



AGRICULTURAL RESEARCH SYMPOSIUM 2018





Organised by:

Agricultural Research Council

Land Bank

National Agricultural Marketing Council

About the Symposium

The ARC, Land Bank and NAMC have signed a tripartite MOU to collaborate in hosting an annual Research Symposium.

The main purpose of the Research Symposium is to find common solutions to common challenges that plague the agricultural sector. The symposium is hosted against the background of interesting global developments such as Brexit and the worst drought in South Africa in 100 years. Through this collaboration, the three institutions seek to bring some of these developments into sharper focus and discuss research and policy solutions. Hence, the symposium gathers all stakeholders across the sector, banking, academia and farming associations to lend weight on the current agricultural discourse.

It is anticipated that by the end of the Symposium, each of the three institutions will have concrete messages to take back as “homework” to integrate into respective annual strategic plans.





“Enabling Food and Nutrition Security through Climate Smart Agriculture”

The Agricultural Research Council welcomes the opportunity to participate in the 2nd annual symposium with Land Bank, NAMC, and agriculture sector organisation to provide solutions to the communities and the people who participate and continues to work the land.

The Land Reform is critical to transforming the South African society by providing means to participate in the main stream economy. The land reform should be used to tackle hunger, poverty and malnutrition in the country. The symposium and the sector must continue to provide solutions that will create sustainable job opportunities. During

the technical recession the agricultural sector contributed the 5% towards the GDP. As we tackle the Land Reform we must however move to practical ways of accelerating land reform without impacting on food security and job creation.

The ARC welcomes the opportunity to participate in the sector symposium and engage with different stakeholders on the important part of our history. The ARC will continue to provide solution to the small, emerging and commercial farmers. I hope that the acceleration of the land reform will provide solutions to the communities without impacting the production of quality food.

Mr. TP Nchocho
Land Bank CEO

“Land Bank refocused its business to better meet the needs of the agricultural sector”



2018 has kicked off with some notable changes in the external environment that will bring both challenges and opportunities for us in the agricultural sector to deal with. At Land Bank, we welcomed the announcement of a detailed economic recovery plan that, if implemented successfully, will put our country on a new growth path. The plan prioritises, amongst other things, job creation, a revival of the manufacturing sector, greater support for black industrialists and youth as well as small business development. The agricultural sector is undoubtedly going to be a central player in contributing to this economic recovery and we at Land Bank are excited to be able to contribute to a high performing sector that supports accelerated transformation, greater inclusivity and enhanced food security.

Land Bank's current strategic focus is to ramp up its support for transformative initiatives, creating opportunities for previously disadvantaged groups including black people, women and youth to meaningfully participate across the agricultural value chain. The nature of this work requires us to confront and overcome many of the challenges these groups face, namely, land availability, access to collateral and infrastructure, a serious shortage of skills and farming know-how, as well as access to markets across the agri-value chain.

With the land issue taking centre stage in our ongoing national debate around economic transformation, it is only fitting that the three organisations mandated to facilitate agricultural sector transformation, growth and promotion, collaborate and share their expertise towards shaping an effective and meaningful solution that will take the sector forward.

Greater collaboration to tackle our sector's key challenges including land reform, inclusive access and climate change, amongst others, is critical, as we share the huge responsibility of ensuring the sustainability of the agricultural sector and food security for all in the face of all this change.

To this end, we are extremely proud to partner with the Agricultural Research Council (ARC) and the National Agricultural Marketing Council (NAMC) in our second agricultural research symposium, a platform through which relevant research content can be used to structure real world solutions to the challenges facing the agricultural sector in South Africa.

We look forward to sharing the outcomes from this symposium to drive our research agenda, and we invite you to engage with us on particular areas of shared interest to which our collaborative efforts could add significant value.



“Bringing along all parties within the circle of agriculture to collaborate on matters of common interest”

The National Agricultural Marketing Council is delighted to share this platform with Land Bank and the ARC. As strategic stakeholders, we have over the many years worked well together on projects advancing development and transformation. One of the core mandates of this institution is promoting market access for South African agriculture. I can recount numerous work streams within which the NAMC collaborated closely with the ARC and Land Bank to achieve this. At the receiving end of this work, government, private sector and our citizens have benefitted most graciously.

Now, how do we ensure this relationship flourishes and doubles its output? The three SOEs should annually assess themselves, come to realign their programmes to the current realities faced by our sector and offer guiding solutions. Bringing along all parties within the circle

of agriculture to collaborate on matters of common interest should be a norm. Most importantly, this is how we view the Agricultural Research Symposium to manage discourse.

From our standpoint, the result of global trends is a subject of curious study. At the helm is mainly the issues affecting local production and competitiveness. We need to also ponder on a strategy for a Brexit aftermath. With the advent of the new US administration AGOA should also be under consideration. The BRICS agenda is also vital considering the establishment of the New Development Bank. How does Africa benefit from this? This currency of deliberations will be articulated better by the panellists the NAMC invited.

Thanks to all our stakeholders who took the time to contribute to this important event.



agriculture, forestry & fisheries

Department:
Agriculture, Forestry and Fisheries
REPUBLIC OF SOUTH AFRICA

Mr. S Buthelezi Deputy Minister of Agriculture, Forestry and Fisheries



Deputy Minister of Agriculture, Forestry and Fisheries MP was born in Mahlabatini, KZN, in 1961 and attended many schools including St Francis College, Marianhill, and Vryheid High School, where he matriculated. He studied for a BSc degree at Turfloop but skipped the country to join the ANC as a guerrilla in Angola and the then Soviet Union, where he held different positions as a Commissar and Commander.

Mr Buthelezi operated underground in Ingwavuma, where he was eventually arrested by Apartheid forces and sentenced to 10 years in prison by a racist court. He ended up on Robben Island, where, more importantly, he continued with his political and academic education.

While on Robben Island he passed a Diploma in Accounting and a BCom Degree in Economics. On his release he registered and passed BCom (Hons) (Economics) and MCom (Economics) from the University of Cape Town. He also passed Economic Policy Analysis Course at the National Institute of Economic Policy, and also got placement with the Central Bank of Canada.

