.11 Have you grown cassava in the past? Yes; No

1.12 Years of cassava cultivation?.....

1.13 Current area of cassava cultivation (ha.):.....

1.14 Annual Cassava production (t):

2. Purchasing

2.1 From whom do you purchase cassava products (how many suppliers)?

Supplier type 1	
Supplier type 2	
Supplier type 3	
Supplier type 4	

2.2 What quantity of each type of product do you purchase annually (tons)?

	Fresh Roots	Dried Chips	Starch	Other
Supplier type 1				
Supplier type 2				
Supplier type 3				
Supplier type 4				

2.3 What quantity of cassava products did you purchase in 2015? (detailed in seasonal purchase/sales form) (tons).....

2.4 What was the price of cassava product inputs in 2015? (detailed in seasonal purchase/sales form)

2.5 Do you ever have difficulties in purchasing enough cassava products? Yes; No => go to Q2.7

2.6 How do you overcome those difficulties?

2.7 Do you have formal contracts with people/Groups who supply you? Yes; No=> go to Q2.10

2.8 Describe contract arrangement

2.9 What proportion (%) of your purchases are made under contract arrangements?

2.10 If you don't have a contract arrangement now, did you have in the past? Yes; No => go to Q2.12

2.11 Describe past contract arrangement

2.12 Do you recommend to farmers when they should harvest their cassava crop?

Yes; No

2.13 Why/Why Not?

2.14 Do you provide farmers with information about the price of cassava?

Yes; No

2.15 What are the key characteristics of quality that you require?

2.16 Do you provide farmers information about the quality of the cassava roots or chips – eg starch content or moisture content

Yes; No

2.17 Do you provide information to farmers about ways to improve the quality of the product

Yes; No=> go to Q2.20

2.18 What is the main recommendation you give?

2.19 Do the farmers pay attention to your recommendations?

2.20 Do you check starch content? Yes; No=> go to Q2.22

2.21 If yes, how?.....

2.22 Do you check moisture content? Yes; No=> go to Q2.24

2.23 If yes, how?.....

2.24 Does the quality that farmers produce meet the market expectation

Always Mostly In part Never

2.25 Do you give a discounted price for poor quality?

Yes; No=> go to Q3.1

2.26 When is the deduction negotiated?

At time of purchase After delivering to next buyer

3. Sales

3.1 To whom do you sell your cassava products?

Type	Number of customers
Customer type 1	
Customer type 2	
Customer type 3	
Customer type 4	

--	--

3.2 What quantity of each type of product do you sell annually (tons)?

	Fresh Roots	Dried Chips	Starch	Other
Customer type 1				
Customer type 2				
Customer type 3				
Customer type 4				

3.3 What was the average selling price of different forms of product in 2015? (detailed in seasonal purchase/sales form)

3.4 What was the total revenue from sales of cassava products in 2015?

3.5 Do you have a formal contract with the next people in the value chain (purchasers)?
Yes; No=> go to Q3.7

3.6 Describe the contract arrangement

3.7 What are the key characteristics of quality that your customers require?

3.8 Does the quality that you produce meet the customers expectations?

Always Mostly In part Never

3.9 Do your customers give a discounted price for poor quality

Yes; No

3.10 Do your customers provide recommendations to you about ways to improve the quality of the product

Yes; No=> go to Q4.1

3.11 What is the main recommendation given to you?

3.12 Have you acted on these recommendations?

4. Cost Structure

4.1 What are the key elements of variable cost of production?

Cost	Cost / year
Variable cost 1.....	
Variable cost 2.....	
Variable cost 3.....	
Variable cost 4.....	
Variable cost 5.....	
TOTAL COST	

