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**Agr**  
*Inspire*

**Journal**



**Myriad  
questions on  
land reform**



National Agricultural  
Marketing Council  
Promoting market access for South African agriculture

# BUDGET VOTE 2018



**We are working also to accelerate the process of agrarian reform, bringing more poor and black people into productive agricultural activity and expanding the country's agricultural output.**



**- Cyril Ramaphosa**

**# THUMA MINA  
# AGRICULTURE**

# Let us Inspire

**T**he National Agricultural Marketing Council (NAMC), in partnership with the Agricultural Research Council (ARC) and the Land Bank saw a need to facilitate the flow of information between different stakeholders involved in the agriculture sector and the farmers, through the Agri-Inspire Journal.

The name “Agri-Inspire” has been chosen to reflect the developmental aspect of the journal, where the relevant information will be shared with farmers pertaining to policy matters, marketing and support services; and to government and other relevant stakeholders pertaining to progress made out of their endeavours to develop the agriculture sector and to assist them to identify working interventions and challenges that need attention for future interventions.

This journal will be available through multiple channels, including email, hard copy, websites (NAMC, ARC and Land Bank) and social media. Informed by the dualistic nature of the sector, the journal is biased towards the development of smallholder farmers, with the intent to see these farmers participating in the mainstream of the agricultural economy.

Despite the challenges faced by smallholder farmers, the South African government has done a lot of work in attempting to identify and address challenges that hinder the integration of smallholder farmers – the majority of whom are black – into South Africa’s mainstream economy.

However, black South African farmers are still struggling to graduate from the smallholder to the commercial farming sector. This raises concerns as to whether black South African farmers have the capacity to feed the nation. This doubting of the farming potential of black farmers

is underlined by the notion that white commercial farmers in South Africa are central to the country’s food security status. What is often forgotten is that the white commercial farmers achieved their current state of affairs through many years of support in several ways including subsidies, market controls, extension services, etc.

The truth is that black South African farmers are capable of making a significant contribution towards feeding the nation – they have proven so in many instances. However, pockets of smallholder success, are rarely celebrated since focus is often on the challenges they are facing.

Hence, the journal tells emerging successes that can be scaled up. These include success stories of black farmers, men and women to show that success in farming does not depend on race or gender, but it depends mainly on a conducive institutional and political environment as well as on support.

This is done in the hope that such stories could potentially inform future interventions as the relevant stakeholders seek to scale them up for the benefit of the sector. In addition to communicating farmers’ stories the journal also communicates policy matters that potentially affect the agriculture sector.

In this issue, the focus is on the recent announcement by the ruling party that it is going to take an expropriation without compensation route to fast-track the land reform programme. The journal communicates different views that have been shared by different stakeholders in this regard.

Enjoy the read!



**Editor in chief:**  
Simphiwe Ngqangweni

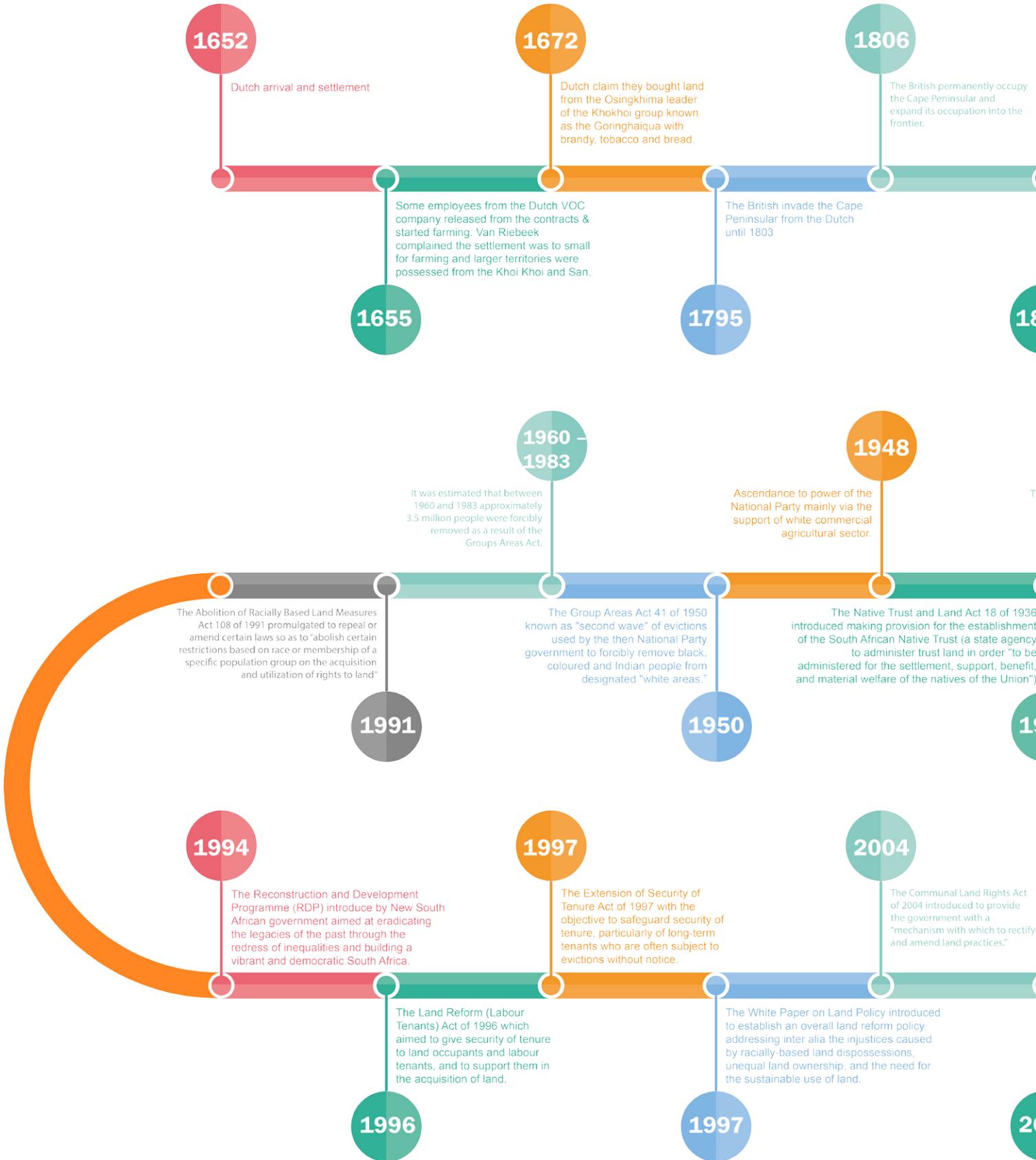
**Contributors:**  
Alleyne **Smith**  
Annelize **Crosby**  
Bongani **Radebe**  
Elekanyani **Nekhavambe**  
Fezeka **Matebeni**  
Godfrey **Rathogwa**  
Hamlet **Hlomendlini**  
Judy **Stuart**  
Kayaletu **Sotsha**  
Lucius **Phaleng**  
Majara **Monamodi**  
Matsobane **Mpyana**  
Ndumiso **Mazibuko**  
Nomantande Precious **Yeki**  
Requier **Wait**  
Rika **Verwey**  
Sandile **Ngcamphalala**  
Sifiso **Ntombela**  
Sello **Tshipi**  
Thabiso **Mudau**  
The Southern African Confederation of Agricultural Unions (SACAU) Secretariat  
Thulisile **Khoza**  
Victor **Mmbengwa**  
Vumelana Advisory Fund  
Wandile **Sihlobo**  
Yolisa **Mfaise**

**Chief Designer:**  
Daniel Rambau

**Assistant Designer:**  
Sylvester Moatshe

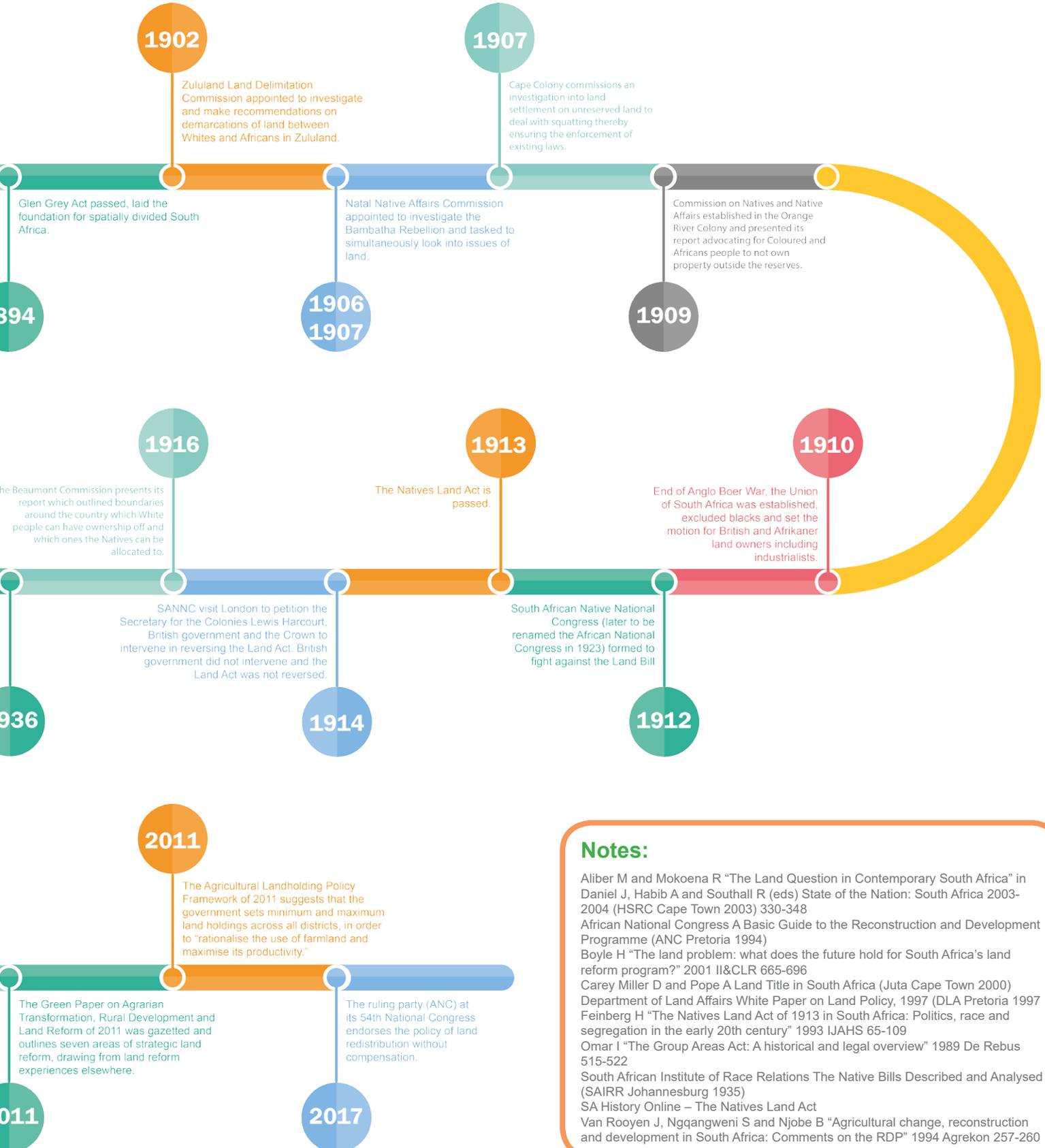


# NATIVE QUESTION?



# It is the question of land

Compiled by: Majara Monamodi & Daniel Rambau



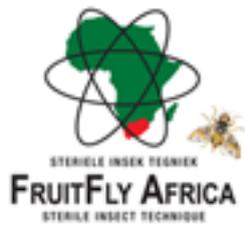
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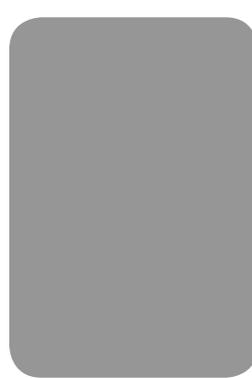
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For more information, contact:  
Tel: (012) 341 1115 | Email: [info@namc.co.za](mailto:info@namc.co.za)



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# Land reform

policy discussions should take cognisance of ongoing ground level initiatives in agriculture

By: Wandile Sihlobo and Sifiso Ntombela

**T**he agricultural sector is again on the forefront of policy discussions, particularly land, as policymakers strive to address social inequality in South Africa.

While all social partners have publicly argued their positions in line with their interests, there remains no consensus about best approaches on redistributing land.

In fact, a lot of writing on the land reform subject since December 2017 when the ruling party adopted the notion of expropriation without compensation, a number of analysts have warned of the unintended consequences of the aforementioned policy proposal.

The abundance of thought-pieces on the negative outcomes of badly managed land acquisition programmes have not been matched by ideas of how to address them.

Having reflected at the possible unintended consequences of the expropriation without compensation, it is worth looking at some of the initiatives on the ground level. This should be done with an intention to identify progressive projects that can be replicated within the country, to fast-track land redistribution that is anchored on effective post-transfer support mechanism and access to markets.

Case in point was a visit in an area nearby Matatiele in the Eastern Cape about years ago, where we interacted with a group of thriving commercial black farmers.

