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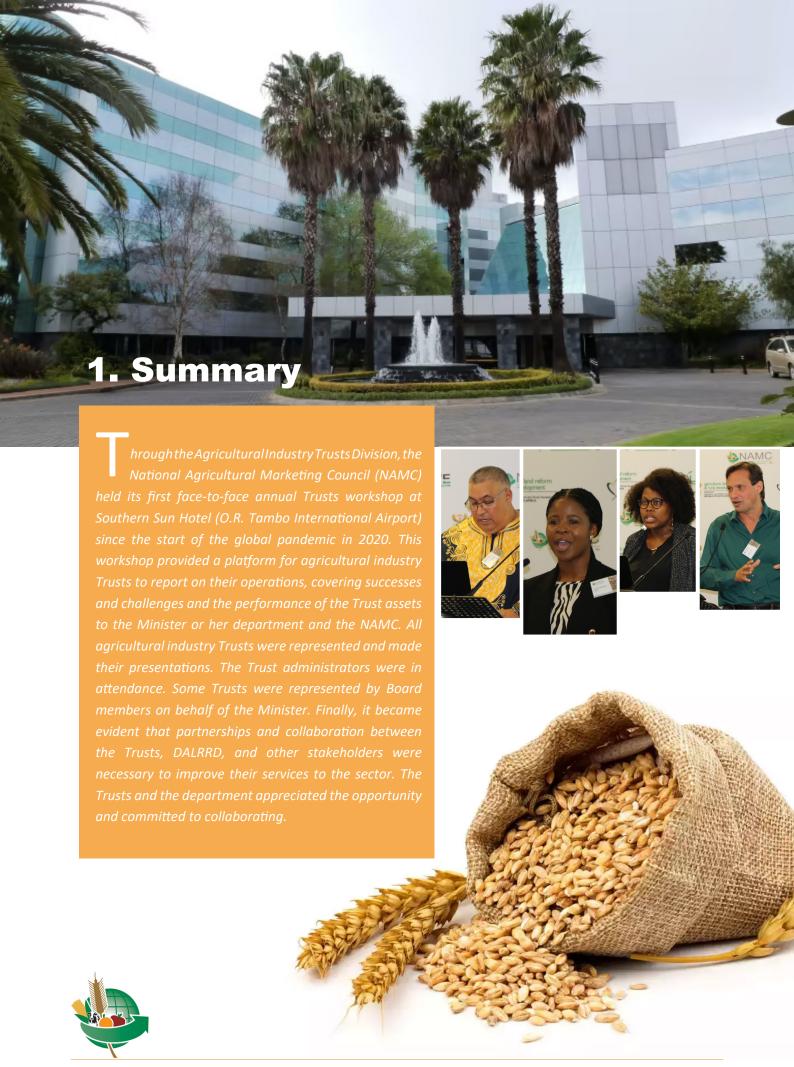


DATE: 09 MARCH 2023 Compiled by:

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2. Welcoming and setting of the scene



By Mr. A. Petersen (Chairperson of the NAMC Council/Board)

r Petersen welcomed everyone at the workshop and appreciated the delegates honouring the invitation. The chair of the NAMC Council reminded the delegates that the mandates of the Trusts were twofold:

- Firstly, to keep the Trust assets evergreen; and
- Secondly, to use the proceeds from investment accounts or immovable assets to fund industry operations.

This mandate is then communicated to the Minister by the NAMC through the Status of Trust Report. In addition, the NAMC holds annual engagements with all agricultural industry Trusts to support their mandate. In 2020, the workshop determined that public-private partnerships were essential for upscaling. The Chair also expressed that he was pleased to see that the model had been adopted as one of the delivery models for implementing the Agricultureand Agro-processing Master Plan (AAMP).