Mr Buthelezi was COO of Makana Investment Corporation (Pty) Ltd, First CEO of the National Gambling Board, has served as Economic Advisor to the first MEC for Economic Affairs KZN, the former President of RSA, Mr Jacob Zuma, and also as the Economic Advisor to the former Premier of Mpumalanga, Dr Matthews Phosa.

Mr Buthelezi has also served on many other Boards, including PRASA (Chairman), Transnet, Robben Island Ferries and was the Chairman of Octagon SA. He has particular interest in Economic Developments in South Africa and the world over. He is also a keen scholar of Broad Based Black Economic Empowerment.

In March 2016, Mr Buthelezi was sworn in as an ANC MP in the National Assembly, where he also served in the Finance Committee. On 31 March 2017, Mr Buthelezi was sworn in as the Deputy Minister of Finance. He also chairs the Board of the Public Investment Corporation.





rural development & land reform

Department:
Rural Development and Land Reform
REPUBLIC OF SOUTH AFRICA

Dr. Fhumulani Munyai

Acting Chief Director: Secondary & Tertiary Cooperative, DRDLR



Dr Munyai is a seasoned Researcher and Civil servant, born and bred in the province of Limpopo, Venda in the town of Thohoyandou. She has been in the Public Service serving in various state entities for over 30 years to date. She holds a Bachelor's of Science in Agriculture and Bachelor of Science Agriculture (Honours) from the University of Fort hare, Masters of Science in Agriculture from the University of Pretoria, Masters of Business Administration (MBA) from Management College of South Africa, Corporate Governance from Institute of Directors Southern Africa and Doctor of Philosophiae from the University of Free State.

She served in the following government departments and parastatal at various management and technical roles:

1982 - 2004 Department of Agriculture

1994 - Part-time lecturer at Limpopo University

2005 - Agricultural Research Council

2005 - 2010 Department of Science and Technology

Since 2010 to date, she has been attached to the Department of Rural Development and Land Reform. She is currently responsible for Cooperatives and Enterprise Development within the Branch Rural Enterprises and Industrial Development (REID).

She has accumulated vast experience in the following areas:

- Sustainable Rural Development and Land Reform
- Strategic Planning and Management;
- Business Development and Administration;
- Policy Development and Analysis;
- Project Management;
- Strategic Management;
- Monitoring and Evaluation;
- Research and Innovation Management;
- Human Resource Management and Development;
- Financial Management.

Programme



Main Event

13 June 2018
The Maslow, Times Square, Menlyn,
Pretoria
08:00 – 16:00

Theme: Land reform and agricultural support: research lessons for a high-performing agricultural sector

Programme Director: Prof Mzukisi Qobo

Item	Time	Activity
Session 1	8:30 – 8:40	Opening and welcome: Prof Mzukisi Qobo
	8:40 – 10:30	Setting the scene: Opening Keynote Address by Mr Sfiso Buthelezi, <i>Deputy Minister of Agriculture, Forestry and Fisheries</i> Reflections by ARC, Land Bank and NAMC CEO's
Break	10:30 – 10:45	
Session 2	10:45 – 11:05	Opening presentation: Prof Ben Cousins
	11:05 – 12:40	Panel discussion: Facilitated by Mr Xhanti Payi Key questions: What is the progress on land reform? How do we radically accelerate progress without negatively affecting economic growth? Panellists: <ul style="list-style-type: none">• Prof Ben Cousins (PLAAS, University of the Western Cape)• Ms Annelize Crosby (AgriSA)• Prof Ferdi Meyer (BFAP, University of Pretoria)• Dr Thulasizwe Mkhabela (Agriculture House)
Lunch	12:40 – 13:30	Exhibition by all three organisations



Session 3	13:30 – 13:50	Opening Presentation: Ms Nonie Mokose (NAMC)
	13:50 – 16:15	<p>Panel discussion: Facilitated by Ms Thabi Nkosi (<i>Afgri</i>)</p> <p>Key question: Is the national agricultural support system conducive for an economically vibrant sector?</p> <p>Panellists:</p> <ul style="list-style-type: none"> • Ms Nonie Mokose (NAMC) • Mr Sydney Soundy (Land Bank) • Dr Yolisa Pakela-Jezile (ARC) • Mr Mandla Nkomo (Solidaridad Network) • Mr Bonga Msomi (DAFF)
Vote of thanks	16:15 – 16:25	Dr Fhumulani Munyai <i>Acting Chief Director: Secondary & Tertiary Cooperative, Department of Rural Development and Land Reform</i>
Closure	16:25 – 16:30	Prof Mzukisi Qobo



Programme Director

Prof. Mzukisi Qobo

Associate Professor (Deputy Chair)

South African Research Chair Initiative (SARChI) - African Diplomacy and Foreign Policy



Dr Mzukisi Qobo is an expert and thought leader on governance, leadership, and global political economy. He is Associate Professor and Deputy Director at the NRF Research Chair on African Diplomacy and Foreign Policy, University of Johannesburg. Mzukisi serves on the Boards of Corruption Watch and Johannesburg Development Agency.

Mzukisi has in the past fulfilled leadership roles that span government, policy think tanks, and academia. In his former role as Chief Director responsible for trade policy at the Department of Trade and Industry, he drafted South Africa's current trade policy.

Mzukisi is also a founding director at Afgrain Food Group, a company dedicated to supporting emerging and cooperative farmers in rural communities, with a view to helping the to integrate into the food value chain. He is a regular columnist with the Daily Maverick. He has in the past been a columnist for the Business Day and Sowetan newspapers. Mzukisi obtained his PhD from the University of Warwick, United Kingdom; MA from the University of Stellenbosch; and BA from the University of Cape Town.