Back then, black farmers in the area were producing 6 000 tonnes of maize in an area of roughly 1 200 hectares and they had just commenced training with an organised agriculture group. By the 2016/17 production season, the area of maize planted had increased to 4 000 hectares and the harvest was roughly 28 000 tonnes, according to data from Matatiele Grainco.

These numbers show that the improvement in production was not only because of an increased area planted, but also better farming practices as the yields improved from an average of 5 tonnes per hectare in the 2014/15 production season to around 7 tonnes per hectare in 2016/17. From a national perspective, this harvest may seem insignificant, but it is almost a third of the Eastern Cape's commercial maize production with a yield higher than the national average.

A number of these farmers benefited from the support of organised agriculture groups and private investors such as Grain SA, Grain Farmer Development Association and Masisizane Fund, amongst others. Grain SA has been actively involved in the province through its Farmer Development Program, which focuses on training and skills development. The Masisizane Fund invested about R46 million in farming areas around Matatiele in 2016. In fact, over the past four years, the Masisizane Fund invested about R100 million in farming areas of Alfred Nzo and Harry Gwala municipalities.

The Grain Farmer Development Association has also been assisting emerging farmers with finance to rehabilitate and prepare farmland for grain production purposes across the Eastern Cape province. The aforementioned improvement in maize yields is a result of the combined effort of these initiatives. We have previously reported on the emergence of new black agricultural firms in the Eastern Cape province. The most notable ones are the Matatiele Grainco which focuses on agricultural mechanisation and transportation of grain across the Eastern Cape and Kwa-Zulu Natal provinces. Another firm is Afgrain, also a black-owned food group which focuses on farmer development and value chain activities in the Eastern Cape.

The grain farming experience in the Eastern Cape is used as an example from our own background, but such developments are not limited to grain farming. Other entities such as Wool Growers in communal areas are also making good strides with increasing quality and volumes delivered to the market. There is also great work being done in the citrus and many other industries. The common theme is that these successful examples are underpinned by support from both organised agriculture and government.

These initiatives are refreshing, and we hope that the nation can reflect on during our transformation and economic development debates within the agricultural sector. Importantly, we must strive to find ways to enhance these new developments and replicate them in other areas.

Worth highlighting, however, is that it is not all rosy in the farming areas of Matatiele and other areas in the former homelands as farmers face a number of challenges that hinder agricultural production. These include, among others, poor infrastructure (roads and silos) across agricultural-production zones, lack of market access, as well as the lack of title deeds which limits black farmers' ability to access additional finance from commercial financial institutions that typically require collateral for larger loans.

We share this experience not only to publicise black farmers initiatives on the east coast but to bring policymakers attention to the realities on the ground. Therefore, as land reform policy discussions continue, they must be framed in the context of uplifting such initiatives.

While most of these challenges can be addressed through policy interventions, organised agriculture can also assist by increasing its presence in many parts of the country, especially in imparting knowledge and sharing skills.



Physical address  
Grain Building, 1st Floor,  
477 Witherite Road,  
The Willows, Pretoria  
South Africa

Contact information:  
Tel: +27 (0) 12 807 6686  
Fax: +27 (0) 12 807 5600  
E-Mail: [admin@agbiz.co.za](mailto:admin@agbiz.co.za)



# Land Reform Success story: Keith Middleton Merino sheep farmer

**K** eith Middleton is a land reform beneficiary who runs a 1 200 hectare farm outside Jacobsdal. Key character traits that he had before acquiring a farming enterprise include his passion for farming, determination and tenacity.

He caught the passion and skills for farming from his father who was a keen part-time livestock farmer. However, the road to him becoming a farmer had many detours including running a refrigeration and air conditioning business and an IT company for many years. Keith was ecstatic to become a land beneficiary in 2007. Little did he know the blood, sweat and tears that would follow in the pursuit of his dream. The first hurdle was to convince the Department of Land Reform to purchase the farm.

Once they were convinced, it was a tedious process to convince them to buy the loose assets that came with the farm. He was only successful in getting Land Reform to purchase the land and the irrigation pivots but not the dairy that was established on the farm. That was just the first step. There were many more hurdles to cross and Keith is careful to caution potential farmers that farming is not for the faint hearted. You have to be prepared to sacrifice, to work very hard and you have to have some business skills in order to be successful.

The second major hurdle was that he started the farming operation with the wrong business partner. The first two years of farming in this partnership were a nightmare that cost him not only in terms of finances but also in having to build up his name and credibility again. He cautions new entrants to carefully study potential partner's character and skills before signing on the dotted line. After that rocky start and the break-up the partnership, the painfully slow process of rebuilding began. He sub-leased some of the land as he did not have the capacity and inputs to utilise the whole farm.

In 2011 a lifeline was thrown to him in the form of the DRDLR's Recap Programme. He was able to revamp the farm infrastructure that was in dire need of maintenance and also started taking back the land he was sub-leasing, one pivot at a time.

Today Keith is a successful irrigation and livestock farmer. He farms with a herd of 300 merino ewes and has 145 hectares under irrigation where he plants lucerne, potatoes, maize, wheat and pecan nuts. As he does not have sufficient water rights, he was forced to enter into a Joint Venture with a commercial farmer who does have water rights. In the JV they have a further 90 hectares of lucerne.

Keith's inspiration comes from the farmers around him. He indicated that his neighbouring farmers are bigger in terms of scale of production, well equipped with machinery and implements and well vested with generations of farming expertise. An example he gives is of the Cloete family whom he refers to as Lucerne Kings who have played a crucial role in teaching him skills with regard to planting, maintaining and harvesting the lucerne.

Unfortunately, as the harvesting equipment costs millions, Keith is dependent on contractors to harvest as the scale of his operation does not justify the investment in that equipment. He does however, have his own planter and tractors and highlights the benefit of having good relations with your neighbours is that you can help each other out by hiring or borrowing smaller machinery or implements when need be. He indicated that "hand-holding" is very important for growth.

He advises farmers to find a farmer who is a level higher than them and learn from them while you also help a new entrant. He encourages collaboration between the new entrants and the white commercial farmers, indicating that part of his success is attributed to the networks he has built over the years with white commercial farmers.

The importance of looking after your farm labour is a topic that is also close to Keith's heart. These people spend their lives investing in the farming business and the least that farmers can do is pay liveable salaries and give their labourers decent housing.

With the growth in his farming operation Keith has experienced growth related challenges such as insufficient water rights (he ranks this as a main challenge as it limits the amount of land he can use), insufficient machinery and implements to scale his business.

Nonetheless, he added that the land reform programme is a useful tool to contribute to reducing inequality in the agricultural sector. Although he is grateful for the opportunities that being a land beneficiary has afforded him, he would love to see more land reform success stories and uses the platforms available to him such as AFASA to build, inspire and uplift new entrants to farming and building relations between black and white farmers.

In addition to running his farm business, Keith is a director in Konsortium Merino, a company that seeks to empower farm workers, emerging black farmers, land beneficiaries, and communities surrounding commercial farms.



Keith and Jacqui Middleton

# Agri SA's

Views on Expropriation without Compensation

AGRI-SA's Perspective



In its submission to the Constitutional Review Committee, Agri SA sets out its broad views on South Africa's agricultural land reform.

## In particular, Agri SA addresses:

- • What it considers to be the impediments to land reform and why land reform has thus far been ineffectual. It will substantiate these views by referring to various reports and to the result of the land audit that it supported;
- • International best practice on compulsory acquisition and various international human rights instruments that protect property rights;
- • Some of the possible economic consequences of a scrapping or watering down of property rights protection; and
- • Some plans and proposals for speeding up land reform and ensuring its sustainability.

Agri SA's stance is that the property clause is not an impediment to land reform and that no changes need to be made to Section 25 of the Constitution to achieve just and equitable land redistribution.

## Agri SA believes that no agrarian land reform process can hope to be successful and sustainable unless:

- • It is based upon relevant and accurate data. The public debate on land reform has thus far been bedevilled by inaccurate and self-serving data;
- • The economic consequences of expropriation are fully understood. That includes the cost of post-expropriation support, the effect on food security, the effect on the continued willingness of local and foreign providers of finance to provide such finance, the reputational consequences for South Africa as an investment recipient
- • The effect on those whose land is expropriated and the banks who finance them, of the termination of the security for such finance; and
- • There is a clear understanding of the circumstances under which the power to expropriate land without compensation may be exercised.

Finally, section 25 of the Constitution should only be amended if it is absolutely clear that land reform, properly executed, cannot be carried out without such amendment. The introduction of a general constitutional power to expropriate land without compensation would render South Africa out of step with the vast majority of democratic countries. Indeed, it is doubtful that the Constitutional Court would have certified section 25 of the final Constitution as being compliant with Constitutional Principle II had that section conferred on the State a general power to expropriate land without compensation.

By: Annelize Crosby,  
Hamlet Hlomendlini,  
Requier Wait and  
Yolisa Mfaise

“We believe that just and equitable compensation, as provided for in section 25 of the Constitution, is a cornerstone of any progressive economy.”

We oppose constitutional amendments to section 25 as a viable mechanism to speed up the national imperative of land reform. We agree that constructive and effective debate is crucial to address the ineffectiveness of the current Land Reform system, and we pledge our support for workable solutions within the existing constitutional framework. We will uphold the right of our members from whom land is expropriated in the national public interest to receive just and equitable compensation. We believe that just and equitable compensation, as provided for in section 25 of the Constitution, is a cornerstone of any progressive economy.

[www.agrisa.co.za](http://www.agrisa.co.za)

Tel: +27 12 643 3400 | Fax: +27 12 663 3178 | Email: [agrisa@agrisa.co.za](mailto:agrisa@agrisa.co.za)

Physical Address: Inkwazi Building | Block A | 1249 Embankment Road | Zwartkop X7 | Centurion | South Africa

Postal Address: Private Bag X180 | Centurion | 0046 | South Africa

# South Africa needs a holistic approach to land issues

By: Kayaletu Sotsha

**A**griculture tends to be at the forefront of the policy discussions in South Africa. This is no surprise given the contribution of the sector to the Gross Domestic Product (GDP), both directly through export earnings and employment, and indirectly through supporting other sectors with raw materials.

For example the sector has played a major role in pulling the economy out of recession quite recently. Furthermore, there is an issue of the land question surrounding the sector. The latter has become central to policy discussions in the country, following the announcement of the expropriation without compensation approach.

In the 2000s, the land reform commentators (mainly from the Institute for Poverty, Land and Agrarian Studies (PLAAS)) did allude to a need for expropriation without expropriation, highlighting the contradiction between the constitution and the commitment to redistribute the land.

The logic of the argument was based on the fact that the land that should be redistributed is mostly privately owned by white farmers and the constitution maintains the private ownership by protecting private property rights. The commentators indicated that the government is lacking the political will to amend the constitution to suit the course.

Finally, in December 2017, the ruling party announced its willingness to implement this suggestion. However, after all the views expressed by different stakeholders on this policy direction, there has been no proper approach on how to actually undertake this policy direction at the best interest of the agriculture sector and that of the poor and landless populations.

The “how to do it” part is a tricky one, given the unintended consequences that may arise from the implementation of this policy proposal. Most of the opinions that have been shared point out the negative outcomes of badly managed land acquisition programmes, without coming up with alternative proposals

on how to address them in the interest of addressing inequalities in the agricultural sector. This article cautions against a number of things as we continue to have discussions on how best to implement the expropriation of land without compensation.

First, the current land reform policy has certainly lost focus as to who are the intended beneficiaries or rather the targeted groups and how they are targeted. This issue must be re-visited to ensure that expropriation without compensation increases the pace of the land acquisition process for the intended outcomes.

Second, there are a number of different categories of beneficiaries, one of which is the communal poor households. As the name suggests, these are populations who depend on common property resources for livelihoods. In other words, common property resources have become central to cultural and social activities of these populations.

In one way or the other communal households have learnt to live off the common property resources, but these resources are eroding due to a number of reasons such as poor management, poor control over access as well as poor leadership decision-making. The latter includes the choices made by the local authority (Chiefs) between protecting and supporting the usage of common property resources and allowing for outsiders to come and distort the system through commercial activities such as mining activities.

As we may all know, mining distorts the system of communal property resources as a source of livelihoods for communal households. In most cases, these households do not benefit anything from such activities, except for the promise of employment creation. Land reform could also distort the communal property resources system if not properly managed. Therefore, there is a need to understand how this system works and the structure of its tenure arrangements so that we may come up with strategies on how best the system could be managed or improved for the benefit of the communal households.

Third, the land reform policy is now 24 years old. On one hand, one may argue that this period is long enough to have provided lessons on what has worked and what has not. In addition, there has been a number of changes in programmes that aim to support land reform. This also means that there are lessons on how to better formulate these programmes.

One simple example is the consideration of taking a route of developing smallholding of land as opposed to maintaining the existing large scale commercial activities through the subdivision of agricultural land act. On the other hand, we have learnt that it is a big mistake to separate land acquisition for agriculture from financial support and market access. As we may know, we have a similar problem of inequality in the agriculture value chains. This could be one of the reasons for lack of lucrative market participation by smallholder farmers, through market segregation. Furthermore, there is no financial models that are tailor-made to support smallholder farmers.