The whole sector heavily relies on Trusts and levies to fund transformation. The Chair indicated that over R1.6 billion had been spent on transformation interventions since the establishment of the levies and Trusts. However, he believed that there might be a greater impact on the ground. He argued that a concerted effort and a public-private partnership were necessary to expedite the situation. The Chair outlined that preliminary results showed that Trust assets had increased in 2021/22 to R2.9 billion from R2.4 billion in the previous reporting period. According to him, this growth felt remarkable as it was achieved despite all the geopolitical turmoil, the Russia-Ukraine war and natural disasters in KZN. He commended the Boards of these Trusts for achieving such growth and providing funds to the industry to finance its affairs.

In closing, he indicated that the honourable Minister of Agriculture met with industry captains in January to discuss the impact of the ongoing electricity crisis. A task force composed of government, agricultural industry, and energy experts had been assigned to monitor and advise on the impact of load-shedding on food security. Mr Petersen then wished the attendees productive engagements.

3. Agriculture Agro-processing Masterplan (AAMP)

Presentation By Ms. O. Tshitiza

n her presentation, Ms Tshitiza discussed the Agriculture Agro-Processing Masterplan (AAMP). She began by defining AAMP as a "sectoral economic framework" designed to coordinate efforts, bring efficiency and transparency in the implementation, and provide the common goal and indicators of success in contributing towards the 2030 National Development Plan (NDP). Despite the dualistic nature of the sector, Tshitiza explained that through AAMP collaborations, it is possible to ensure inclusive growth and create a competitive environment. She indicated that the two delivery models for the AAMP included Commodity Value Chain Round Tables and Transformation Schemes linked to specific commodity value chain models. It should be noted that the NAMC coordinates the implementation of AAMP. It is already engaging different commodity associations in aligning with the AAMP objectives. The AAMP was signed on May 12, 2022 by the social partners.

She added that the AAMP development was informed by several reasons including, but not limited to, globalisation and the need to sustain competitiveness in the sector through partnerships. There are also uncoordinated developmental initiatives that have resulted in a lack of farmer support systems, making transformation implementation very slow. The AAMP also identified the sector's inequality problem emanating from historical backgrounds, uncoordinated support,

and lack of funding. Its vision and approaches aim to build a competitive, transformed and inclusive agriculture and food value chain by utilising government and private sector skills, resources and knowledge.

More importantly, the AAMP aims to raise R9.4 billion for targeted infrastructure maintenance and expansion of irrigation schemes, dams, dipping tanks, roads and NFPMs, colleges and Agri-parks in the short-term (2022-2025). In terms of job creation and skills development, the AAMP will appoint 10 000 new extension officers and further wants to unlock R7 billion in agricultural financing for farmers and SMMEs through the Blended Finance, Agro-processing Fund, Statutory Levy, State Grants, Industry Trusts and Supplier Development Programme.

To date, NAMC and DALRRD have engaged industries to prioritise and institutionalise AAMP implementation into new statutory measures, applications and Trusts aligned to AAMP. Moreover, DALRRD and its State-Owned Entities' (SOEs) new Strategic Plans align with AAMP goals — institutionalising AAMP in the state budget. As per the two delivery models, DALRRD completed the review of VCRTs ToRs and the NAMC completed the guidelines for Transformation Schemes and started workshopping them with the industries (i.e., citrus, cotton, and maize).

4. Keynote address: Department of Agriculture, Land Reform and Rural Development

Mr Zantsi's keynote address covered three (3) key aspects, the Agriculture and Agro-processing Master Plan, climate change and its Impact and the role of agricultural industry Trusts. He began his address by expressing that the workshop came at a time when the country faced domestic energy challenges while experiencing the effects of the Russian-Ukraine War internationally. According to him, the electricity crisis is devastating the agricultural sector and other sectors of the economy. He emphasized that the fourth quarter gross domestic product figures were gloomy. However, there are promising elements in the State of the Nation Address. In this address. the President announced the establishment of the Ministry of Electricity, whose mandate is to end load-shedding and stabilise the country's electricity grid.