Programme Facilitators

Ms. Thabi Nkosi

Executive Director at AFGRI Group Holdings

Thabi Nkosi is an Executive Director at AFGRI Group Holdings (AGH), an investment holding company with interests in a number of companies in the agro-food value chain across Africa. In this role, she is responsible for Group investments and research. Prior to joining AGH, she was the Sector Specialist for agribusiness at the Public Investment Corporation (PIC), South Africa's largest asset manager. At the PIC Thabi spearheaded the organisation's agribusiness investment strategy with the aim of identifying investment opportunities and enhancing the performance of the organisation's agribusiness portfolio.



Thabi has throughout her career, held several roles in the agricultural sector, including Lead Economist at Agri SA and National Market Manager at the South African Sugar Association. She also served as the Deputy Chairperson of the Standing Committee on Trade and Economic Policy of Business Unity South Africa and is currently a member of the Gauteng's Premier's Economic Advisory Panel.

She qualified, at the top of her class, as an agricultural economist at the University of Pretoria and is currently completing an MBA at the Gordon Institute of Business Science.



Mr. Xhanti Payi

Economist and Director of Nascence Advisory and Research

Xhanti Payi economist and director of Nascence Advisory and Research, a business providing bespoke research solutions and business advisory and strategy services.

With academic training from the University of Cape Town and the University of London, Payi has worked as analyst at Investec Wealth & Investment, economist at Stanlib Asset Managers and Country Risk Manager at Standard Bank Corporate and Investment Banking.

Xhanti Payi is also a columnist for the Business Day and BusinessTimes, and has contributed articles to international publications like the Financial Times. His views are regularly sought out by both local and international broadcast media, including Aljazeera and the BBC.

Payi is well sought out in the speaking circuit and media platforms, with previous involvement with broadcast media platforms such as Power FM and 702 Radio.

He also serves on various boards and advisory committees in both the private and public sector, most recently appointed to Minister of International Relations and Cooperation's Foreign Policy Review Panel.



Vision

Excellence in agricultural research and development

The ARC's vision reflects its core business and celebrates its unique role, acknowledging its position as the principal agricultural research institution in South Africa. This vision is underpinned by the ARC's mission.

Mission

The Agricultural Research Council is a premier science institution that conducts research with partners, develops human capital and fosters innovation to support and develop the agricultural sector.

The organisation performs its functions throughout South Africa and beyond its borders through the following programmes:

- Crop production, improvement and protection;
- Animal health, production and improvement;
- Natural resources management;
- Mechanisation and engineering;
- Agro-processing, food technology and safety;
- Smallholder agricultural development;
- Agricultural economics and commercialisation; and
- Training and extension.



About the ARC

Profile

ARC statement of purpose

The Agricultural Research Council, a schedule 3A public entity, established in 1990 through the Agricultural Research Act 86 of 1990 (as amended by Act 27 of 2001) is a premier science institution that conducts research with partners, develops human capital and foster innovation in support of the agricultural sector. Its core mandate as defined in the Act is to act as the principal agricultural research institution in South Africa so as to conduct research, drive research and development, drive technology development and the transfer (dissemination) of information in order to:

- Promote agriculture and related industries;
- Contribute to a better quality of life;
- Facilitate/ensure natural resource conservation; and
- Alleviate poverty.

It provides diagnostic, laboratory, analytical, agricultural engineering services, post-harvest technology development, agrochemical evaluation, consultation and advisory services, food processing technology services as well as various surveys and training interventions.

ARC statement of purpose

"In accordance with the need to focus on national development priorities, the ARC conducts agricultural research and development and drives technology development and dissemination in order to:

- promote sustainability and equitable economic participation in the agricultural sector;
- promote agriculture development and growth in related industries;
- facilitate sector skills development and knowledge management;
- facilitate and ensure natural conservation;
- promote national food security; and
- contribute to a better quality of life.

Based on the foregoing, the ARC's vision, mission and values have been formulated to provide overall direction and inspiration in meeting and exceeding its objectives.

ARC Programmes

Lack of knowledge, information and skills are key factors contributing to poor agricultural productivity. The Agricultural Research Council (ARC) has embarked on a drive to assist farmers in all categories to address these challenges.



The ARC offers a variety of services to clients in the farming sector.

Service excellence from the ARC

The core business of the ARC is to conduct fundamental and applied research with partners, to generate new knowledge, develop human capital and conduct technology transfer to foster innovation in agriculture. Commercialisation of intellectual property and dissemination of technologies developed at the ARC ensures that the organisation continues to support the agricultural sector, thus contributing to its competitiveness and ability to create jobs in a vibrant economy. The competency and expertise of the ARC is represented along the entire agriculture value chain, encompassing natural-resource management, horticulture, animal production, veterinary health, grain crops, industrial crops, agricultural engineering and agricultural economics. The ARC comprises 11 major research institutes and 80 research stations including farms, technical workshops and laboratories nationwide. Its research campuses are strategically located throughout major agricultural production areas in South Africa, thus ensuring accessibility of the ARC by all its clients.

The ARC is equipped with specialised facilities designed to assess technologies used in the agricultural sector prior to release for public use. Some of these facilities have been accredited and are rec-

ognised internationally. Examples of such facilities include Tractor Testing and Irrigation Laboratories that are used to evaluate and validate local and imported technologies in the Agricultural Engineering field.

The ARC provides the following four types of services to different clients in the farming sector:

PRODUCTION TRAINING

The objective of the ARC Training Services is to address the information gap between research and development (R&D) and the end user of the research output. ARC researchers have developed more than 120 short courses to address various skills needed for a thriving agribusiness, incorporating those specific to a commodity and generic business skills. Courses are customised to meet the needs of the various clients in the sector. Our most popular courses are: Beef cattle management; Cheese and yoghurt making; Hydroponics vegetable production; Beekeeping, Mushroom production and Integrated pest and disease management. The ARC is an accredited Agricultural Education and Training provider.

COMPREHENSIVE ANALYSIS

The ARC provides comprehensive analysis in order to determine the composi-

tion, nutrient content and measure of fertility in soil. Recommendations to remedy any noted deficiencies and improve the fertility of the soil are provided to add value to the service and provide the customer with practical advice on steps to be taken.