Overall, the formulation of the new policy direction must take into account that the country cannot have all the farmers operating at a commercial level. Therefore, the amendment of the subdivision of agricultural land act may as well be part of the current discussions on the amendment of the constitution.

This should then encompass the creation of financial models to support smallholding and also the consideration of market reforms through initiatives that support the redress of inequality in the whole agriculture value chain.

*The author of this article is doing his PhD study on land reform-related issues where he tries to come up with better strategies of targeting communal households as land reform beneficiaries, linking that to interventions that may be suitable for this group without necessarily distorting the current system of common property resources.*

# The resolution on land expropriation without compensation

By Thabiso Mudau

**L**and is an important resource in people's lives, more so in Africa, Asia and Latin America. People use land for various reasons, for example: for residential purposes; as a symbol of status and dignity; for food production; wealth creation and economic growth.

Before 1994, apartheid-era governments in South Africa imposed an array of laws that treated black people differently from white citizens. These laws, for example, the Natives Land Act (Act 27 of 1913), limited the rights of black people to own land. During 1994, expectations were created when the African National Congress (ANC) took control of government.

It dedicated time and resources to reverse the legacy of apartheid and colonialism. This reverse was to be addressed and achieved through identified government programmes. Firstly, the Settlement Land Acquisition Grant (SLAG) was introduced from 1994 – 2000. This was followed by the Land Redistribution for Agricultural Development (LRAD), which was launched in 2001 to replace the SLAG. Based on the recommendations of the National Land Summit in July 2005, the Proactive Land Acquisition Strategy was launched in 2006, which officially replaced the LRAD in 2008.

The SLAG was a grant of R16 000 allocated to applicant households for purposes of purchasing the land. The SLAG beneficiaries consisted of groups. Both the SLAG and LRAD were designed to assist previously disadvantaged South Africans to purchase agricultural land. However, the LRAD differed from SLAG in that beneficiaries did not have to be poor to qualify for a grant.

It provided larger grants of up to R100 000 to individuals as opposed to households and supported those with the capacity to be commercial farmers. Under the PLAS, there is no limit on how much can be spent to acquire a farm because the farm does not become the property of a beneficiary, but instead of government.

The three programmes were based on market-led reforms, popularly known in SA as the 'willing buyer willing seller principle.' They clearly targeted the poor and poverty alleviation was the main objective. Unfortunately, the objectives of these programmes were not achieved due to a number of challenges that resulted in their downfall.

For example, the slow pace of land redistribution, unresolved conflicts amongst beneficiaries, exorbitantly high and inflated prices of land, programmes not bringing change in existing farming operations and lacked creativity for new jobs. As result, the land question in SA remains unresolved and emotive, amidst stark societal inequalities

As a matter of policy, the ANC during its 54th National Conference took a decision to pursue expropriation of land without compensation as a resolution to address land redistribution. This resolution is aimed at radically transforming landownership patterns in favour of the previously marginalized without negative impacts to existing agricultural productivity, food security, economic growth and job creation. The type of land that will be targeted for expropriation will be vacant land, unutilized land and land held for speculative reasons.

Arguments against expropriation are that, if implemented, this will cause economic chaos as is the case with Zimbabwe. Most analysts and development agencies discredited the Zimbabwean style fast track land reform because of corruption, disregard for the rule of law, marginalization of the poor, and anti-democratic political forms and violation of human rights that it has entailed. However, in SA, processes are still to be undertaken before the resolution is implemented. One such is the parliamentary process, which will foresee the establishment of a Constitutional Review Committee to deal with amendments to Section 25 of the Constitution of the Republic of SA (Act 108 of 1996).

The ARC is in a position to provide technical support to newly acquired expropriated land. It is the principal public agricultural research institution in SA and conducts research, drives research and development, technology development and transfer and disseminates information to promote agriculture and industry; contribute to better quality of life; facilitate natural resource conservation; and alleviate poverty. One of its strategic objectives is training and extension.

The ARC is the major role-player in building capacity and skills to beneficiaries of land reform in the fields of aquaculture, artificial Insemination (AI), beef production, broiler and egg production, crop production, feedlot management, horticulture, hydroponic tunnels, irrigation principles and water saving technologies, livestock handling, mulching, and pig production. They also provide support in terms of feasibility studies in terms of climate, crops and livestock suitability, and soil analyses.



Connection & Capture

Occupation & Confiscation

Mar Com

Ban Com

LAND

Market Power &  
Concentration

Hard  
Bargaining &  
Compromise



# LAND REFORM FUTURES; Four scenarios for land reform in South Africa

**W**hat is the future of land reform in South Africa? Can the process be accelerated? Will it produce equitable outcomes? Whose interests will be served? What will be the impact on food security and South Africa's young democracy? These are some of the burning questions people are asking across the country and about which there are widely divergent views - some optimistic, some ominous.

All of the scenarios begin with South Africa facing severe challenges in 2016. Economic growth is slow and poverty and inequality cast a shadow over the new democracy. The ruling party is under rising political pressure. Businesses are in decline, with farming particularly hard hit. The rural poor struggle to secure the necessities of life in the face of severe drought and water shortages.

Tensions are heightened and expectations are rising on the back of government promises to accelerate and expand land reform. Much of the rural land that has been transferred is not being used productively, and failures in agriculture intensify worries about food security.

When they cast their imaginations forward to 2030, the scenario team spent considerable time talking about their certainties and uncertainties. They were reasonably certain that high levels of poverty and inequality will persist; natural, financial and human resources will be constrained; institutional weakness and corruption will continue; and the dry *El Nino* weather cycle will have long-term consequences. Poverty, inequality, resource constraints and dry conditions are therefore features of all four scenarios.

The report contains four scenarios about what could happen in the context of land reform in South Africa by 2030. These are not predictions of what will happen or recommendations about what should happen. Instead they are narratives of what could happen. The four scenarios tell stories of how South Africans might respond to the challenges and uncertainties they face about the future of land reform.

They are differentiated by the world views of different stakeholders about the meaning of land. In each scenario, stakeholder action influences the character of land reform and shapes who 'wins' and 'loses' in the land reform stakes.

Scenario 1 suggests the possibility of connection and capture as land reform becomes a means for politically connected interests to benefit at the expense of ordinary people. Scenario 2 focuses on market power and concentration as land reform changes the racial profile of concentrated commercial farming without broadening ownership to small farmers and local communities. Scenario 3 envisions occupation and confiscation as deepening hardship and hunger creates impetus for the growth of landless people's movements and drives land reform from below. Scenario 4 looks at the likelihood of hard bargaining and compromise resulting in a pro-poor, inclusive approach to land reform.

The process was shaped by the transformative scenario planning 1 method, which starts with the scenario team's most pressing concerns and questions, and those of over 100 people whose views were considered prior to constructing these scenarios. During a series of interviews and workshops, the scenario team created the four storylines about the future of land reform. As described below, the scenario team comprised 40 people who approach land reform from widely differing and competing perspectives: policy makers and administrators, traditional leaders, communal property institution leaders, activists, business people, academics and consultants.

Each scenario considers the interplay of multiple driving forces. The result is not a two-by-two quadrant, typical to many scenario planning outputs, of 'high road' and 'low road' options. Rather, it is a series of imagined accounts of what might happen to the land reform question. The stories are designed to trigger an open and constructive search for strategic responses to thorny questions of land reform. They aim to provide a common framework for conversations, debate and decision-making about how to adapt to

anticipated challenges and opportunities, or how to shape the future of land reform.

## Scenario 1: Connection and capture

The land reform programme opens the way for politically connected players to benefit at the expense of the poor. Government is unable or unwilling to hold traditional leaders, communal property institutions and redistribution beneficiaries to account. This makes it easy for well connected business people and politicians to capture land reform for their own purposes.

## Scenario 2: Market power and concentration

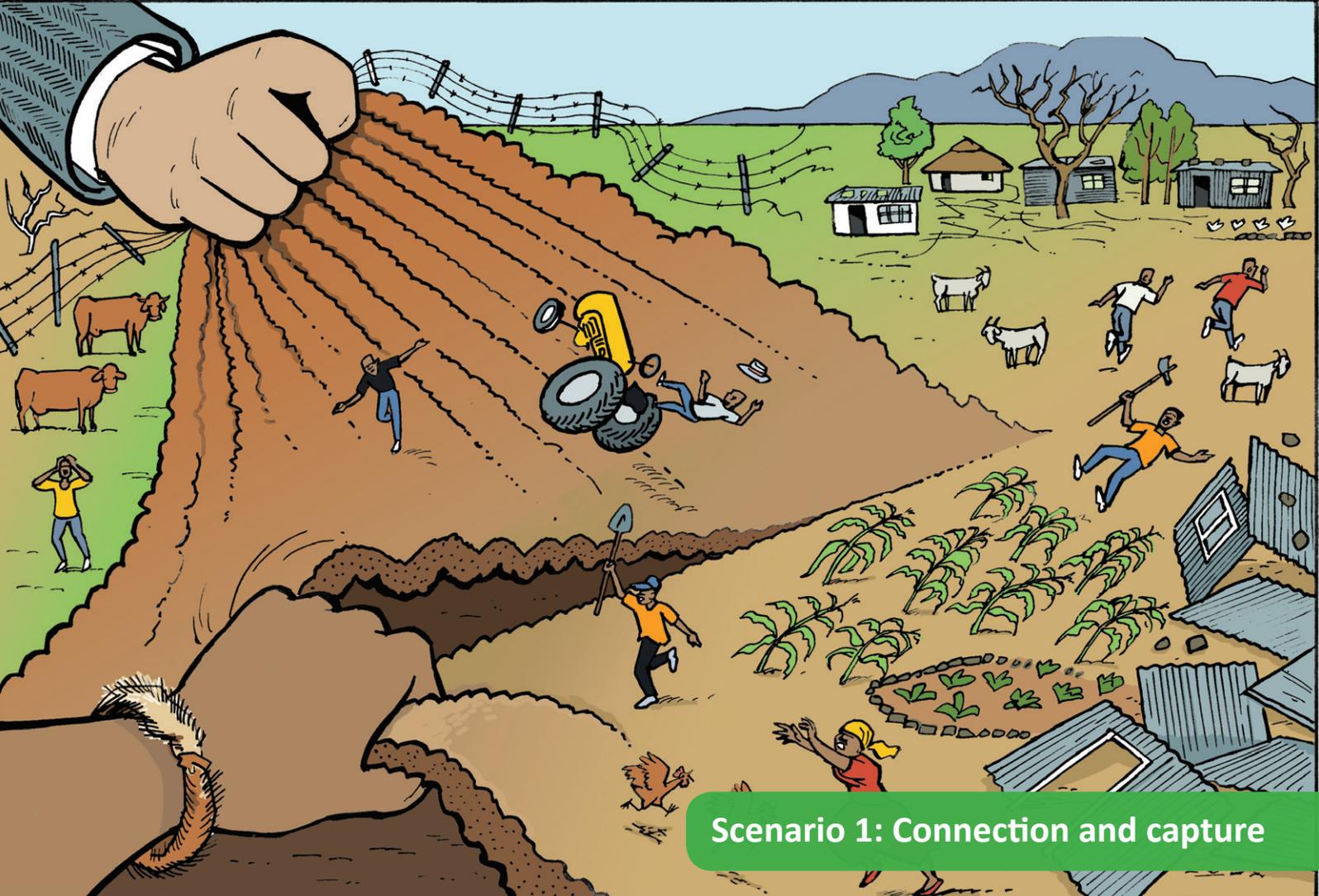
The government encourages market-based land transfers through community-private partnerships. By 2030 black South Africans own about half of the land in the commercial farming sector, in which the number of commercial farms has declined significantly. The state focuses on the needs of the urban areas, but for rural people food security is at risk and expectant land claimants feel that land reform has given them a raw deal.

## Scenario 3: Occupation and confiscation

Deepening hardship and hunger drive a countrywide campaign of land invasion and occupation. The Constitution is amended to allow confiscation without compensation. By 2030, 60% of commercial farmland is in the hands of black South Africans. The new government comprises former opposition groups with competing views on land and agriculture. The country lacks a clear constitutional framework for dealing with land.

## Scenario 4: Hard bargaining and compromise

The ruling party takes a more inclusive approach to land reform and uses incentives to draw private sector players, institutions and civil society organisations into resolving land reform challenges. Hard bargaining and compromise yield practical strategies for land redistribution and the gap between small-scale and commercial farming narrows. By 2030 there is a greater diversity of land holding arrangements and land uses, but food security remains fragile.



Scenario 1: Connection and capture



Scenario 2: Market power and concentration



Scenario 3: Occupation and confiscation



Scenario 4: Hard bargaining and compromise

# Western Cape's success story with agricultural land reform

By University of Stellenbosch

**A**n external evaluation process has shown that the Western Cape enjoyed a 62% success rate with the running of its 246 agricultural land reform projects in the province. Of the 38% failed projects, 24% was experiencing challenges while 14% failed completely.

This information was shared by Mr Mogale Sebopetsa, (acting) chief director: Farmer Support and Development at the Western Cape Department of Agriculture. He delivered a Leader's Angle presentation recently at the University of Stellenbosch Business School in Bellville with his colleague, Dr Dirk Troskie, director: Business Planning and Strategy at the department.