The Agriculture and Agro-processing Master Plan according to Mr Zantsi, is a Social Compact designed to stimulate economic recovery and set the sector on a new growth path. He indicated that the government and social partners signed the AAMP except for Labour. Labour indicated its support for the AAMP but argued that its concerns were not adequately addressed; hence they did not sign. The Agriculture and Agro-processing Master Plan (AAMP) provides an opportunity to realign to the NDP's vision of an inclusive and thriving agricultural and Agro-processing sector. The South African food system consists of a variety of highly diverse value chains with diverse producers connected to many formal and sophisticated markets, as well as unregulated and informal markets.



Climate Change and its Impact – He indicated that the sector had been confronted by frequent natural disasters such as extreme drought, rainfalls, diseases and pest outbreaks. However, the agricultural and Agro-processing sectors' performance over the past year has confirmed the sectors' ability to recover from multi-year natural shocks. By 2050 and beyond, climate change models predict temperature increases of at most 3°C in our cropgrowing regions. The current South African annual precipitation is highly variable, year over year and with some tendency towards extreme rainfall events or droughts. The recent drought and the extreme rainfall experienced in different parts of our country demonstrate that these predictions are not unfounded.

The Role of Industry Trusts – Mr Zantsi argued that close working relations between the DALRRD, the NAMC and the Trusts are essential to achieving more meaningful transformation and inclusive growth. The department, through the NAMC, continues to play a crucial role in the functioning of a competitive sector. According to the stipulations of the Marketing of Agricultural Products Act of 1996, agricultural Trust funds may be used for purposes that advance one or more of the objectives of the Act without being detrimental to any of such objectives.



The agricultural Trust funds may also be utilised to further transformation of the agricultural sector with a specific focus on the following elements of transformation:

- A) Ownership;
- B) Skills development;
- C) Enterprise development;
- D) Contribution to social development and industryspecific initiatives, as outlined in the NAMC's Transformation guidelines.

Conclusion and well wishes — He concluded by emphasizing and appreciating the Trusts' work in collaboration with the NAMC guidance and argued that collaboration and coordination between the Department of Agriculture, Land Reform and Rural Development (DALRRD), the NAMC, and the industry Trusts were critical to ensure innovation in utilising the Trust funds. He assured the delegates that the Department aimed to support Trusts by efficiently processing Trustee appointments and ensuring that submissions were processed without undue delays.

4. Trust presentations













This section presents summaries of industry Trust presentations. Trusts were asked to provide presentations describing their objectives and mandate as per the deed of Trust. Additionally, the presentations needed to cover the following areas:

- composition, activities of the Trust aligned to the objectives of the Trust;
- partnerships established with other stakeholders;
- inancing model;
- status of the assets; and
- status of the Trust.

4.1. Livestock Trusts

4.1.1. Meat Industry Trust (MIT): Dr Ziyanda Majokweni

Dr Z Majokweni indicated that the Trust's total assets amounted to 54.84 million in 2022 from R58.09 million in 2021. She informed the workshop that the Trust offered bursaries to postgraduate red meat students. In this regard, she indicated that, to date, MIT had funded 159 students (91 PhDs and 68 MSc students). Having adopted a transformation strategy, the Trust was now implementing transformation in accordance with the strategy beyond bursaries. The Trust allocated R2 million to transformation and was in the process of selecting beneficiaries. Lastly, MIT was re-positioning itself to direct more funding towards impactful transformation initiatives while continuing to identify opportunities to collaborate with stakeholders. Trustees were also strengthening their oversight of investments to optimise returns while maintaining an acceptable risk level.



4.1.2. Wool Trust: Mr A van de Venter & Mr D Saayman

Mr van de Venter indicated that the sources of funding for the Wool Trust come from fixed assets. As of 28 February 2022, the total assets of the Wool Trust amounted to R582.5 million, an increase of 3.7% or R20.9 million more than at the beginning of the financial year. He also indicated that the Wool Trust worked with Capewools as the beneficiary organisation of the Trust. Capewools works with the industry to identify sector priorities. At this point, Mr Saayman was asked to present the actual activities funded.