DISEASE DIAGNOSTICS

Farmers constantly face the threat of disease and plagues that can severely harm their livestock as well as their crop production. The ARC offers assistance by providing professional diagnostic services to detect and diagnose pests and pathogens before they can cause major harm to farming enterprises. These services include disease monitoring surveillance, identification of disease-causing pathogens and the provision of advice on preventative programmes.

CONSULTATION SERVICES

The ARC has extensive competencies in the consultancy services and offers services in Biological statistics (biometry), Economic analyses including impact and feasibility studies, Development project planning, Land-use planning and Enterprise planning.

Enquiries: ARC, Tel. +27(0) 12 427 9700; www.arc.agri.za.



CONTACT



Agricultural Engineering (ARC-IAE)

141 Cresswell Road, Silverton

Tel: 012 842 4000

Soil, Climate and Water (ARC-ISCW)

600 Belvedere Street, Arcadia, Pretoria

Tel: 012 310 2500

Vegetable and Ornamental Plants (ARC-VOPI)

KwaMhlanga / Moloto Road R573, Pretoria

Tel: 012 808 8000

Plant Protection Research (ARC-PPRI)

KwaMhlanga/Moloto Road R573, Pretoria

Tel: 012 808 8000

Tropical and Subtropical Crops (ARC-ITSC)

3 River Street, Nelspruit/Mbombela

Tel: 013 753 7000

Deciduous Fruit, Vines and Wine

(ARC-Infruitec/Nietvoorbij)

Corner of R44 and Helshoogte Road,
Stellenbosch

Tel: 021 809 3100

Grain Crops Institute (ARC-GCI)

114 Chris Hani Drive, Potchefstroom

Tel: 018 299 6100

Small Grain (ARC-SGI)

11km on the Lindley Road R76, Bethlehem

Tel: 058 307 3400

Industrial Crops (ARC-IIC)

Waterkloof Road, Kroondal, Rustenburg

Tel: 014 536 3150

Animal Health (ARC-OVI)

100 Old Soutpan Rd, Onderstepoort

Tel: 012 529 9111

Animal Production (ARC-API)

Old Olifantsfontein Road, Irene

Tel: 012 672 9111

ARC-Central Office (Hatfield)

1134 Park street, Hatfield, Pretoria

Tel: 012 427 9700

We all need a Farmer, Three times a day



Every day of our lives!

Providing financial assistance and services since 1912

-  Sector growth support
-  supply chain development,
-  production expansion and intensification
-  agricultural innovation

A specialist agricultural bank for those involved in ensuring South Africa's food security. Land Bank is a specialist agricultural bank guided by a government mandate to provide financial services to the commercial farming sector; to agri-business and to make available new, appropriately designed financial products that would facilitate access to finance by new entrants to agriculture from historically disadvantaged backgrounds. Today, the Bank is a true South African development finance institution that serves all farmers equally.

OUR PRODUCTS AND SERVICES: Long term loans, medium term loans, deposits, establishment loans, large live stock, instalment finance, special mortgage loans.



Tel: 0800 00 52 59 www.landbank.co.za Land Bank is a registered credit provider: Reg number NCRCP18

Land Bank Programmes

A specialist agricultural bank for those involved in ensuring South Africa's food security.

ABOUT LAND BANK

The Land and Agricultural Development Bank of South Africa (Land Bank) is South Africa's only specialist agricultural bank established in 1912. The Bank's sole objective is to serve South African commercial and emerging farmers and bring specially designed financial services within their reach. These services enable farmers to finance land, equipment, improve assets and obtain production credit.

Land Bank provides financial services that have moved with the times and continues to provide services to agri-business and constantly reviews its offerings to ensure that they match the needs of the industry. As change has swept across the sector in South Africa the socio-economic makeup of agriculture has altered, bringing new entrants from historically disadvantaged backgrounds on to the land. These new farmers face challenges of establishing sustainable agri-businesses across the agricultural value chain and Land Bank has been a commercial lifeline offering appropriately designed financial products that facilitate personal and commercial

viability in a sector that is vital for food security in South Africa and its people.

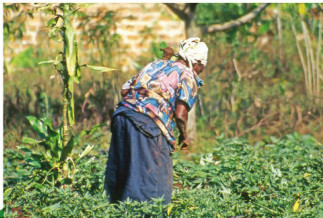
Although established by government mandate Land Bank receives no financial subsidies from government. Instead, it relies on the expertise of skilled staff that compete on equal terms with commercial banks to obtain the funds it needs from the money market at competitive wholesale interest rates. These funds are then lent to agricultural clients at market-related rates. However, as Land Bank enjoys 'tax-free' status, and also pays no dividends to government, all funds raised are used for development.

Our broad mandate, as expressed in the Land Bank Act, covers 11 objectives:

- Equitable ownership of agricultural land, in particular the increase of ownership of agricultural land by historically disadvantaged persons.
- Agrarian reform, land redistribution or development programmes aimed at historically disadvantaged persons.
- Land access for agricultural purposes.
- Agricultural entrepreneurship.
- Removal of the legacy of racial and

- gender discrimination in agriculture.
- Enhancing productivity, profitability, investment and innovation.
- Growth of the agricultural sector and better use of land.
- Environmental sustainability of land and related natural resources.
- Rural development and job creation.
- Commercial agriculture.
- Food security.

Our client segmentation



Emerging/small/new entrants

New to commercial farming with some access to markets, but with weak financial security.



Medium Farmers

Established commercial farmers with skills and access to markets



Large Farmers

Operate on large agricultural land, have capacity to influence/ dominate the market and have agro-processing capability



Co-operatives and agri-businesses

These are companies that provide services to farmers, use agri-produce as inputs and include large agriculture, corporates specialising in agriculture & on lenders, ie., intermediaries

Farmers in primary agriculture have certain specific needs including acquisition of land, capital improvements to such land, establishment of perennial crops, purchase of livestock and equipment as well as production credit on a seasonal basis. Although the names of Land Bank products have changed over the past century, the Bank has always provided financing to farmers for these purposes.

