

## TILAPIA SMALL CAGE FARM IN SOBRADINHO LAKE, BRAZIL: PRODUCTION AND PROFITABILITY OF SMALL FARMING ASSOCIATIONS

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Tilapia cage production in municipalities around Sobradinho Lake in the Northeast of Brazil date since 2003. However as producers have poor educational level, along the years they did not develop a proper knowledge to conduct a high quality production management. The present work aimed to develop in two tilapia small farmers associations, during three production cycles, an adequate production management and control that could lead them to a higher productivity and profitability.

In order to achieve the objectives, two workshops were realized with producers: financial and production management. Instructors with experience in tilapia production in Brazil were brought to the workshop with the purpose to motivate producers. Besides, consultancy service was offered every other week during three production cycles in 2013, 2014 and 2015. It was taught to farmers what was important to observe at production site and to take note in order to have a monthly accountability of each cage. Profitability (revenue-cost) was recorder in R\$ - Real- since the importance is to show the increase and not the value itself. Total production was measured in kilogram (kg) at the end of each cycle.

Results (Figure 1) shows that higher productivity was achieved as consequence of knowledge achieved at workshops and consultancy, even with a serious fish mortality at one of the cycles (2014) in one of the associations (2). It was also observed that with a proper management, production profitability increased along the years.

As a conclusion, it was demonstrated that continuous technical assistance and training is necessary to the increase of tilapia production and profitability among small farmers.

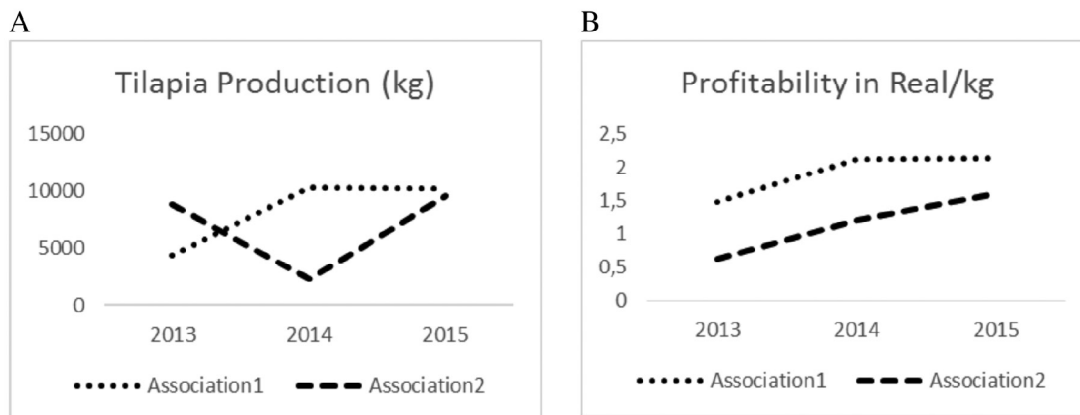


Figure 1: A- Tilapia production in kg during three production cycles. B – Tilapia profitability in R\$ (Real) during three production cycles.