The province attributes its success in the main to partnering with industry organisations to ensure effective support to land reform projects. "If we didn't partner with the agricultural sector, we would not have achieved this success," said Sebopetsa. "Government cannot farm. It is through the mentorship and other support from industry that those involved in land reform projects are able to make notable progress."

The five indicators that were used for the evaluation were:

- Do farmers comply with tax and labour laws?
- Do they have updated business plans?
- Is there a secure market for the produce?
- Do they keep records?
- Does the business turnover allow for re-investment?

According to Sebopetsa, the highest scorings occurred on average in the projects' ability to service debt, their access to markets and anticipated future growth.



On the downside, the lowest scoring indicators on average involved mostly environmental matters. These included the percentage of farming energy generated through renewable or green energy, the degree of water contamination from farming practices and also whether farms were used to their full potential.

Troskie indicated that the "Boompie Project" was one initiative where the Department was partnering with the deciduous fruit industry to expand the area under fruit production of previously disadvantaged farmers. It includes both new and established farmers.

The project also assists in linking the farmers to markets and allows them to participate in existing value chains. Hence, the quality, cultivar and technical efficiency is important.

Troskie explained that the industry

provided trees and technical advice while the department was paying for land preparation, irrigation and drainage, among others. The viability of all projects was evaluated by the department's Comprehensive Agricultural Support Programme, generally known as CASP.

A total of 469 jobs were created between 2009 and 2012 through the project. This was more jobs than would have been created if the funding for this project was invested in manufacturing, construction, mining or retail, Troskie said.

He cautioned against South Africa's "inability to celebrate failure", stating that people who do not succeed should be allowed "to exit the process with dignity and re-enter at a later stage with the knowledge acquired during their first attempt".

## Profile

### About the ARC

**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.

## Vision

### *Excellence in Agricultural Research and Development*

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

- *Agricultural Economics and Capacity building*
- *Animal Sciences*
- *Crop Sciences*
- *Research Innovation and Systems*

## The Organisational Values of the ARC

The ARC's values define a citizen-oriented approach to producing and delivering its services in line with the Batho-Pele principles, and the key behavioural attributes which underpin the value system reflect an organisation which strives to "maak-n-plan" by finding solutions to agricultural challenges.

The people of the ARC plan to deliver their strategy while working within the framework of the following TARGET values:

**Truth:** Incorporates honesty and integrity. The ARC shall conduct its business in a transparent and ethical way towards its employees, stakeholders and shareholders;

**Accountability:** Incorporates responsibility and transparency. The ARC shall accept responsibility and accountability with respect to employee well-being, occupational health and safety (OHS), environmental

sustainability and agriculture;

**Respect:** Includes equity, diversity, integrity and dignity. We shall conduct our business with integrity, respect for our colleagues, clients and stakeholders;

**Growth:** Includes equity, rewards and recognition. The ARC shall ensure equity in terms of race, gender, creed, fair treatment, training and development to all its employees, stakeholders and shareholder;

**Excellence:** Incorporates empowerment and innovation. The ARC strives to conduct R&D in an efficient, effective, professional and accountable manner; and

**Trust:** Includes ethics and transparency. We shall ensure and foster trust among our employees, stakeholders and shareholder.

### CONTACT

The Chief Executive Officer  
Dr Shadrack Moephuli

#### Agricultural Research Council (ARC)

**Central Office**  
1134 Park Street, Hatfield, Pretoria  
P.O. Box 8783, Pretoria 0001

**Tel:** 012 427 9700  
**Fax:** 012 430 5814  
**Email:** [enquiry@arc.agric.za](mailto:enquiry@arc.agric.za)  
**Internet:** [www.arc.agric.za](http://www.arc.agric.za)

# CONTACT DETAILS

## **Agricultural Engineering**

141 Cresswell Road, Silverton

**Tel:** 012 842 4000

## **Soil, Climate and Water**

600 Belvedere Street, Arcadia, Pretoria

**Tel:** 012 310 2500

## **Vegetable and Ornamental Plants**

KwaMhlanga / Moloto Road R573,  
Pretoria

**Tel:** 012 808 8000

## **Plant Protection Research**

KwaMhlanga/Moloto Road R573,  
Pretoria

**Tel:** 012 808 8000

## **Tropical and Subtropical Fruits**

3 River Street, Nelspruit/Mbombela

**Tel:** 013 753 7000

## **Deciduous Fruit and Oenology**

Corner of R44 and Helshoogte Road,  
Stellenbosch

**Tel:** 021 809 3100

## **Grain Crops**

114 Chris Hani Drive, Potchefstroom

**Tel:** 018 299 6100

## **Small Grains**

11km on the Lindley Road R76,  
Bethlehem

**Tel:** 058 307 3400

## **Industrial Crops**

Waterkloof Road, Kroondal,  
Rustenburg

**Tel:** 014 536 3150

## **Onderstepoort Veterinary**

100 Old Soutpan Rd, Onderstepoort

**Tel:** 012 529 9111

## **Animal Production**

Old Olifantsfontein Road, Irene

**Tel:** 012 672 9111

## **Biotechnology Platform**

100 Old Soutpan Road, Onderstepoort

**Tel:** 012 529 9121



National Agricultural  
Marketing Council  
Promoting market access for South African agriculture

# 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.

Tel: 012 341 1115

Fax: 012 341 1811

E-mail: [info@namc.co.za](mailto:info@namc.co.za)

Postal address: NAMC, Private Bag X 935, Pretoria, 0001



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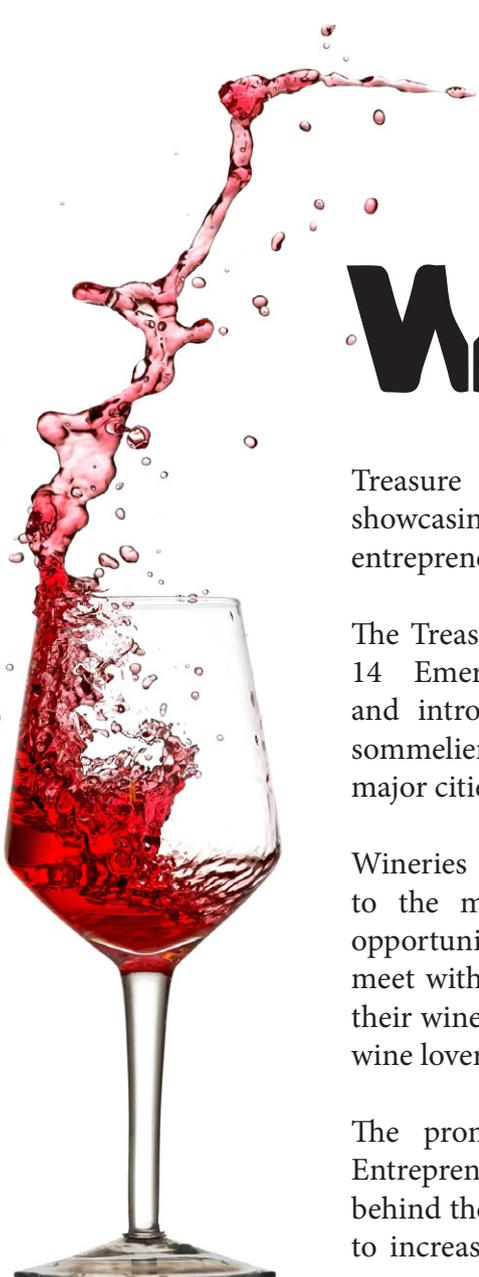
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Promoting market access for South African agriculture



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TREASURE CHEST

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Treasure Chest Wine Shows, showcasing the best 14 emerging wine entrepreneurs

The Treasure Chest Wine Shows takes 14 Emerging Wine Entrepreneurs and introduces them to key buyers, sommeliers and distributors in the major cities of South Africa.

Wineries showcase their varieties to the market, allowing buyers the opportunity to see the demand and meet with the wineries in order to list their wines and make them available to wine lovers around the country.

The promotion of Emerging Wine Entrepreneurs is an integral part behind the motivation of this initiative; to increase the reach and distribution

of developing brands on the domestic market.

The Road Shows aim to establish trade links with key buyers in each city and most importantly, offer distributors the opportunity to list these wines. Buyers and Distributors are educated on the benefits of buying Emerging brands and by doing so, encourage them to support the transformation of the wine industry on the domestic market.

Increasing the demand for emerging brands encourages empowerment and offers a solution to the social responsibility of listing wines that are ethical and fair-trade.

For more information visit; <http://wineshows.co.za/>

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**LIBBY'S PRIDE**  
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**SEVEN SISTERS**



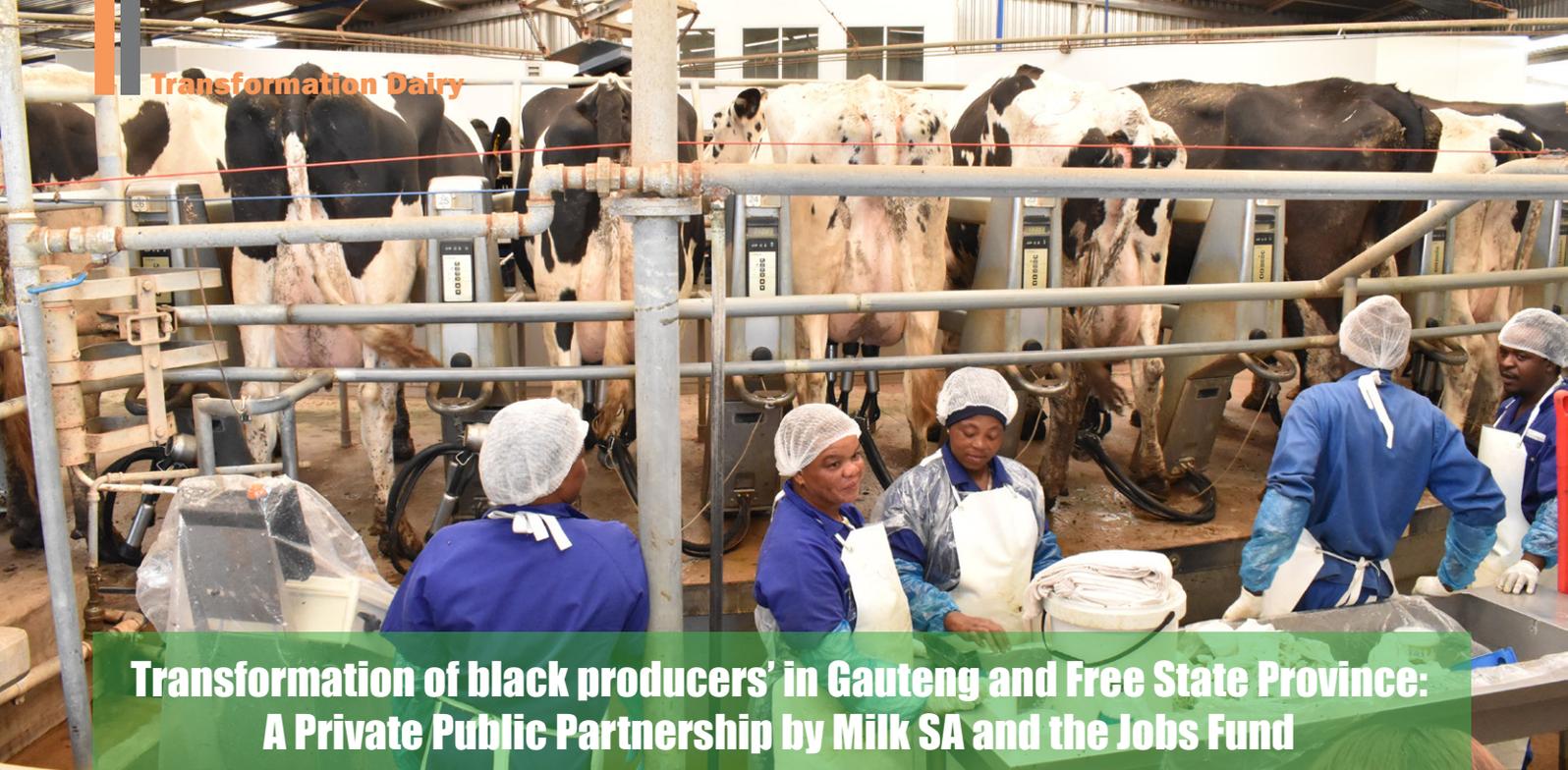
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**WOMEN  
IN WINE**



## Transformation of black producers' in Gauteng and Free State Province: A Private Public Partnership by Milk SA and the Jobs Fund

By: Ndumiso Mazibuko, Matsobane Mpyana, Elekanyani Nekhavhambe, Nomatande Precious Yeki, Godfrey Rathogwa

In 2011, Milk SA established a transformation project titled "Promoting of Sustainable Commercialization of Existing Black Dairy Farmers". The project's main aim is to promote the development of existing black milk producers to become sustainable, commercial milk producers, increase milk production through the supply of cows and supply of infrastructural and other support services. The project is currently funded by Milk SA (levies allocated for transformation) and the Jobs fund. The Free State was selected as the first implementation area, due to it being one of the Provinces with a number of black dairy producers. This is one of the successful dairy projects that has a well-established committee, including the Public and Private sector.