In addition, the Bank provides funding on a wholesale basis to agribusinesses as well as working capital and term loans. Initially the Bank focused mainly on primary agriculture, but over time it became more involved in the agricultural value chain. Today it supports the sector at both primary and secondary levels.

PRODUCT SUITE

At Land Bank, we are acutely aware of the role we play as a development finance institution, and as such we proactively develop products and services that are geared at ensuring inclusivity in the Agricultural sector, taking into account that special conditions may be necessary to assist some of our client segments to achieve sustainable growth. Recognising that farmers operate under a unique set

of economic requirements, Land Bank offers farmers:

- Loan terms that are longer than those offered by competitors. For example, a loan payable over 25 years can be obtained for the purchase of agricultural land.
- Low monthly administration costs.
- Customised product offerings.
- Flexible security options.
- The backing and support of skilled and experienced staff.
- Competitive interest rates and insurance premiums.
- Instalments that are matched to primary income streams. The frequency of instalments can thus be monthly, quarterly, half yearly or yearly. In addition to these unique facilities, Land Bank is committed to supporting sector growth, supply chain development, production expansion and intensification and agricultural innovation.

Some of its principal offerings include:

- Mortgage loans
- Special mortgage bonds
- Establishment loans for perennial crops
- Short-term seasonal loans



COMMERCIAL DEVELOPMENT BANKING

Innovative and Sustainable Development Financing Solutions

The Bank took a strategic decision to formally institutionalise the Commercial Development Banking business unit to effectively respond in a sustainable manner to the needs of emerging farmers. The business unit has been mandated to support black emerging farmers by transitioning them to commercialisation within a stipulated timeframe.

Support includes:

- Acquiring finance at concessionary rate
- Skills transfer through end to end business support
- Cash flow lending approach (repayments structured in line with production cycle)

Two approaches were identified to market Commercial Development Banking:

A. Direct lending

Farmers who directly approach the Bank's provincial, regional or satellite offices.

B. Wholesale finance facility (WFF)

The product is a revolving loan facility administered by Intermediaries which is only for primary agricultural purposes. The Bank will lend to Intermediaries at

a concessionary rate (pricing is subject to change at the Bank's discretion). The Intermediary is mandated to on-lend to black emerging farmers at a concessionary rate agreed with the Bank. The Bank will also require that the intermediary charge interest at a progressive rate to the end beneficiary. The facility is up to R250 million.

CORPORATE BANKING

Corporate banking at Land Bank provides structured finance solutions for working capital and capital expenditure requirements as well as acquisition capital for businesses involved in the agri and food sectors. Solutions are flexible and customised and offer competitive cost structures for each business environment.

LAND BANK INSURANCE COMPANY (LBIC)

Land Bank Insurance Company offers insurance to farmers and the general agricultural sector at large. LBIC's years of short term Insurance experience mean it understands the needs of this market and offers products tailored to satisfy it holistically. LBIC short-term insurance offers crop insurance benefits as well as agricultural asset insurance cover.



Agricultural Asset Insurance

Covers all agricultural assets across the agriculture value chain. This includes all things that have to do with farming or processing; i.e. buildings, vehicles, fencing, irrigation systems, machinery, livestock, computers, etc. The Assets are insured against fire, flooding, theft and natural disasters amongst other risks.

Crop insurance

LBIC crop insurance products provide financial security and risk protection over crop production. The crop insurance product provides cover in the event of crop failure and loss due to excessive rain, hail, frost, wind, fire, etc. to the whole or part of the insured crop, which would result in a loss of income.

LAND BANK LIFE INSURANCE COMPANY (LBLIC)

With over 60 years of experience in life insurance Land Bank Life Insurance Company (LBLIC) has life products available to farmers. LBLIC products ensure financial peace of mind and wellbeing for the farmer's family in the event of a death. Although it is a subject most people choose to avoid, it is inevitable that some family members outlive others, and what better legacy to leave them than a debt free inheritance. LBLIC offers both level term Credit Life insurance, which provides cover over a fixed loan value owed to a creditor, and declining term Credit Life insurance cover, which provides cover over the balance of the farmer's outstanding loan amount.



Shaping land and agricultural development through innovation



Providing financial assistance and services

-  Sector growth support
-  Supply chain development,
-  Production expansion and intensification
-  Agricultural innovation

Tel: 0800 00 52 59 www.landbank.co.za

Land Bank is a registered credit provider: Reg number NCRCP18



National Agricultural Marketing Council

About NAMC

The National Agricultural Marketing Council was established in terms of the MAP Act No. 47 of 1996, as amended by Act No 59 of 1997 and Act No. 52 of 2001. We provide strategic advice to the Minister of Agriculture, Forestry and Fisheries on the marketing of agricultural products.

Vision

Strategic positioning of agriculture in a dynamic global market.

Mission

To provide agricultural marketing advisory services to key stakeholders in support of a vibrant agricultural marketing system in South Africa.

Strategic Objectives

The work of the NAMC is aligned to the four strategic objectives as set out in Section 2 of the MAP Act, 1996 namely;

- to increase market access for all market participants;
- to promote the efficiency of the marketing of agricultural products;
- to optimise export earnings from agricultural products; and
- to enhance the viability of the agricultural sector.

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NAMC Divisions



Statutory Measures in South Africa

AgriBusiness Development



The Vineyard Development Scheme

Project owned by DRLRRD in NC funded through ilima/letsema

The Vineyard Development Scheme Brochure

The Agribusiness Development Division (ADD) collaborates with various institutions both nationally and internationally in designing and implementing programmes aimed at increasing market access, encouraging new business development and building capacity of historically disadvantaged individuals.

The purpose of the Statutory Measures Division of the NAMC is to facilitate the process to implement statutory measures in order to promote the efficiency of the marketing of agricultural products.

Agricultural Trusts



The Agricultural Trusts Division of the NAMC was established to manage and coordinate the communication process between the Minister for Agriculture, Forestry and Fisheries and Agricultural Industry Trusts. The Agricultural Industry Trusts are bodies that were established after the disbandment of the former control boards during the market deregulation process in 1996.