4.2 What is the overall capital investment?

- Land.....
- Buildings.....
- Equipment.....
- Other.....
-

4.3 What is the average age of the equipment?years

5 Access to credit and provision of credit

5.1 Have you taken a loan to conduct your own business activities?

Yes; No=> go to Q5.6

5.2 What is the loan used for

5.3 How much did you borrow?

5.4 Source of loan

5.5 Conditions of loan

5.6 Do you supply credit to any farmers or other traders?

Farmer Trader

5.7 What are the conditions of the loan arrangement?

5.7 If no, what are the main reasons why you don't offer credit to farmers or traders?

6 Access to information and training

6.1 Do you monitor the price of cassava products in overseas markets?

Starch price Cassava chip price Cassava root price

6.2 What is the source of information for International Cassava price

6.3 Do you monitor the local price

6.4 Source of information for local cassava price

6.5 Do you have access to the internet

Daily Weekly Monthly None

6.6 Do you own a smartphone? Yes; No

6.7 Would you be interested in receiving information on cassava prices

Root prices Chip prices Starch prices

6.8 At what scale would you like the information

Factory or collection point District Province Country International market

6.9 What time frequency

Daily Weekly Monthly Annual

6.10 Would you be willing to pay for this information Yes; No=> go to Q6.12

6.11 Amount willing to pay per month

6.12 Would you be willing to supply information on the prices that you buy and sell cassava products for? Yes; No=> go to Q7.1

6.13 What time frequency would you be able to supply?

Daily Weekly Monthly Annual

7 Cassava Variety

7.1 Are you aware of different cassava varieties that are most suited to farmers in your area? Yes; No=> go to Q7.3

7.2 List varieties known.

1.

2.

3.

4

7.3 Do you know where to access planting material for improved varieties?

Yes; No=> go to Q7.5

7.4 If so, where?

7.5 Have you ever made recommendations to farmers about the best varieties for them to grow?

Yes; No=> go to Q7.8

7.6 Which variety did you recommend?

7.7 Why did you recommend this variety?

7.8 Have you ever supplied new varieties to farmers you purchase from?

Yes; No=> go to Q7.12

7.9 What was the agreement/arrangement with the supply of material

7.10 Did you assess the quality of the planting material before providing it to farmers?

Yes; No=> go to Q7.12

7.11 Did you assess these qualities before supplying it to farmers?

Days after cutting Disease free Pest free Purity – all the same variety

7.12 Would you be interested in providing clean planting material to farmers in your area?

Yes; No

7.13 Do you know how to manage planting material for the next season

Yes; No=> go to Q7.15

7.14 Explain?

7.15 Do you provide any advice to farmers about how to manage and store their own planting material for the next crop?

Yes; No

7.16 Do you think that if farmers adopt improved varieties it will improve **their** income?

Yes; No

7.17 Do you think that if farmers adopt improved varieties it will improve **your** income?

Yes; No => go to Q7.19

7.18 If yes, how many years until you think that you will benefit?

7.19 Are you willing to establish a variety demonstration trial on your land for other farmers to visit? Yes; No=> go to Q8.1

7.20 What level of support (technical, financial,.....) would you be willing to provide?

8 Fertiliser use

8.1 Do you think soil fertility declines are a problem for cassava farmers you are connected to?

No problem Small problem Medium problem Serious problem Very serious problem

8.2 What is the cause of soil fertility problems?

8.3 What has been the main impact of soil fertility decline?

CHEMICAL FERTILIZER

8.4 Do you recommend farmers use chemical fertiliser on their cassava?

Yes; No

8.5 If no, why not?

8.6 Do you understand the labels on fertiliser bags

N:P:K+?

Yes; No

8.7 Do you recommend farmers use a specific chemical fertiliser rate?

Yes; No

8.8 If yes, what rate do you recommend?

8.9 Is the chemical fertiliser you recommend easily available to farmers in this area?

Yes; No=> go to Q8.11

8.10 Location _____

ORGANIC FERTILISER

8.11 Do you recommend farmers use organic fertiliser?

Yes; No

8.12 What are the available sources of organic fertiliser to farmers in your area?

8.13 Do you think using organic fertiliser will lead to better yields?

Yes; No

8.14 Do you think that using organic fertiliser will lead to higher price for farmers?

Yes; No

8.15 Do you think using organic fertiliser will increase the future productivity of the land?

Yes; No

8.16 Do you think that if farmers adopt fertilizers it will improve **their** income? Yes;
No

8.17 Do you think that if farmers adopt fertilisers it will improve **your** income? Yes;
No => go to Q8.19

8.18 If yes, how many years until you think that you will benefit?

8.19 Have you ever supplied fertiliser (either chemical or organic) to farmers on credit?
Yes; No=> go to Q8.21

8.20 What was the arrangement?

8.21 Where do you currently get information about appropriate fertiliser use from?

8.22 Are you willing to establish a demonstration trial on your land with different soil fertility management practices for other farmers to visit? => go to Q9.1