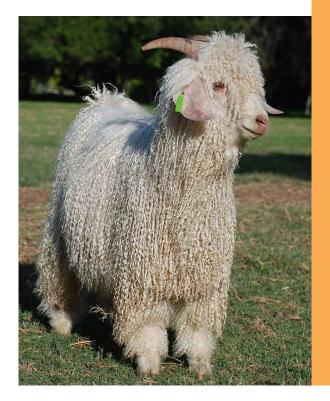
Mr Saayman outlined the following challenges facing the wool industry:

- Lack of extension support in the communal sector,
- Biosecurity risks,
- Lack of infrastructure support,
- Vaccine shortages, and
- Lack of improvement in genetic in the communal areas.

In terms of success, the wool industry has received the following assistance from the Wool Trust:

- Communal Production Advisory Services,
- 380 short courses, and
- 6 298 Individuals have managed to attend.

Moreover, he stated that the wool industry had reconsidered its approach to transformation since the establishment of the Empowerment Trust.





4.1. 3. Mohair Trust: Mr M. Coetzee

Mr Coetzee explained that the Mohair Trust used Mohair South Africa as the beneficiary organisation. The Trust also has empowerment Trusts responsible for all transformation activities. The Trust is proud to have commercialised 3 commercial farmers and has about 12 in its pipeline. The transformation approach includes an interest-free arrangement through the purchase of animals for a qualifying farm. As part of the Trust's arrangement with the mohair brokers, 20% of the income generated after each auction is used to repay the loan. The Trust can purchase a maximum of 1600 goats for farmers, and the prospective farmer must rank in the top ten percentile of the industry. He highlighted mohair industry priorities, including promoting sustainability in the industry, increasing fibre production, biosecurity and veterinary services, education and training, empowerment, transformation and communication in the industry's value chain. Mr Coetzee emphasized that sustainability, environmental protection, and traceability are vital sales drivers. Third-party verification and scientific evidence are essential to the integrity of standards.

4.2. Horticulture Trusts

4.2.1. Deciduous Fruit Industry Development Trust (DFIDT)B: Ms. K. Bezuidenhout

Ms Bezuidenhout outlined that the Deciduous Fruit Industry Development Trust was founded by the Minister of the DALRRD and the Deciduous Fruit Board in March 1999. The Trust inherited R13.6 million following the deregulation process. She indicated that Trust assets amounted to about R20.6 million. Moreover, the Trust has four ministerial Trustees and two industry Trustees. Recently, the Trust invested in a feasibility study in the Free State Province to establish new fruit farms and revitalise existing ones. Lastly, the Trust is awaiting proposals from service providers regarding further investment in the sector.



4.2.2. Citrus industry Trust (CIT): Ms. F. Ratshitanga

Ms Ratshitanga indicated that the Trust was established in 1992 with about R16.7 million in assets inherited from the former Citrus Board. Fruit SA administers the CIT with six Trustees, four representing the Minister and two representing industry stakeholders. The Trust's vision is an integrated citrus industry contributing to social and economic development. The mission is to be a trusted builder of partnerships and coalitions for developing a competitive citrus industry in South Africa. She explained that the Trust funded bursaries through the Citrus Academy and enterprise development through the Grower Development Company (GDC). There are limited funds available to finance the transformation of the Trust. Lastly, the current asset value of the Trust exceeds the value at the time of its establishment by 6.7%.

4.2.3. Potato Industry Development Trust (PIDT): Mr Willie. Jacobs and Mr. H Oberholzer

The presentation outlined the current Board of Trustees and that Potatoes South Africa was the administrator of the PIDT. They also highlighted that the areas funded through the levies were per the NAMC's guidelines, such as transformation, market development, administration, research and development and lastly, industry information. The industry spends over 20% on transformation, with key deliverables around enterprise development, farm-based training, small grower development, and tertiary skills development pipeline. The PIDT has a large transformation footprint in Limpopo with plans to establish a chips factory to stimulate market access. However, the PIDT support is slowly reaching other provinces such as the Eastern Cape and Kwa-Zulu Natal.