MARKETS AND ECONOMIC RESEARCH CENTRE

Trade | Agro Food Chains | Smallholder Market Access



The Markets and Economic Research Centre (MERC) of the NAMC was established in 2007 to analyse economic trends and provide market information that is aimed at improving South Africa's position in global agricultural markets. MERC's research focuses on three areas namely, Trade, Agro-Food Chains and Smallholder Market Access. The research is published on NAMC's Research Portal which gets refreshed on a regular basis.



NAMC Research Programmes

Trade Focus



Trade Probe is a quarterly report produced by National Agricultural Marketing Council and the Department of Agriculture, Forestry and Fisheries. It reports and analyses agricultural products, trade performance in local and international markets. This publication is widely used by exporters and importers.

For more info contact Bonani Nyhodo at Bonani@namc.co.za

In this issue we cover the following topics:

Trade profile of South Africa's oilcake
Trade profile of natural honey
Product profile for whey in South Africa

Visit the NAMC Research Portal at: www.namc.co.za/research-portal



South Africa's diverse weather and climatic conditions enable the country to cultivate and produce a variety of fruits. The country is known globally as a producer and exporter of citrus, deciduous and subtropical fruits. The report is released on a quarterly basis by the trade unit of the markets and Economic Research Centre.

For more information contact Bonani Nyhodo at Bonani@namc.co.za

In this issue we cover the following topics:



Visit the NAMC Research Portal at: www.namc.co.za/research-portal



Smallholder Market Access



Food Basket Price Monthly

The NAMC monitors food prices at retail level and releases regular authoritative reports. The Department of Agriculture, Forestry and Fisheries (DAFF) established the Food Price Monitoring Committee (FPMC) at the NAMC to track and report on food price trends in South Africa and also to provide explanations on the observed trends and advise the department on any possible action that could be taken when national and household food security is threatened. The NAMC has an additional publication on food prices released monthly. This is after consultation with relevant stakeholders.

The composition of the current food basket price is as follows: Apples (per kg), Bananas (per kg), Beef chuck (per kg), Brick margarine (500g), Baked beans - tinned (410g), Cabbage (per kg), Ceylon/black tea (62.5g), Chicken portions - fresh (per kg), Chicken portions - frozen (per kg), Eggs (1.5 dozen), Canned fish (excl. tuna) (425g), Full cream milk - long life (1l), Instant coffee (750g), Loaf of brown bread (700g), Loaf of white bread (700g), Maize meal super (5kg), Onions (per kg), Oranges (per kg), Peanut butter (400g), Potatoes (per kg), Rice (2kg), Sunflower oil (750ml), Tomatoes (per kg)



Agro-Food Value Chains

Get the latest Food Price Basket Monthly available on NAMC Website www.namc.co.za/research-portal

Other research programmes

- Hemp Studies
- National Red Meat Development
- Farm to retail prices
- Strategic Intergrated Projects
- Input Cost Monitoring



There has been a plethora of requests put into issue what the Supply and Demand Estimates Report is all about. Christo Joubert (Manager: Agro-Food Chains at NAMC) member of the South African Grain and Oilseeds Supply and Demand Estimates Committee provides a synopsis of the purpose of the Monthly report.

The South African Grain and Oilseeds Supply and Demand Estimates Committee was established by the National Agricultural Marketing Council (NAMC) in 2012. This followed after Grain South Africa (GrainSA) applied for a statutory measure for grain traders to report on export and import contracts in 2011. The application was originally opposed by the South African Cereals and Oilseeds Trade Association (SACOTA), but much consultation and discussion, also with the Competition Commission, a Supply and Demand Estimates Committee (S&DEC) was established.

The primary aim of the S&DEC is to publish official grain and oilseeds supply and demand estimates on a monthly basis. The first official Supply and Demand Estimates (SASDE) report was published at the end of June 2013.

The Committee consists of officials from the South African Grain Information Service (SAGIS), the secretariat of the Crop Estimates Committee (CEC), three independent members recommended and appointed by industry, and officials of the NAMC. The purpose S&DEC is to convene monthly meetings to capture new information available in the market at a specific time. Involved is the CEC Crop Estimates

and information supplied by SAGIS, as well as information received from voluntary co-workers (anonymous to the committee) in the industry (in particular reference to imports and exports).

The NAMC is currently responsible for organizing and ensuring the smooth functioning of the Committee. This occurs through:

- Collection of trade, production and consumption information, by the NAMC. The information is processed and reported in an aggregated manner during the S&DEC meetings.
- Extrapolation of historical data obtained from SAGIS where necessary.
- Processing of the Crop Estimates Committee (CEC) information with regards to crop estimates in supply terms.
- Calculation of an official estimate on grain and oilseeds stock levels, at a specific month, for the rest of the marketing year.

The S&DEC Report provides an analysis of the fundamental market conditions of the major grain and oilseeds industries in South Africa. It is widely considered to be the benchmark to which private and public agricultural forecasts are compared. S&DEC normally releases the report within four to five working days after the CEC release. Worthy to note is that the reports are released into the public domain in accordance with approval of the South African Competition authorities' consent.

Panellist Profiles



Session 2: What is the progress on land reform? How do we radically accelerate progress without negatively affecting economic growth?

Facilitated by Mr Xhanti Payi

Panellist



Prof. Ben Cousins

DST/NRF Chair in Poverty, Land and Agrarian Studies at the University of the Western Cape (UWC).

He established the Programme for Land and Agrarian Studies (PLAAS) at UWC in 1995 and was its director until 2009 (PLAAS is now the Institute for Poverty, Land and Agrarian Studies).

He holds a DPhil in Applied Social Studies from the University of Zimbabwe, and was in exile between 1972 and 1991. He helped to establish and operate a training centre for small-scale farmers in Swaziland from 1976 to 1983, worked in agricultural extension and training in Zimbabwe between 1983 and 1986, and returned to South Africa in 1991.