Government and Private institutions have over the years, been (are) trying to address meaningful transformation in the agricultural sector through their programmes and interventions. As part of addressing transformation in the dairy industry, Milk SA spends 20% of their statutory levy income on transformation initiatives in the dairy industry. As part of Monitoring and Evaluating transformation in the sector, NAMC representatives recently visited nine (9) of Milk SA's dairy projects owned by the black dairy farmers in Gauteng and Free State. This article profiles a success story for this initiative.

The farmers expressed their satisfaction with the support provided by Milk SA and the Jobs fund. This was supported by commitment showed by the farmers as the recipients of Milk SA's assistance with at least 30 heifers, feed, milking parlour, veterinary services and electrification of farms. "The main highlight of electrification of farms is the saving of at least 50% cost on diesel farmers used to incur while using generators in their Milking parlours". It was evident that the support enhanced their dairy enterprises. Enterprise development is key for transformation in the agricultural sector to drive black dairy enterprises into the mainstream economy. Milk SA further assists in terms of skills development through training on animal handling, business management and record keeping.

Interestingly, the farmers have showed commitment in their businesses, through partnership with Milk SA for purchasing of feed, feed mixers and heifers, this is done above assistance already rendered by Milk SA. "Milk SA assisted me with the purchasing of a fodder mixer, of which I paid only 40% of the total cost" – says the Farmer.

Most of the farms own certified milking parlour and supply to formal markets. In 2016, the farmers supplied approximately 1, 316,411 litres of milk to the formal market, which was an increase of 121.5% from the previous year.

Some of the challenges identified included expansion, lack of farm machinery and equipment, standby electricity generator, water availability and road infrastructure. The key stakeholders are in the process of addressing this challenges and progress to date is satisfactory. Consistent Monitoring and Evaluation of these projects will be continuous to ensure sustainability.

In closure, the NAMC representatives are of the opinion that Milk SA dairy projects in Gauteng and Free State province set a good example for successful transformation in South Africa.

*For more information regarding the transformation of black emerging enterprises in South Africa, contact Mr Godfrey Rathogwa on 082 900 6712.*



From right: Godfrey Rathogwa, Ndumiso Mazibuko with one of the dairy farmers

# The importance of entrepreneurship skills in the advancement of transformation in the agricultural sector

By: Matsobane Mpyana

**S**mallholder farmers are faced with numerous challenges that hinder their ability to effectively contribute to food production as compared to their commercial counterparts. It has been well documented in the literature that smallholder farmers face challenges such as limited access to land, and poor physical and institutional infrastructure.

Furthermore, smallholder farmers are located in remote areas where they find it difficult to expand their farming operations. In addition, lack of quality road infrastructure limits their ability to transport their produce to the reach the market. These challenges are accompanied by low levels of literacy and limited entrepreneurial skills, which serve as the main contributor for their ability to be innovative in their farming ventures.

Much has been written in literature regarding the challenges of the smallholder farmers, however, the entrepreneurial skills gap that exists between smallholder and commercial farmers remains one of the most critical of these challenges. There is little doubt that smallholder farming environment (such as access to finance and markets) has been a hindering factor for them to tap into the basket of skills and other necessary information required for their development and graduation to the commercial sector, and their ability to compete with the resource abundant farmers in the agricultural sector.

## Why entrepreneurship skills are important to the growth and development of the smallholder farming in south Africa?

Entrepreneurship, including farm entrepreneurship, is about identification and pursuit of business opportunities by innovative business owners. It requires full-time effort, commitment and seriousness of farmers in the work they do. It can be argued that for a farmer to be successful in his/her farming operations, there are key important skills to be considered such as professionalism, identifying new opportunities strategic thinking and planning, communication and management skills.

Within this context, professional skills would entail an understanding of the technicalities involved in the production of a particular

commodity and possessing this skill is one of the determining factors for the success of a farmer. Emphasis should also be put on management and strategic skills, which include the aspects of finance, planning, administration, risk control, record keeping, etc. These skills are valuable in the sense that a farming business environment is dynamic in nature. There are always new challenges and new risks that normally require farmers to adapt quickly.

Moreover, one cannot exclude other soft skills such as communication skills and the ability to identify opportunities (such as emerging markets and constantly building capacity to exploit these opportunities whenever they come) for the growth and stability of the farm business. The figure below provides graphical presentation of a possible skills entrepreneurial model for smallholder farmers.

“It is perceived that age and experience forms a basis for the success of the farmer, there is a consensus that young farmers are better entrepreneurs due to their ambition, flexibility and exposure to new farming ways/ techniques (Morgan et al., 2010)”

On the basis of the above, it can be argued that as much as age and experience of the

farmer is important, the younger and older farmers' success is dependent on their attitudes and entrepreneurial qualities/ skills (see Figure 1). It can be argued that both sets of farmers (young and old) have the ability to act in a more entrepreneurial manner due to the life cycle of their farm operations, experience in farming and their innovation level to introduce new methods and approaches to ease sustainability of their farming operations.

In conclusion, there is no doubt that there is a skills gap between the smallholder and commercial farmers. Vast amounts of literature acknowledge the challenges of smallholder farmers such as land availability, capital and labour; and farm infrastructure support. These factors cannot be excluded as they play a critical role in the success of a smallholder farmer to graduate to commercial level. In order to address the challenges of smallholder farmers, a holistic approach is required. Large farmers' willingness to mentor small holders has been a global issue to rescue the smallholder farmers challenges.

If the farmers can get the key entrepreneurial skills right, then they will be able to utilise the land and other productive assets/ resources to their best potential. This will also contribute towards unlocking partnerships and support services to enable the farmers to expand and to grow their businesses.

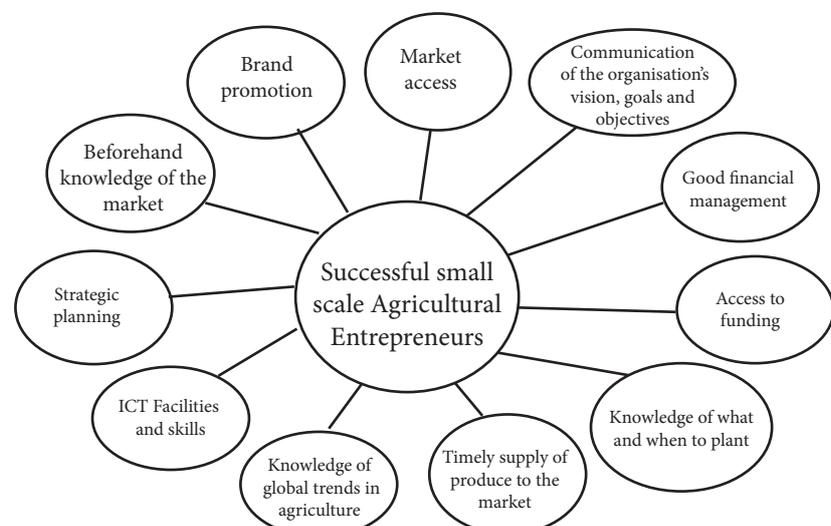


Figure 1: A possible skills entrepreneurial model for smallholder farmers  
Adopted from Xaba & Mandizvidza (2017)

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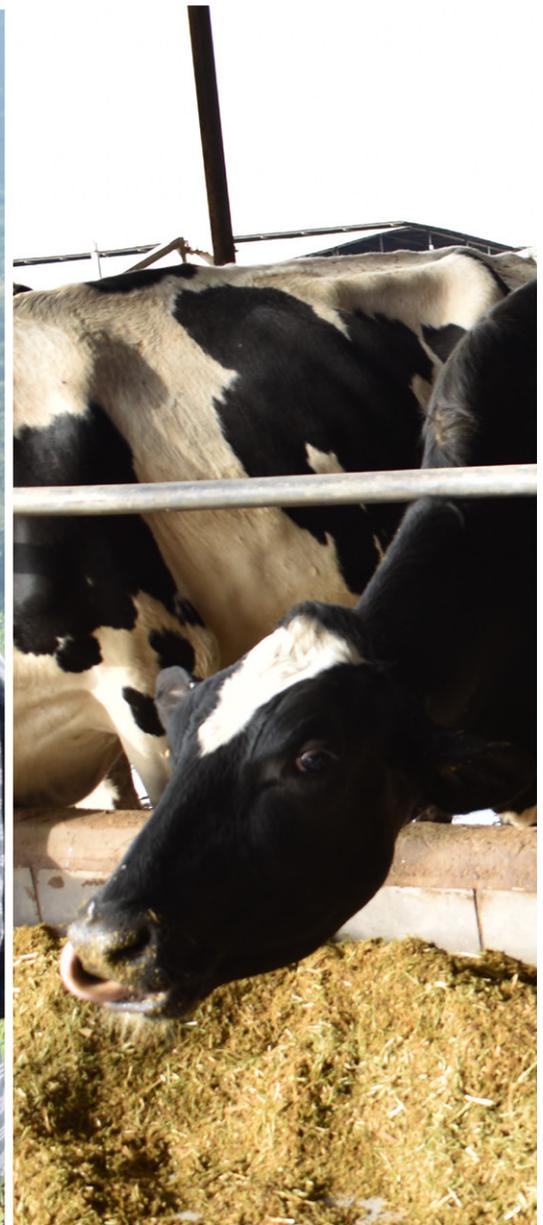
To these new farmers, facing the challenges of establishing sustainable agribusinesses, Land Bank continues to offer a commercial lifeline through its tailor-made financing approach to help them grow their businesses to the next level.

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# Land Bank

unlocking South Africa's agricultural potential

By Lank Bank

**C**ollaboration is crucial in unlocking South Africa's agriculture sector potential. The National Development Plan sets out a clear vision for creating an inclusive rural economy with the agricultural sector at its centre. While the sector can potentially create an additional one million jobs, for it to grow and safeguard food security, it must become more accessible to emerging farmers.

Land Bank's mandate is to facilitate economic transformation and social inclusivity in the sector. While creating access to financing is crucial, the Bank believes that funding is not the sole catalyst for growth. Skills transfer from large commercial farmers to emerging farmers, including vulnerable groups such as women, is a key component for driving growth. This requires greater collaboration between established players and new entrants so they become integrated into existing value chains.

The Bank is already working with a range of stakeholders to achieve this. In addition to the direct debt and equity funding provided to farmers, this collaboration is increasing development financing through established commercial business in the sector who act as intermediaries, on-lending to emerging farmers. This blended finance approach ensures funding is going to those who need it, enabling organisations such as Land Bank to better manage the risks associated with this type of lending.



### The Ndwandwa Community Trust, Mpumalanga

Land Bank is a financier of the Ndwandwa Community Trust who acquired 29 farms through successful land claims in 2003. By facilitating a partnership with a commercial farmer who provides the necessary technical support, 555 hectares have been brought under production. This includes:

- 340ha maize of which 125ha is new land;
- 110ha Soya beans; and
- 55ha Dry beans

The Bank's support has served as a catalyst for further development, with more land being earmarked for production in a phased approach.

### Zolarity (PTY) Ltd, Limpopo

Zolarity is a joint venture between Limpopo Dairies and their Workers' Trust, a majority black grouping (51% share). Financed by Land Bank, Zolarity acquired unutilised land adjacent to the dairy upon which to expand and diversify its operations. With an off-take agreement with Limpopo Dairies, the initiative has received a boost. Limpopo Dairies provides technical assistance to ensure farmers meet Limpopo's stringent commercial standards.

The project also has a comprehensive crop diversification plan in place, with a three-phased rollout over five years that will focus on maize production, blueberries and alternative energy generation.

Land Bank's involvement is focused on sustainably increasing the commercialisation of underutilised land to deepen economic transformation and social inclusivity in the sector. Some of the benefits realised include the employment of eight permanent employees who are registered for UIF, receive a Provident Fund and have access to bursary schemes.

Moving forward, Zolarity is looking to create more jobs and new businesses while providing skills training in operations management to develop emergent farmers.



### Akwandze Financial Services, Mpumalanga

Akwandze Agricultural Financial Services was established in 2006 after land was transferred from the previous owners to newly established Community Property Associations (CPA). The project now provides financial services to CPAs, strategic partners and smallscale farmers in the sugarcane industry. Akwandze is backed by a unique 50-50 partnership between TSB Sugar RSA and the Ligugulethu Co-operative, the latter representing the sugarcane growers in the region.

Land Bank partnered with Akwandze to bring communal land in Mpumalanga under production. The partnership has seen 4 000 jobs created, 17 new businesses established along the agri-value chain and an off-take agreement with RCL Foods for the emerging farmers.

### Lume Agricultural Enterprises (PTY) LTD, Eastern Cape

Lume Agricultural Enterprises is a 100% black owned lucerne and livestock farming operation based in the Somerset East district of the Eastern Cape. Mr Steve Batyi, the owner, is a recipient of the Department of Rural Development and Land Reform's Proactive Land Acquisition Strategy (PLAS) programme, being awarded a 1500 hectare farm on a 30-year lease period.

Mr Batyi approached Land Bank for support to enhance lucerne production on the farm as well as to stabilise the core business through farm operational improvements. This specifically related to improvements in irrigation efficiency, moving from a flood irrigation system to a centre pivot system.