8.23 What level of support (technical, financial,.....) would you be willing to provide?

9 Land preparation

9.1 Are you involved in supplying contract land preparation for farmers?

Yes; No=> go to Q9.4

9.2 If yes, do you plough up and down or across the slope?

Up and Down; Across

9.3 Why?

9.4 Do you provide any advice to farmers on appropriate land preparation?

Yes; No

9.5 Do you recommend farmers make ridges in their cassava field?

Yes; No

9.6 Do you think that if farmers adopt improved land preparation practices it will improve **their** income? Yes; No

9.7 Do you think that if farmers adopt improved land preparation practices it will improve **your** income? Yes; No=> go to Q10.1

9.8 If yes, how many years until you think that you will benefit?

10 Soil conservation

10.1 Do you think that soil erosion is a problem for farmers in your area?

No problem Small problem Medium problem Serious problem Very serious problem

10.2 Are you aware of practices that will reduce soil erosion? (Intercropping, Contour ridging , Fertiliser practice, Contour ploughing, Residue management/mulching)

10.3 Have you attended any training on soil conservation? Yes; No

10.4 Have you ever provided any advice to farmers on soil conservation? Yes; No

10.5 Do you think that if farmers adopt soil conservation practices it will improve **their** income? Yes; No

10.6 Do you think that if farmers adopt soil conservation practices it will improve **your** income? Yes; No=> go to Q10.8

10.7 If yes, how many years until you think that you will benefit?

10.8 Are you willing to provide information to farmers about soil conservation practices Yes; No

10.9 Are you willing to provide incentives to farmers to adopt soil conservation practices? Yes; No

10.10 Do you need more information about soil conservation practices? Yes; No

10.11 Would you be interested to establish a demonstration trial on your land of different soil conservation practices for other farmers to visit? Yes; No=> go to Q11.1

10.12 What level of support (technical, financial,.....) would you be willing to provide?

11 Pest and disease management

11.1 Do you think that cassava pests and diseases is a problem for farmers in your area?

No problem Small problem Medium problem Serious problem Very serious problem

11.2 Have you heard about **cassava mealybug**

Yes; No

11.3 Have you seen the symptoms of cassava mealybug in fields in the area?

Yes; No

11.4 Have you talked about cassava mealybug with farmers in the past

Yes; No

11.5 How do you recommend farmers deal with cassava mealybug?

11.6 Have you heard about **cassava witches broom** disease?

Yes; No

11.7 Have you seen the symptoms of cassava witches broom disease in fields in the area?

Yes; No

11.8 Have you talked about cassava witches broom disease with farmers in the past

Yes; No

11.9 How do you recommend farmers deal with cassava witches broom disease

11.10 Have you heard about **cassava bacterial blight**

Yes; No

11.11 Have you seen the symptoms of cassava bacterial blight in fields in the area?

Yes; No

11.12 Have you talked about cassava bacterial blight with farmers in the past

Yes; No

11.13 How do you recommend farmers deal with cassava bacterial blight

11.14 Have you heard about cassava mites

Yes; No

11.15 Have you seen the symptoms of **cassava mites** in fields in the area?

Yes; No

11.16 Have you talked about cassava mites with farmers in the past

Yes; No

11.17 How do you recommend farmers deal with cassava mites

11.18 Have you heard about **cassava mosaic disease**

Yes; No

11.19 Have you seen the symptoms of cassava mosaic disease in fields in the area?

Yes; No

11.20 Have you talked about cassava mosaic disease with farmers in the past

Yes; No

11.21 How do you recommend farmers deal with cassava mosaic disease

11.22 Do you report pest and disease problems to any authorities?

Yes; No=> go to Q11.24

11.23 If yes, who?

11.24 Would you be willing to monitor pest and disease in your area and provide information to authorities

Yes; No

12 Weed control

12.1 Do you recommend the use of herbicides?

Yes; No=> go to Q12.3

12.2 Which brand do you recommend?

12.3 Do you provide any information of the safe use of herbicides

Yes; No

12.4 Do you recommend the use of hand weeding?

Yes; No

12.5 If yes, how many times per season?