In 2013 he received an inaugural Elinor Ostrom Award for his contribution to scholarship on common property ('the commons'). He has published over 100 academic articles, books and book chapters, and is often called upon to comment on land reform and related issues in the media. His most recent book is a co-edited collection on land rights, 'Untitled. Securing land tenure in urban and rural South Africa' (with Donna Hornby, Rosalie Kingwill and Lauren Royston), UKZN Press, 2017



Ms. Annelize Crosby

Agri SA: Legal and Policy Advisor

Annelize studied law at the University of Pretoria and obtained the degrees BLC, LLB and LLM. Her masters degree was in constitutional law. After completing her articles and being admitted as an attorney, she lectured at the University of Pretoria for a while before joining Agri SA (then still called the South African Agricultural Union) in 1995 as legal advisor. She has been involved in the land debate for some 20 years and has represented Agri SA in many meetings, forums and conferences where land reform has been debated.

She analyses policy and law from the perspective of the farming community and advises the members of Agri SA on possible implications, constitutionality and makes many of the representations on Agri SA's behalf in Parliament and at other public forums. She also monitors and reports on parliamentary processes as far as these impact on the farming community. She was a member of an internal technical committee that developed Agri SA's holistic framework for land reform in 2014.





Prof. Ferdinand Meyer

Director of the Bureau for Food and Agricultural Policy (BFAP)

Ferdinand Meyer holds the position as director of the Bureau for Food and Agricultural Policy (BFAP) and associate professor in the Department of Agricultural Economics, Extension and Rural Development at the University of Pretoria.

Ferdi completed the PhD degree in 2006 following a study abroad programme at the University of Missouri, United States. He specialises in agricultural market, trade and policy analysis, strategic foresighting and scenario planning. As director of BFAP he continuously engages with a wide group of stakeholders in the public and private sector.

Professional highlights include:

- Founding member of the Bureau for Food and Agricultural Policy (BFAP) in 2004. BFAP is a non-profit company with the purpose to inform decision-making by all stakeholders in the agro-food, fibre and beverage complex by providing independent research-based policy - and market analyses.
- Member of the Board: Protein Research Foundation (PRF)
- Member of the Board: Agrico Machinery Pty Ltd
- Member of the Board: Regional Network of Agricultural Policy Research Institutes

(ReNAPRI)

- President of the Agricultural Association of South Africa (AEASA), 2018
- Served on the National Crop Estimates Committee
- Rated researcher at the National Research Foundation (NRF)
- Received the Exceptional Young achievers award – University of Pretoria
- South Africa's Agriculturalist of the Year 2014 – Agricultural Writers SA
- 18 Masters and 9 Doctoral students have graduated under his supervision.
- 9 awards by the Agricultural Economics Association of South Africa
- 64 research reports, working papers and peer reviewed articles
- More than 120 national and international appearances at conferences as invited speaker.

Ferdi remains involved in primary agriculture and lives on a farm in the North-West Province in South Africa with his wife and three boys. He manages the finance, investments and marketing of the farming business. He is an active member of the community, chairing various organizations, including the governing board of the school and participating in various fundraising and charitable activities.



Dr. Thulasizwe Mkhabela

Agriculturist with Agricultural Economics; Economics; Soil Science; and Monitoring & Evaluation Qualifications

Dr. Thulasizwe Mkhabela was born in KwaZulu-Natal, South Africa and raised in Swaziland. An agriculturist with agricultural economics; economics; soil science; and monitoring & evaluation qualifications. He is an experienced lecturer and researcher in Agricultural Economics, Agribusiness and Soil Science with a focus on commercial farmers, particularly new entrants and land reform beneficiaries, and value chain development (agribusiness & food – agri-food sector) who has published widely on these subjects.

Good knowledge of issues relating to agribusiness, food security, land reform & rural and agriculture development and policy-related issues in Southern Africa and Africa as a whole. His research interest include: small-scale & entrant farmer and rural development (linking farmers to markets); food security; efficiency and productivity studies in agriculture; market access for farmers and monitoring and evaluation of developmental interventions.

Thulasizwe holds a PhD in Agricultural Economics (Econometrics) from the Stellenbosch University and a Post-Graduate Diploma in Economics from University of Cape Town, amongst other qualifications.

Thulasizwe has worked for Stellenbosch University as Lecturer; National Agricultural Marketing Council as a senior researcher; Department of Agriculture–KZN both as a senior researcher – Soil Science and Deputy Director: M&E; Department of Social Development- Western Cape as a Deputy Director: M&E; AFRICA LEAD (USAID-Funded Food Security and Agribusiness Organization) as Southern Africa Training and Institutional Liaison Manager; Agribusiness Development Agency as Chief Operations Officer & acting CEO.

He is currently affiliated to Agriculture House as Senior Strategist and Policy Analyst. Married to Gcinaphi Mkhabela with six children.

Session 3: Is the national agricultural support system conducive for an economically vibrant sector?

Facilitated by Ms Thabi Nkosi (*Afgri*)

Panellist



Ms. Nonie Mokose

Current- NAMC - Member of Council, Audit & Risk Committee,
African Women's Entrepreneurship Program SA - Director

Board
Appointments:
Current-
NAMC-
Member
of Council,
Audit & Risk
Committee,

African Women's Entrepreneurship Program SA - Director. Previous - NAMC Smallholder Market Access Tracker Reference Group Member (SMAT) (2016 to 2017), Agri Mega NPC – Chairperson (2013 to 2015), Agri Mega Enterprises – Director (2012 to 2015), Potato Industry Development Trust (PIDT) Ministerial Trustee (2010 to 2015), Potatoes South Africa (PSA)- Member of National Council, Board, Marketing Committee, Chairperson: Transformation Committee (2008 to 2015) Memberships: African Farmers Association of SA (AFASA) and Agricultural Economics Association of SA (AEASA).

Education and background: MAgric. Rural Development University of Pretoria (finalising dissertation), McDonalds International Quick Service Restaurant Management Certification McDonalds Corporation, BSc. Nutritional Sciences Cornell University, Ithaca, New York.