Following a detailed assessment process, Land Bank approved the financing application, extending the following facilities to the business:

- A Centre Pivot Irrigation System facility;
- A vehicle finance facility; and
- A lucerne production loan facility



The financing has enabled Mr Batyi to increase lucerne production from 63 to 110 hectares as well as to install a new centre pivot irrigation system to make the farm more sustainable. A majority of the lucerne fodder under production on the farm is sold to local dairies, game farms and a local co-op and surplus fodder utilised for grazing by the 141 large stock units (cows) and 794 small stock units (sheep) on the farm.

Land Bank is now working with Lume to identify further market access opportunities, specifically linking local suppliers in the value-chain such as abattoirs to the farms livestock output.



# National **Red** Meat Dev

## Connecting communal livestock far

Brought to you by:



rural development  
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Department:  
Rural Development and Land Reform  
REPUBLIC OF SOUTH AFRICA



National Agricultural  
Marketing Council  
Promoting market access for South African agriculture

# Development Programme Farmers to formal red meat value chain

## Partners:



# FOCUS OF NRMDP

The NRMDP focuses primarily on connecting farmers to formal markets and systemizing the informal markets. Mainly, the aim is to introduce communal livestock farmers to formal markets such as auctions and abattoirs, complemented by onsite-training on how these institutions work and the requirements for participating. The program has three main thrusts:

- a programme to enable farmers to understand the structure, operation and requirements of formal red meat markets
- initiatives to develop marketing channels that will increase their participation in formal red meat markets
- training and practical assistance to align the age, health and breeding of animals more closely to market demand.

The initiatives to develop new marketing channels include:

- bringing the point of sale closer to farmers by establishing new auction pens, reviving existing un-/underutilized auction pens and rural abattoirs, and working with the Department of Agriculture, farmers, auctioneers and abattoir owners to bring them into operation;
- pioneering 'custom feeding programmes' - low-cost feedlots, customized to respond to local people, resources and markets - to prepare cattle for marketing, primarily for abattoirs;
- negotiating pre-slaughter sales between retailers and groups of farmers to facilitate the sale of larger numbers of cattle at the most favorable prices.

## OPERATIONAL FACILITIES

- Umzimvubu Custom Feeding Program – Eastern Cape (80 animal facility , built by WHBO for R2.m)
- Fort Cox Custom Feeding Program - Eastern Cape (200 livestock intake, DRDLR injected more funds to accommodate weaners)
- Ncorha – Eastern Cape (Built by CHDM, 540 animal intake)
- Gxwalibomvu – Eastern Cape (built by CHDM, 540 herds of cattle intake)
- Ikhephu Feedlot – Eastern Cape (proper feedlot, linked to Cala abattoir, run by Ikehephu Secondary Co-op, Presidential Launch)
- Mhlumayo – Kwazulu-Natal (360 animal capacity intake, partnered with Agri business Development Agency)
- Nyandeni - Eastern Cape (100 herds and 200 sheep capacity)



# DANHAUSER LIVESTOCK AUCTION NETS R1.1 MILLION

Auction



Following a successful auction on 13th April, Amajuba District, Dannhauser Municipality suitably followed on 4 May 2018. The NRMDP team led by KZN Department of Rural Development and Land Reform galvanised around 71 communal livestock farmers. Close to R1.1 million was generated with 152 livestock sold.

It was for the time under the municipality an auction was organised in its history. Although there were niggling challenges in the start especially with the venue, local farmer Mr Mthethwa came to the aid. Hosted on his 600 hector farm, the DRDLR managed to organise a mobile auction pen, transportation and catering. Dr Ngetu asserted that it was one of those challenges they usually came across. ‘Sometimes it is the lines of communication not being clear however, at the end of the day there is progress, and development cannot halt because of people including circumstances beyond our control’ he said.

Chief Director of KZN Rural Enterprise and Industrial Development Mthokozi Thabethe was delighted that the NAMC was recognising the urgency of communal livestock farmers generating income. “We are not just donors, we are building up. We want to see return on our investment be it socially and economically.” It is for this reason he had issued an instruction that each district conduct monthly auctions.

One of the families the Mavimbela’s, mentioned that it was their first time participating in an auction. Together with the

Zulu and Ngocobo family, they sold 16 cows with calves banking R89 758.00. At first, they were sceptical of the auction but soon realised the worth of their animals being sold at such high prices. ‘I was more than shocked and bewildered my child, if you reside in rural places like us you will know what R30 000 means in your hands’ said MaZulu. The Ngcobo family on the other hand were glad to now finally assist their daughter in paying for a wedding of her dreams.

Animal Health Officer for the NRMDP in Amajuba Sipheshile Nkosi said farmers expectations in this region were high. ‘Almost all local municipalities demand an auction as communal livestock farmers are adding pressure almost on a weekly basis.’ She has never since the programme was introduced in the district received complaints from communal farmers. The working relationship between livestock associations, government officials (national, provincial and local) and buyers defines the success of the programme.



# SACAU 2010 POLICY CONFERENCE

## “Land in Southern Africa – Key Issues for Farmers”

### Context

1. Land is recognised as one of the most critical factors of production
2. Land issues need to be contextualised in terms of countries / historical pasts/ overall economic and developmental trajectories / demographics
3. The diversity of countries, historical backgrounds and types of farming is acknowledged
4. The need to redress inequalities (both social and economic) is acknowledged and the desire to prevent them should be paramount as they have significant implications on agricultural enterprises
5. Ideological and realism need to be balanced – don't ignore reality – urban areas require cheap food – there is need for realistic expectations on land reform
6. It is essential to look at agriculture as an enterprise within bigger economic environment, hence the need to ensure linkages of agricultural and particularly land policy issues to macro-economic, developmental and other policies
7. Linkages of land to food security and the importance of smallholder producers in food security
8. Issues of Gender need to be taken into consideration

### Political Environment

1. The Political environment needs to be predictable and stable
2. Whilst not disregarding the political and social importance of land, it should not be politicised

### Policy Formulation

1. Farmers', through their Farmer Organisations, should be at the centre of agricultural policy and regulation formulation is critical
2. Farmer Organisations should be at centre of agricultural land development policies

### Resolution of Conflicts

1. Promote peaceful resolution of land distribution

### Land Distribution

1. The rationale for land distribution (including historical inequalities) is acknowledged
2. What is key to land distribution is 'HOW' land distribution can be effected, under properly negotiated positions, to the benefit of the nation rather than to the benefit of individuals / smaller interest groups

3. The success of land distribution is dependent on resources being made available for use in (i) (land distribution and administration) compensation to farmers which needs to be realistic and be priced fairly, (ii) support services including training to 'new' farmers – a win-win situation is possible in land distribution, (iii) capacity building,
4. Expropriation is legitimate but there must be transparency, fair pricing, fair adjudication, etc
5. Land distribution tends to be a protracted issue
6. Land distribution should be well targeted – land should be put to productive use and not to “Lifestyle” farmers
7. The use of land for biofuels
8. Land tenure as an incentive to invest because one owns land

### Land Administration

1. Role and responsibilities of the state, whilst being acknowledged, needs to be transparent, should clearly prioritise agriculture by providing adequate resources for various activities including surveying, registration systems
2. There is competition over land for differing land uses which may have significant impacts on the agriculture enterprise

### Land and Collateral

1. Land alone is not sufficient as collateral, i.e. owning a farm can no longer guarantee a farmer sufficient funding for the agricultural enterprise, land is only as strong as the value chain in which it is employed
2. Ensured secure access to land
3. Improved access to water for agriculture/land rights

### Land Frameworks

1. The AU Land Framework is now available and funds have also been made available for use in implementing the framework guidelines
2. The optimal size of farming enterprises is an issue but that this should be considered as a spectrum, not a one size fits all scenario – there is room for everyone (small/large farmers)
3. Recognition of customary and statutory arrangements in land tenure
4. “Citizenship” / privileges / rights in relation to land ownership

### Land Markets and Taxation

1. Land markets as a mechanism of redistribution of land
2. Risks arising from land markets including e.g.

- selling of land leading to grave destitution
3. Agrarian support systems including markets
4. Competition of land use between other uses
5. The cultural value of land
6. Issues of speculation on land

### Suggested Roles of SACAU

1. Address issues that by nature are regional
2. Formulate formal position on land acquisition
3. Supporting national farmer organisations to lobby national governments to move towards more effective policies

### Large Scale investments and land acquisitions

1. Recognition that there is an increase in demand for land for food production and biofuels (both local and foreign investors)
2. Investments are, to a large extent, also a response to inadequate investments in agriculture in Africa
3. There are some threats posed by these investments, but we should seek to benefit from the opportunities ---e.g. looking at business models/partnerships that benefit local people; transparency of the deals— include relevant communities/stakeholders

### Land Tenure and administration

1. Improvement of tenure security and recognition of customary systems of tenure— through enhancing the good practices / principles from customary laws (e.g. women's access to land) and addressing challenges emanating from repressive customary practices
2. Securing women's access to land and improving land ownership through legal and policy reforms and use of innovative tools, e.g. joint titling etc.
3. The involvement of youth in agriculture can be greatly addressed through providing them access to land, training, access to finance/ credit and other incentives that make agriculture profitable
4. Youth involvement in agriculture because it is an important sector to ensure succession plan in agriculture through youth involvement
5. Competition/land use conflicts between pastoralists and farmers
6. Legal aid and training of magistrates and lawyers to address land disputes ---especially for women and the poor
7. Decentralised land administration systems and improved land information systems to increase transparency and access of land institutions



# Fancy Ostrich Farming?

## Take it from Mina Gill

By: Majara Monamodi

**O**n the outskirts of Kimberly lies a sleepy town called Papierstad. A few hundred kilometers away from the city of diamonds, life here is peaceful claims Mina Gill. An ostrich farmer of over 10 years, Mina is one of the rare women farmers making a success of ostrich farming.

The business of ostrich farming is a profitable venture but never dominates agriculture news headlines except for the 2004-2006 bird flu scare. Mina supports the view that ostrich farming is viable but admits little information existed for the previously disadvantaged communities.

It is a reported fact that the industry has well over 600 ostrich farmers and 16 processing plants exporting meat, leather, feathers and eggs. According to the South African Ostrich Business Chamber (2004) the industry roughly exported 90% ostrich to Europe. Ostrich farming has a long been profitable entity even before the 1986 sanctions imposed on South Africa.

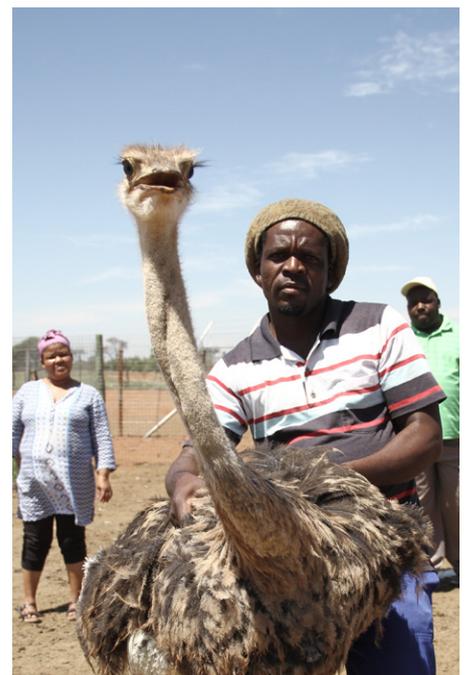
At the time, South Africa exported a record high of "90 000 ostrich hides to the United States alone" (Vyver, 1992).

Her interest in ostrich farming was inspired by a trip to London - Agricultural Royal Show. "I hardly could not believe the meat we were tasting was from South Africa and best of all ostrich meat" she says. This triggered a volley of interest and in 2009 she approached the Ostrich Business Chamber which propelled a start into ostrich farming.

Seven years later, Mina owned 198 ostriches, supplying meat, feathers and eggs to various markets. She also gained an export certificate that allowed her to export 34kg of ostrich meat.

Mina has set her sights on commercial ostrich farming and placing huge orders of chicks. With the completion of a new abattoir in De Aar (built through CASP), it will help reduce transportation costs of animals and on reliance of private vet. Government has provided two state vets for the area.

She confesses about inherent obstacles such as reliance and dependence on medical supplies, feed, and chicks from one source.



# The ARC uses technology to assist farmers

By Sandile Ngcamphalala,  
Agricultural Research Council

In its effort to ensure a successful and sustainable agriculture sector through efficient and effective extension and advisory services, the Agricultural Research Council (ARC) has developed and taken to market the ARC Hub mobile application. The ARC Hub is an advisory services application that supports and enhances on-farm decision-making processes.

Accurate and timely information is required at every stage of the agricultural value chain involving numerous aspects of agribusiness management such as land preparation; planting, animal management, water management, fertilizer application, pest management, harvesting, post-harvest handling, packaging, transportation, processing/ value addition, quality management, food safety, storage and marketing.

The ARC Hub effectively responds to the technical elements of the value chain as reflected in the ARC research areas. These include research on vegetables and ornamental crops, deciduous fruits, tropical and sub-tropical crops, grain and industrial crops, soil climate and water, plant protection, veterinary science, agricultural engineering as well as animal production. The App also provides information on training programmes provided by the ARC for which farmers and others can participate as well as books that can be purchased from the ARC. Through the App farmers and experts can share early warning information for improved risk management in the sector.

The ARC Hub tremendously improves the delivery of such information in a cost-effective, concise and user friendly form at the comfort of the user's device and space.

