

Grass seed banks

Restoring landscapes through sustainable enterprises

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DIG

GREEN

COOL

Grass seed banks as a viable landscape restoration enterprise

Social enterprise that combines landscape restoration with economic opportunities for communities.

Profit is invested back in communities or landscape restoration.



LRE products

Grass seeds,

Other ideas;

- Hay
- Honey
- spices, etc.



WHY?

- Self-sustainable way of regreening (no need for continued funding-eventually 😊)
- Scalability (more grass seed banks without donor money)
- Livelihoods for communities
- Impacting knowledge, skills and passion through the activities
- Make rangeland grass seeds more available for landscape restoration/pasture establishment



GRASS SEED BANKS

Grass seeds

- Very direct impact on landscape restoration.
- Great opportunity to give women a say in the landscape. .
- Interesting business case.
- Justdiggit needs grass seeds for own restoration projects has had experience working on grass.
- Growing external market (more and more restoration done by NGO's and governments).





Current status

- Grass seed value-chain largely underdeveloped
- Only few varieties registered: Most for high potential areas
- Lack of legal status make it difficult to trade in rangeland grasses
- No standards, quality assurance
- Farmers get as low as 200 shillings per kilo
- Market is not consistent: supply vs demand



GRASS SEED BANK ECONOMICS

Cost of setting up a grass seed bank

Land preparation

Fencing

Grass seeds

Labour

-Planting

-Weeding

-Harvesting

Recurring costs

Fence maintenance

Labour

-Weeding

-Harvesting

The numbers

Cost per KG: **Ksh 279.58**

Price for the women groups:
Ksh: 600

Expected output per GSB:

3000Kgs/Year

Total revenue: **Ksh 1,800,000**

Total cost: **Ksh 838, 740**

Profits for women groups: **Ksh 961, 260**

Gets better from the second year!

- No setup cost



CHALLENGES FOR WOMEN GROUPS

- Women groups have few external buyers.
- Justdiggit and partners (AET/MWCT) buy most seeds.
- Groups don't know when and how much they will buy -> often lots of seeds in storage and no incentive to maximize yield.

Market side:

- External demand for grass seeds exists (governments, NGO's, within Kenya + international).
- Market for grass seeds is growing.
- High volatility, difficult for buyers to get high volumes at good quality.
- Rangeland grasses are not registered and therefore cant be traded in volumes

Individual women groups are too small to sell to external parties.



ROLE OF Justdiggit/LRE

Justdiggit involvement

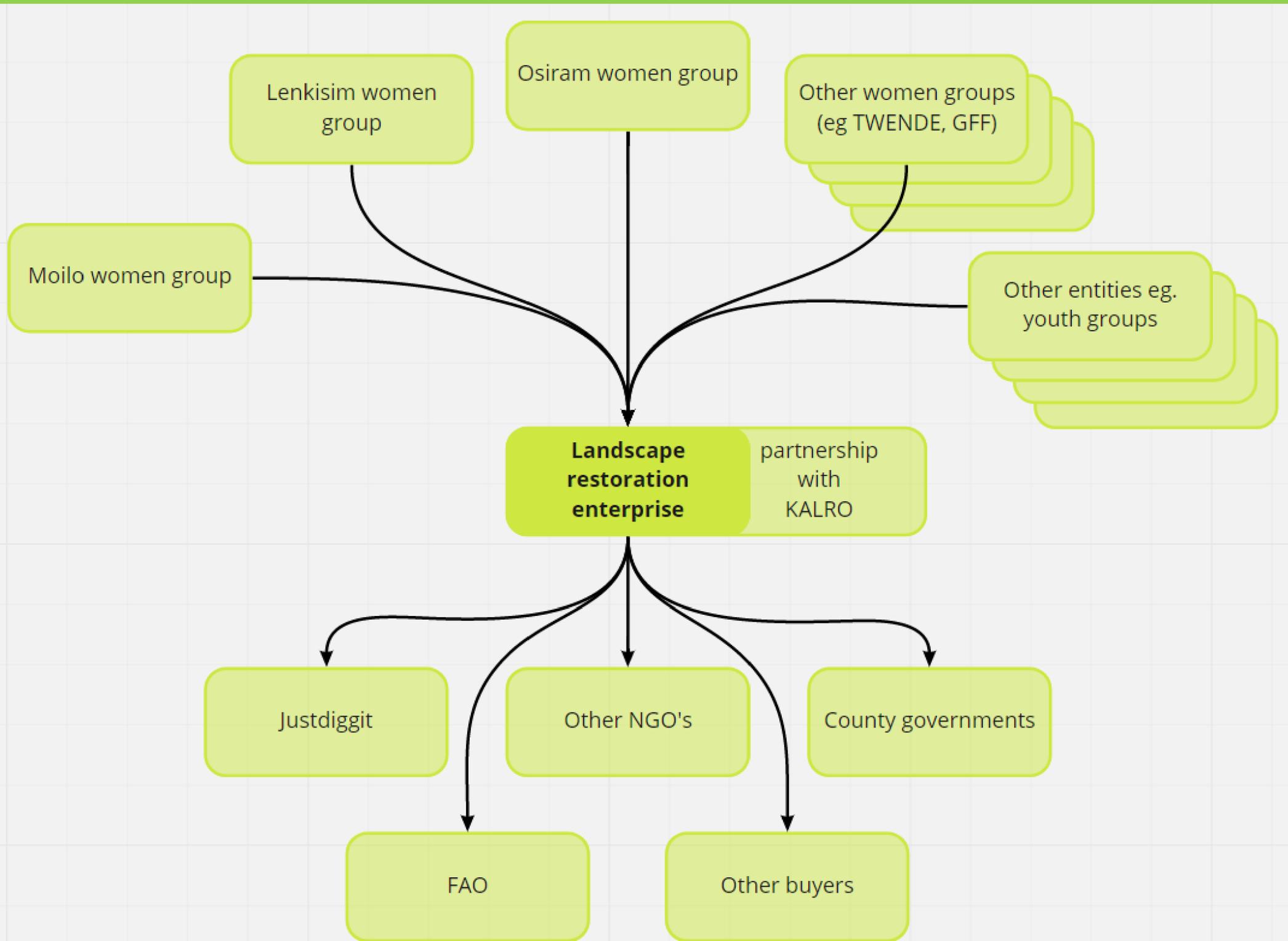
- Research: markets, technical aspects
- Has supported the establishment of grass seedbanks
- Exploring ways to address the current gaps – legal status of grass seeds, etc.
- Main buyer for the groups so far!

Exploring the LRE approach:

- Quantity through bulking
- Quality control (from planting to delivery)
- Cope with volatility (store seeds until demand/price is good)
- Entrepreneurial capacity (negotiations, marketing and business development).
- Expanding activities and opportunities for the communities



POSITION OF LRE



Some action 😊













