

## Economic methodology for pasture grass and legume seed production

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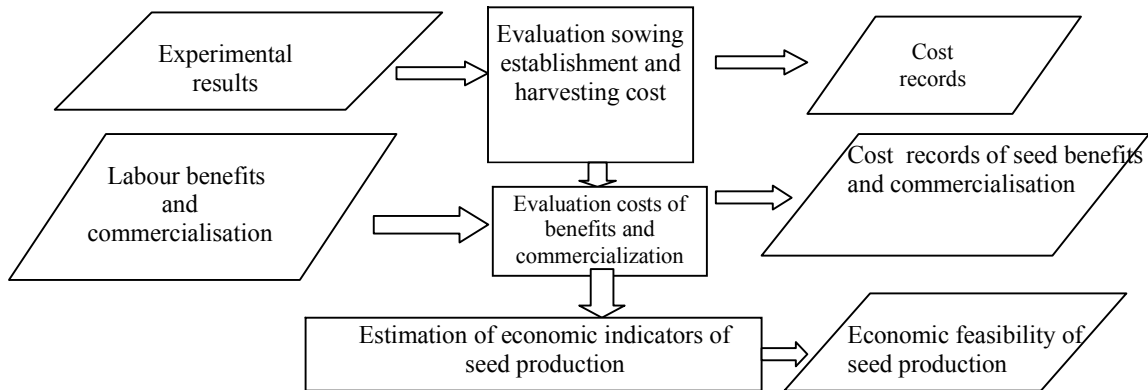
**Introduction** The importance and complexity of the industrial process of seed production is known. Thus, conditions should be established for achieving and efficiently controlling the activity in order to know production costs, selling prices and to guarantee economic efficiency. The objective of this paper was to evaluate from an economic point of view, seed production of species of tropical grasses and legumes based on a preliminary methodology facilitating the control of the whole activity.

**Materials and methods** Figure 1 shows the steps in the process of seed production. Seed yields obtained at the Institute of Animal Science in Cuba for nine legumes and two grasses, were used for the economic analysis. Cost records were prepared considering the costs of the activity based on cost from establishment to storage. The method involved the collection of data sets recording different operations for collecting seeds in Cuba. It was considered that a profit margin between 15 and 20% was needed to achieve economic feasibility.

**Results** The economic analysis (Table 1) showed that costs/kg varied between 2.2 and 10.8 USD. To increase the quality of the analysis it is necessary to achieve better assessment of the methodological activities involved in the production process and strict control should be established to reduce costs. For commercialisation, each producer can then approach the market with precise knowledge of his production costs. The market will be determined by the seed volume obtained and the quality of the product offered.

**Conclusions** The methodology is a step ahead for the seed pasture industry in Cuba where, in the past, the economic control of the whole process was very poor.

**Figure 1** Stages in evaluating costs and economic feasibility of production



**Table 1** Production costs and commercialisation prices for different grasses and legumes

Pasture species	Production, t/ha	Costs, USD/kg	Commercialisation prices, USD/kg
Glycine	0.30	6.39	10.90
Vigna	0.60	2.92	3.50
Canavalia	0.85	2.20	2.60
Centrosema	0.20	8.62	10.00
Siratiro	0.16	10.87	13.00
Mucuna	0.80	2.25	2.70
Stylosanthes	0.20	8.68	10.40
Leucaena	0.55	3.22	3.80
Guinea	0.10	5.44	6.50
Brachiaria	0.80	6.79	7.80