Ms. Mokose is an experienced executive, and an established entrepreneur in primary agriculture and the food industry. She is an entrepreneur focused in primary production and was previously involved in secondary production of pork meat products. Her experience includes strategy formulation, strategic planning including implementing

enterprise strategic plans.

As a trained nutritionist, her career has primarily been centred in food based industries through her involvement in FMCG marketing, retail buying, product development, and market development. Her experience in the agricultural sector includes primary agricultural production, sustainable agricultural development targeting the empowerment and development of women and youth in particular and marketing.

Acknowledged as the Gauteng Female Farmer of the Year (2009) and national commercial category winner (2009), her leadership credentials attracted organisations such as John Deere to form part of a team to design a strategy addressing sustainable smallholder to commercial farmer development and implementation across different African regions. Further, she led a team supporting SAB in developing and mentoring smallholder barley and maize farmers, under irrigation and dry-land production, to commercial production.

Ms. Mokose is also involved in agricultural research development and engaged in academic study on empowerment of smallholder farmers. In 2016, she presented a paper at the Agricultural Economics Association of South Africa (AEASA) on Tracking Smallholder Market Access in SA. She was a member of a development team, charged with developing an innovative software solution to support the incubation, management and funding facilitation of smallholder farmers.



Mr. Sydney Soundy

Executive of the Land Bank

Mr Sydney Soundy is a seasoned black executive with experiences in both the Public and Private Sectors. He is currently an Executive of the Land Bank, responsible for the Strategy and Communication division.

Sydney joined Land Bank in August 2015 as Executive Manager for the Commercial Development Banking division – a role he occupied until his transfer to the current role at the beginning of May 2017.

His current role is located within a Development Finance Institution that is focused on land and agriculture

financial services and is seen as pertinent for contributing to the growth of the agricultural sector, particularly in facilitating transformation and inclusivity in the sector.

Sydney has a wealth of executive management and financial services expertise, honed over 30 years, a majority of which have included senior management roles in both the private and public sector at institutions including Chief Operating Officer at the South African National Parks; Assistant General Manager at the South African Revenue Services; Managing Executive for Vehicle and Asset Finance at Absa and Head of Vehicle and Asset Finance at Standard Bank.





Dr. Yolisa Pakela-Jezile (PhD)

ARC - Agricultural Research Council
Senior Manager: Smallholder Agricultural
Development

My main objective is to bridge the gap between Research & Development, the users and policy-makers, ensuring collaboration across the value-chain.

In realising this objective, relevant activities would involve, amongst others, the management of intellectual property, development of relevant competencies in human resources, strategic networking and partnerships, market forecasting through awareness of market needs and the appropriate response, technology transfer, and strategy/advisory services.

Primary to these activities is development and implementation of appropriate skills to relevant parties. The packaging of R&D (research and development) output for commercialization is a contributor to economic prosperity. The development of evolving and appropriate access mechanisms, with well-considered risk mitigation plans is an area of R&D and technology transfer which I am passionate about.

My interventions should not only create economic opportunities and meaningful participation in developmental value chains, but should also translate into true economic benefit for both the shareholder and technology and policy-makers.



Mr. Mandla Nkomo

Solidaridad Network: Regional Managing Director for Southern Africa

Mandla Nkomo joined Solidaridad in 2017 as the Regional Managing Director for Southern Africa. In his current role, Mandla takes care of country operations in South Africa, Mozambique, Zambia, Zimbabwe and Malawi. Running programmes within horticulture, livestock production, soy and sugarcane out-grower schemes with interventions that benefit the small holder producer from a good agricultural practice perspective which directly impact the quantity and quality of yield, infrastructure, landscape managements and policy formulation. With over 10 years' experience in establishing agribusinesses and facilitating market linkages between established commercial entities and rural communities. Mandla continues to prove a strong case for the need to commercialize small holder farmers as a food security strategy.

Previously Mandla held the position of Operations Director of TechnoServe South Africa where he managed the Agriculture Value Chain Programmes that saw the aggregation of small holder farmers to supply leading food processing companies within South Africa, a model that has proven to be successful both for the small holder and processing companies. In this same role Mandla founded the Zambian office and operations for Technoserve.

Previously he consulted for Buyisa Agricultural Development Corporation and an executive at Khomanani Agribusiness, he has been a facilitator in the land reform space. In 2006 and 2007, he undertook a comprehensive agro-processing study as part of a team of consultants for the Mpumalanga Provincial Government. Between 2005 and 2006 he was lead agribusiness consultant on behalf of the Matabeleland Zambezi Water Project, in Bulawayo Zimbabwe. He remains a trustee of the Khula Sizwe trust that operates in Zimbabwe, South Africa, and Mozambique focusing on the development of market linkages between commercial agricultural entities and rural small-scale farmers.



Mr. Bonga Msomi

Chief Director, with the Department of Agriculture, Forestry and Fisheries (DAFF)

He joined DAFF in 1996 from the Kwazulu Natal Department of Agriculture and has served in various portfolio's in programme design and management, natural resources management i.e. rolled out the LandCare Programme.

Bonga Msomi is a Chief Director, with the Department of Agriculture, Forestry and Fisheries (DAFF), in the Republic of South Africa based in Pretoria.

He is responsible for the National Extension Support Services whose purpose is guiding and supporting the development of National Policy on Extension and Advisory Services, Extension Recovery Plan for revitalisation of the Extension and Advisory Services. He holds qualifications in Agricultural Economics and post graduate in Agricultural Extension .

When he later managed Food Security, he piloted the Zero Hunger Programme and managed the National Policy on Food and Nutrition Security formulation. He coordinated the Interdepartmental Implementation of the Integrated Food Security Strategy of 2002, and also managed the Masibambisane programme now adopted as the Fetsa Tlala Food Production Initiative for the poo food insecure households. He is currently busy with the development of the Comprehensive Producer Development Support Policy for Agriculture, Forestry and Fisheries in South Africa.

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