The ARC Hub is supported by ARC experts through the provision and updating of agro-enterprise support information as well as addressing specific queries from farmers and extension officials as information users on the ground. The ARC Hub makes it possible for farmers, extension practitioners and knowledge brokers to access not only information at their fingertips, but to also access and interaction with experts for technical advice and support. The App effectively provide a virtual platform for researchers, advisory services practitioners and farmers to interact and learn from one another.

It is advisable that all users register themselves to allow the ARC to improve support by sharing relevant information as guided by the user profiles in terms of location and types of enterprises.

The ARC acknowledges financial support for the project from the Department of Science and Technology (Chief Directorate: Innovation for Inclusive Development) as well as collaborating developers from mLab Southern Africa.

*Users can access the ARC Hub App free on Android and Apple. It can also be accessible through the web on [www.archub.agric.za](http://www.archub.agric.za).*



Thank you  
for registering  
with the ARC



ARC at your fingertips

# The NAMC Transformation Review Committee (TRC) visits black role-players in the South African Table Grapes Industry

By: Ndumiso Mazibuko & Matsobane Mpyana

The NAMC has established an independent committee to monitor and evaluate the transformation initiatives funded through the 20% transformation levy. In 2017, the TRC visited projects supported by the South African Table Grapes Industry (SATI) in the Western Cape Province. SATI represents over 325 producers in five production areas. The main focus areas of SATI are on transformation and training, research and technical activities, and market access and knowledge management. SATI intends to become a progressive, growth-oriented industry representative, recognised as a global leader in the Table Grape Industry and an authentic leader in the South African agricultural sector.

## Table grapes growing regions in South Africa

It creates opportunities in the industry in the form of jobs; contributes to economic and rural development; promotes growth within the industry through new markets (market access); introduces new technology such as new cultivars; and earns much-needed foreign currency through exports. The Industry has transformation at heart through continued growth and relevance of the table grapes industry by ensuring job creation, stabilising rural economies and advancing black economic empowerment.

As part of Monitoring and Evaluating, the NAMC visited seven (7) projects in the Western Cape supported by SATI, through their transformation initiatives, which included Siyazama Klippland Boerdery, Lewis Boerdery, PG Kriel, Buffelskraal, Carton Group/Vergelegen, Cross Atlantic and WCB Boerdery. These transformation projects are 100% black owned with a representation of both men and women employing over 500 seasonal and 150 permanent workers. The total production is estimated at over 500 000 cartons and a profit of approximately R32 million, on total land size of about 452,5 hectares annually. The table grapes industry is export oriented with over 90% of the total produce is shipped to the United Kingdom, China and the European Union. Beneficiaries, NAMC staff members and SATI representatives

The key stakeholders involved are SATI, Western Cape Department of Agriculture, Rural Development, Farmer Associations and CASIDRA to mention few. These stakeholders play a crucial role in the development of transformation initiatives through provision of infrastructure, mechanisation and equipment, and production inputs such as vines. Furthermore, assist with educational events both locally and internationally, on learn about new research and cultivars, and provides an opportunity for the farmers to keep track of their produce in the global markets. However, challenges like; lack of electricity, cooling storage, finance, land for expansion, pack house and new cultivars (seedless), have been identified. Given all these challenges almost all the farmers have access to export markets acquired through contracts. Interestingly, none of the produce exported had any quality issues. SATI is in process of capacitating the farmers on aspects such as understanding contracts, export value chain beyond farm gate and international trade, training on production and business training, including ethical trade.

## Lessons to learn

Different ownership models are being supported in the industry (100% black owned, partnerships, and equity schemes), and farmers are part of the decision making; the BBBEE initiative must be built on openness, transparency, business acumen, skills development, compliance, and commitment from the farmer. Furthermore, SATI strives to provide the latest information and technology, and to facilitate access to expert advice for creating an environment where informed decisions can be made; therefore, SATI has introduced initiatives such as the breeding programme in California, USA. This gave the farmers first-hand information from the breeders themselves on their innovations. Key to note is the collaboration between commercial farmers, exporters and new entrants are vital which created healthy engagements with potential financiers. They further support the farmers by supplying these financing institutions with information and documentation in order to increase the potential of accessing finance. The establishment of vineyards, production

practices, labour management and packaging seemed to be on par.

## Recommendations for future projects

Farmers should be encouraged to explore other funding mechanisms such as loans to supplement grant funding. The establishment of vineyards is costly. Moreover, capacity building programmes of shareholders within these entities need to intensify, to avoid misunderstandings their businesses. This was evidenced in the equity schemes and partnerships.

In conclusion, The NAMC is of the opinion that the participation of SATI in these projects has created a platform for the farmers to increase the productivity of their farms. Furthermore, the team believes that the supply of good, new genetic planting material (new cultivars) to the farmers is a good enterprise development initiative. Business and management training initiatives and support services, especially where literacy levels are low, are of great importance, this is normally in the equity schemes. Participants should understand the industry and the entire value chain. Technical support should be provided on a continuous basis. More attention should be given to the newer varieties available for increasing sustainability, competitiveness, and profitability.

## Acknowledgements

The NAMC would like to acknowledge the South African Table Grape Industry (SATI) for their contribution in advancing transformation and their support provided to the smallholder farmers in the industry. Furthermore, we acknowledge their commitment in ensuring that partnerships between smallholder and commercial farmers are strengthened and that both parties (shareholders) fully understand the contents of the agreements that they enter into, and for the provision of training and equipping the farmers with necessary skills such as contract and financial management, and knowledge of international trade. We are also thankful for the commitment and the time provided to us to engage with them on their pivotal work in the agricultural economic space.



Join us on June 16 as we reveal  
our  
**Y Agriculture Leaders**  
- Top 5/ 2018

The National Agricultural Marketing Council launched Y- Agriculture in 2016. Behind the pomp and gloss ceremony laid the manifestation of a sector heading towards extinction. All agricultural industries represented shared similar views. Numerous attempts and resources in the past have been injected in media programmes focusing on youth involved in agriculture. It was hoped, ideally, that it will attract youth to agriculture.

Sadly, the supposed youth the sector designed programmes for did not seemingly understand or comprehend the direction of these programmes. A lull period ensued and nothing of youth agriculture worth appetizing came forth. Suddenly, the 2013/2014 drought phenomenon awakened young journalists in news board rooms to report on agriculture. Slowly, a trend began to emerge covering successful youth agriculturalists. More manner rained down because of the land redistribution without compensation debate.

From this vintage point, agriculture will be a hot topic in the 'new dawn' of President Cyril Ramaphosa tenure. Crucially, there has not been a better time than now to embrace young farmers, youth agriculture professionals and youth agribusiness.

The Y Agriculture Top 5 Leaders ceases this moment. It celebrates youth in agriculture who have shaken the foundation of the sector, changed and shaped how things were previously done, parachuted agricultural innovation in their communities, challenged agricultural norms and naysayers. Excellence is something not easily celebrated in agriculture. These youth have proven it can be done and look to inspire others that come after them.

*Cheers to them that refused to fail, refused to be tied to stigma, against all odds persevered.*



Sifiso Ntchisa, Dairy farmer

The idea behind the Future Farmers Foundation was initiated after the first student was sent abroad in 2007, with a formal entity now dedicated to providing platforms from which young men and women who are passionate about agriculture and farming in general can become successful commercial farm managers or farmers in their own right. An apprenticeship system has been put in place to accommodate school leavers who are unable to attend universities, and in all cases these students selected must be passionate about farming and have an excellent work ethic and sense of responsibility.

To start them off, they are placed on farms where they gain experience, starting from the bottom and learning a large variety of skills, and after a year or two of practical experience, the apprentices who excel in their work can be selected to do a years' internship overseas via grant funding provided by the Future Farmers Foundation. To increase the numbers of suitably qualified students, we are looking for farmers in South Africa and abroad to take on our apprentices, and would welcome enquiries.

By: Judy Stuart

<http://www.futurefarmersfoundation.com>

# Future Farmers

*Future Farmers evolved. It was neither planned nor anticipated. It just happened.*

There was a time when many children aged from seven or eight years through to eighteen years, used to come out to the farm to train heifers for youth shows. They were children who did not have animals at home but who loved working with them, training them and preparing them for shows. There were always plenty of young heifers on the farm, and the children were welcome to come and work with them. Our home was often over run with these young enthusiasts during weekends and school holidays!

It happened that I uncounted other young people at the shows. They were from Zakhe College and were also showing heifers. We became friends. When it was time for them to finish at school and move on to tertiary education, I asked this small group what their future plans might be. I expected them to be going on to universities and colleges to advance their knowledge and exploit their passion. Not one of them could afford tertiary education and some of them did not have the academic records to be accepted by these institutions. When I left school, there was not one agricultural college in the country that was open to girls, so there were no opportunities for me. I could not pursue a career in farming and a generation later, I was faced with these amazing youngsters who were in the same position.

These were the young farmers of the future. Our youth is our most valuable resource, worth more than our diamonds and gold, and these young people had no opportunity to follow their passion. There is a huge shortage of farmers in this country and we need every one of them. They had no money and I had no money. But I did know people in the industry, particularly in dairy farming. I decided to start approaching farmers to ask them if they would take on these young people as apprentices. Some of them did. I remember once, spending a whole day driving from farm to farm and not finding one farmer who would take on one of the lads. They nearly all said that it was a great idea but that would not work.

I knew that it would work. I just needed the support.

I managed to find a farmer in Germany who was prepared to take on one of our young men. Zakhe Agricultural School had the class vote for a candidate, and Sifiso Ntchisa was elected. He became the first future farmer and was soon on a plane to Germany. I remember him phoning me to say that there were no workers, just himself and his employer and the employer was doubting as the local mayor. He told me that his body was aching. The next time he called, his body was not aching anymore because he was that fit. Sifiso was the only apprentice who started with an oversea internship. I realised that they needed time in this country to develop their skills before sent abroad. I needed to get to know them so that I could be sure that only top candidates were sent on internship.

Sifiso did very well. His visa was extended so that he could stay for a further three months to enable his employer to have a back operation and during this period of time Sifiso was responsible for running the farm. Sifiso is a dairy manager today and responsible for 1000 cows and the staff who works with them. He was in Germany in 2006. Many young people have followed In Sifiso's footsteps. At any one time, we have as many as ten interns on farms abroad. Most of them take advantage of this amazing opportunity. They learn a great deal, not just home thinking differently. The majority develop leadership skills which are invaluable to them going forward.

One of the most important elements of Future Farmers as a programme, is that it was started with no financial resources. It still operates on a shoestring. There are handouts. The apprentices start work on minimum wage, regardless of their qualifications. They must prove themselves and work up through the system.

When they go overseas, there are three sponsors who make this possible. One is the Saville Foundation and the other is the Underberg Farmers Association. Bayer has just joined as a major sponsor and their contribution will enable us to send another twelve interns ever year. They pay for the air tickets, health insurance, agency fees and visa costs. Our young interns pay all of this back. Half of their monthly wage is paid back to the sponsor, until all is paid. Their wages in Australia and the USA are good enough to enable this and most pay off their debt within four months. The money which is returned is used to send the next intern. Future farmers need to do things for themselves. I want them to know that they are responsible for their success no one else. Future Farmers creates opportunities. It is up to our young people to take these opportunities and make the most of them.

We know that times are changing rapidly, but however many jobs may disappear due to technological evolution: there will always be an important place for the farmers in this world. We need them every time we sit down to a meal.

# Towards Social Inclusivity: Challenging youth perception of the agricultural sector

The announcement of a detailed economic recovery plan by the President was a welcome development for many hopeful of a reprieve to the downturn in recent years that has stunted growth. 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.

With Youth Month now firmly in focus, it is prudent for all sectors in society to consider how their respective efforts will firstly give effect to this recovery plan and secondly support to solve our youth unemployment crisis by creating appropriate opportunities to help youths participate in the economy.

The agricultural sector is undoubtedly going to be a central player in contributing to this economic recovery, having already been a leading contributor to GDP growth and helping to lift the economy out of a technical recession. While the agricultural sector is demonstrating its ability to become a cornerstone of the country's economy, even in depressed economic times, its translation into significant benefits for previously marginalised groups, like the youth, has been slow.

The National Development Plan (NDP) provides a clear and overarching policy approach to agriculture that is being implemented across government and within the agricultural sector. As the primary economic activity in rural areas, agriculture has the potential to create close to 1-million jobs by 2030. However, the implementation of activities that will encourage and support more youth entering the agricultural sector hinges on the ability of sector players to fully understand the challenges and how best to respond to them.

To this end, Land Bank concluded a study to understand the perceptions and attitudes of the youth regarding the agricultural sector as well as the challenges faced by young people participating in the sector. With a mandate to promote social inclusivity within the agricultural sector, these insights are playing a critical role in allowing the Bank to customise its programmes to best support young people in agriculture.

Key findings included :

- Data collected during the surveys suggested that young people's perception of, and attitude towards the agricultural sector is largely influenced by a lack of information and exposure to the industry. Several of the respondents noted that they did not know what agriculture was or what it entailed;
- Others only associated agriculture with subsistence farming, hard work, and being poor;
- Respondents also had little knowledge of opportunities in the sector, and the variety of careers across the agricultural value chain;
- A majority of the respondents preferred a career in one of the tertiary sectors, over a career in agriculture; and
- Some of the main challenges associated with the agricultural sector include a shortage of arable land, a lack of funding as well as industry information and statistics, climate change, and a lack of interest in the industry.

To confirm these perceptions, the study interviewed key role players in agriculture and/or youth training and development, finding that the majority share the sentiments expressed by the youth in the primary survey. According to several role players interviewed, there is a general view amongst young people that agriculture is an industry for uneducated individuals who do not require proper training. As a result, educated youth tend to view agriculture as their last option, and instead focus their energy on finding employment in the corporate space.

These findings confirm that there is much work to be done in re-positioning the agricultural sector to become more attractive to young people.

The agricultural value chain has become far more integrated, accommodating a diverse array of transferable skills, knowledge and expertise. Technology continues to revolutionise the sector, with many farmers already implementing cutting-edge precision farming methods to enhance their yields and better manage farming processes.

Farmers of the future will be using apps, drone technology and will require other innovative solutions to overcome age-old challenges. With the youth already predisposed to technology through the high penetration of smartphones in this country and increasing access to the internet, they are truly best placed to take advantage of these exciting opportunities within the industry.

While these are not typically traditional 'on the farm' opportunities, we can still show the youth how traditional farming methods are becoming integrated with our digitised lives throughout the agricultural value chain to meet demand and supply. As such, our expanded strategic focus must incorporate secondary agriculture to align with current trends influencing the industry.

South Africa has some of the most successful commercial farmers and, at Land Bank, we are working to bridge the skills gap by bringing these farmers together with emerging farmers, and providing appropriate financing to ensure that they "graduate" to the commercial level. Our focus is to provide support to young individuals already involved in agriculture, since their success is likely to inspire other young people to get involved.

Our collective interventions must dispel negative perceptions about the industry, and ensure that skills being attracted to the sector can be appropriately applied. This translates to ensuring that there is sufficient capacity to train young people wanting to participate in the sector, in both theory and in practice.

At Land Bank, we are in the process of finalising a youth strategy, taking these key findings into consideration. We remain confident that, beyond the brief but important awareness Youth Month brings around the challenges facing our country's youth, we will be able to work with role players in the agricultural sector to achieve real sustainable development impact amongst this group.

<sup>1</sup> Perception Survey on the Agricultural Sector Among the Rural and Urban Youth, June 2017

# Impact Studies Series

**A**s one of the ARC's core business areas and in its quest for excellence in research and development, the Agricultural Economics and Capacity Development Division translates research results into useable outputs in support of agrarian transformation and the efficiency and competitiveness of the sector.

Transferring relevant technology to farmers and agribusiness elevates productivity, food security and rural development, and contributes significantly to developing human capital and uplifting communities. To this end the ARC has conducted several impact studies including:

## High-value crop programme in the Eastern Cape

The goal was to improve food security, address agricultural challenges faced by smallholder farmers, and to stimulate a market economy. Over 15 years, fruit and vegetable production has been introduced to more than 50 villages, with the planting of more than 116 000 trees benefitting more than 5 000 households.

## Wheat production in the Western Cape

The introduction of conservation agriculture to Western Cape wheat farmers has increased production and profit, reduced soil erosion and improved water quality and soil health. Conservation agriculture combines the best modern and traditional practices to manage soil, water and agriculture.

## National cultivar trials

Reliable cultivar performance information helps summer grain crop farmers select cultivars better adapted to the conditions where they are grown. This leads to an increase in yields and profits with little

or no additional cost. The key finding of the study quantified the economic value of National Cultivar Trials for maize, sorghum, sunflower, soybeans and dry beans in South Africa.

## Economic value of plum research

The ARC's plum research and development has yielded successful South African cultivars and an overall growth in the plum industry. Of the 39 most-exported plum cultivars grown in South Africa, 16 were developed as part of the ARC's breeding programme.

## The impact of Rift Valley Fever and Lumpy Skin Disease on the livestock economy

The study aimed to measure the effect of recent outbreaks of Lumpy Skin Disease and Rift Valley Fever on subsistence and commercial livestock farms in South Africa, as well as measure the greater economic impact on the country.

## The economic value of dry bean research

Dry bean breeding in South Africa started in the 1950s. A formal breeding programme was established by the ARC in 1980 which has produced high-yielding 37 cultivars of both red and speckled and small white canning beans and has encouraged economic returns in the sector.

## The economic value of peach and nectarine research

The South African peach and nectarine industry has grown strongly in recent years thanks to committed research at the ARC which has produced almost 100 new cultivars well-suited to local conditions. The study has found a 56% rate of return on investment in the sector. Research and Development conducted at the ARC has enabled the South African canning industry to compete in China.

## The value of investing in biocontrol research

Biocontrol methods have certain advantages over conventional control strategies and reduce alien plant invasiveness and causing population to decline and reduce their spread. The ARC has a long history in the control of invasive alien plants and has tested 207 potential control agents 106 of which were proven effective and safe for release. Of these agents 75 became established in the field against 48 target alien species.

## The economic value of vegetable research

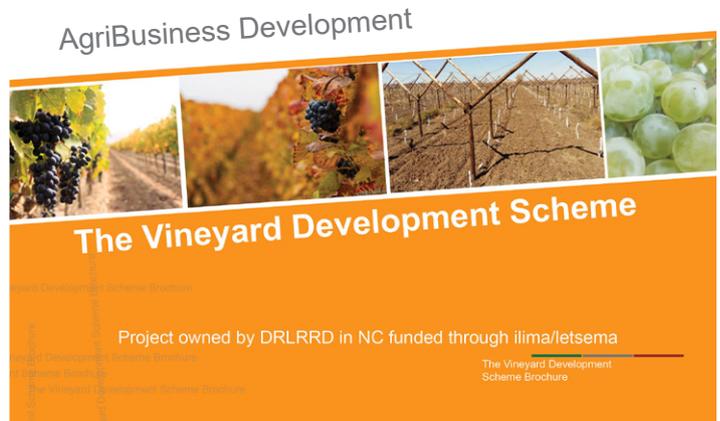
When World War II broke out in 1939, a local seed industry grew to address the vegetable seed shortage in South Africa. The ARC's vegetable research helps maintain a viable agricultural sector in the face of growing food production demands and continued to show major positive impact on the commercial agriculture despite diminishing research funding.

## NAMC Programs



### Statutory Measures in South Africa

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.



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 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.



**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.

# PPECB develops

## South Africa's Smallholder Farmers



**A** top priority for the Development Unit of the Perishable Products Export Control Board (PPECB), in collaboration with the Department of Agriculture, Forestry and Fisheries (DAFF), is the development of Smallholder Farmers to stimulate growth within the South African agricultural sector. The collaboration conducts a Food Safety Certification programme to assist Smallholder Farmers with meeting certification requirements for South African Good Agricultural Practices (SAGAP) to access international markets.

Participating farmers are identified by provincial departments and are assessed by DAFF to determine whether or not they meet the criteria for the programme. Once approved, our Development Facilitator, Mr Tshupo Mokgothu, conducts a pre-audit assessment where non-conformances are identified. Non-conformances often relate to soft-issues involving documentation, for example, incomplete or outstanding records. Alternatively the non-conformances are infrastructure-related in which case the provincial departments are approached to assist the farmers. A one-on-one session is then held between Mr Mokgothu and the farmer to confirm

if all non-conformances have been aptly addressed followed by the final audit.

The listeriosis outbreak has raised awareness about the importance of Food Safety certification and the market has since become stricter in terms of food safety standards. South African farmers are determined to conform to food safety standards to prevent their crop contamination.

The PPECB is proud of the role it plays in the development field and is committed to the continued advancement of South Africa's Smallholder Farmers.



# PPECB

# Breakfast Seminar: Unpacking the ANC's resolution on land expropriation without compensation



## Breakfast Programme

6 March 2018 | 07:30 to 11:30 | Pretoria Hotel Fire & Ice, Menlyn, Pretoria

**Authors:** Lucius Phaleng, Fezeka Matebeni, Dr Simphiwe Ngqangweni & Majara Monamodi

NAMC, ARC and Land Bank are the three institutions of the national government that are primarily ensuring the sustainability of agriculture and provide all necessary support (i.e. financial support, and support in terms of economic understanding of markets in the sector and provide technical solutions around vaccines, increase in production, yield etc.).

Therefore, it is both in the interest of three institutions and constituency to make sure that all understand where South Africa is going and it is in that particular context that the land seminar was convened. This discussion needs to continue in terms of exploring key issues in the best interest of South Africans.

He noted that the discussion indicated that South Africans need to fully understand what expropriation means before getting to the point of expropriation without compensation. The discussion around the issue of land expropriation without compensation should not be limited to agricultural sector and it needs to be spread to other sectors in order to explore other ways in which land reform could be achieved in a sustainable manner.

It was suggested that the future joint initiatives between ARC, Land Bank and NAMC should include convening of a research symposium that will focus on data and evidence on land issues.

Brought to you by:



National Agricultural  
Marketing Council  
Promoting market access for South African agriculture

# 2017-2018 National **Red Meat** Development Programme



**R9 993 237**  
Investment made

**+700**  
Beneficiaries

**16**  
Operational CFPs

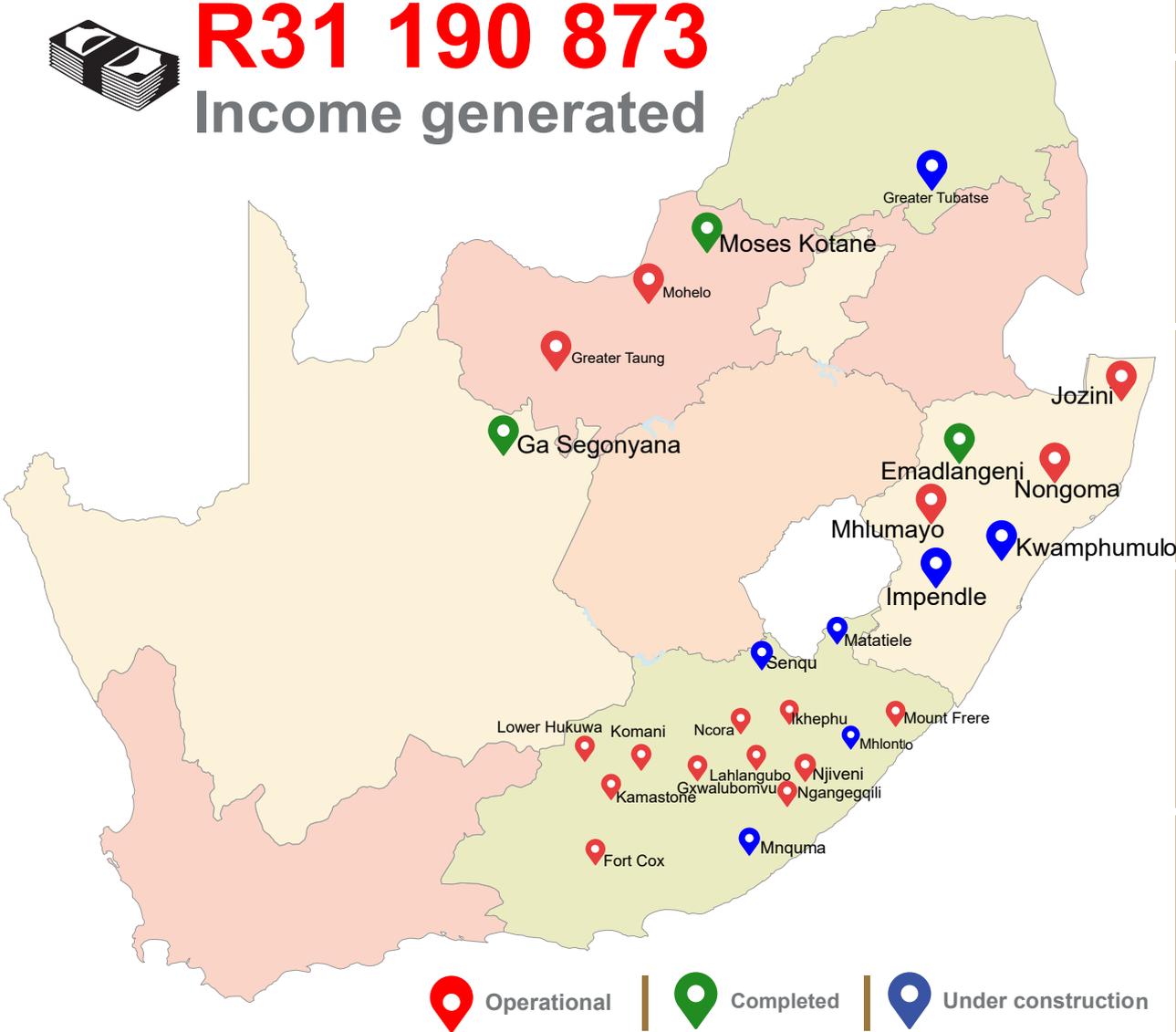
**5560**  
Animals Capacity

**3953**  
Animals sold

**10**  
Auctions



**R31 190 873**  
Income generated



Building farmers' understanding of structure, operation, requirements of formal markets through broadening, deepening, and reducing distance to markets in emerging/communal farming areas by training, practical assistance to align age, health, breeding of animals more closely with market demand



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rural development  
& land reform

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Rural Development and Land Reform  
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