4.3. Field crops Trusts

4.3.1. Maize Trust: Ms B. De Witt

Ms De Witt presented the finances of the Trust, whose main objective was to provide funding for the maize industry in South Africa. She highlighted that the Trust did not administer statutory levies, and its funds came solely from investment income. A list of the major beneficiaries of the Trust was also provided. The Trust consists of six Trustees, three appointed by the Minister in the DALRRD and three by industry bodies. She pointed out that the maize Trust's assets were valued at just over R1 billion and that the Trust's annual budget was over R64 million, with operating costs amounting to over R3 million. Her discussion included the Trust's service providers, funding model, and strategic goals. Research, market information, and transformation are among the areas that are funded.

4.3.2. Sorghum Trust: Ms B. De Witt

Ms De Witt highlighted that the Sorghum Trust's main objective was to maximise income and provide funds for the industry's benefit. Her presentation provided an overview of the Trust's background, Board of Trustees and finances. She explained that there was no statutory levy on sorghum and that the Trust's funds were derived mainly from investment income. Over R25.4 million has been invested in the Trust, with an annual income of R1.3 million, an annual funding of R1.9 million, and an administrative cost of R280 000. The Trust's funding model includes 10% for administration, 50% for research projects, 20% for market information and 20% for transformation initiatives. It should be noted that the sorghum industry has declined significantly in profitability, market and production.







4.3.3. Oil and Protein seeds Development Trust (OPDT), Mr G. Keun

The primary objective of the Oil and Protein Seeds Development Trust, according to Mr Keun, is to promote and develop the oilseed industry in South Africa. The focus is on sunflowers, soya beans, groundnuts and rapeseed. The Trust has eight (8) Trustees, six (6) representing industry bodies and two (2) representing the DALRRD Minister. The presentation covered the Trust's finances and that the Trust did not administer statutory levies. OPDT's assets were valued at R343 million as of 31 January 2023. The Trust's total budget was R55 million. In total, R7.4 million of the budget was allocated to administration and committees, while R47.8 million was allocated for research projects relating to the improvement, production, storage, processing or marketing of oilseeds, as well as providing information and advisory services to the oilseed industry and marketing.

4.3.4. Winter Cereal Trust: Mr TV Mongoato

Mr TV Mongoato explained that the Winter Cereals Trust could not make a presentation as the Trust faced some challenges. However, he acknowledged that the Ministry of Agriculture, Land Reform and Rural Development and the NAMC were actively seeking to assist the Trust in resolving its outstanding issues.

4.3.5. National Lucerne Trust: Mr C Bhiya

Mr Bhiya gave a brief overview of the Trust's background and structure. He mentioned that the Trust administered statutory levies and that the Minister had approved the continuation and increase of the statutory measures relating to levies in the lucerne industry for another four years, as published in Government Gazette No. 48158 of 3 March 2023. A statutory levy on lucerne seed and lucerne hay funds the NLT's activities, such as research, development, information and technology transfer, quality control, certification systems and stakeholder contacts. He explained that the NLT was committed to supporting emerging farmers and agribusiness owners to move from subsistence farming to a commercially oriented agribusiness system, thereby increasing their income and profit from lucerne products. However, all core functions are funded only by statutory levies. A lack of investment funds prevents the NLT from planning ahead, particularly in adverse weather conditions.

6. Discussions emanating from the presentations by the trusts' administrators

- 1. During the discussions, it became apparent that partnerships and collaboration were critical to improving the operations of the Trusts in servicing the sector. The livestock industry relies heavily on by-products, such as grains and lucerne, and those Trusts should work together to explore areas of collaboration.
- 2. It was shared that the wool industry was re-organising its institutional setup regarding transformation taking the lesson of the mohair industry to establish and empowerment Trust. The Wool Trust expressed interest in resuming the partnership agreement between the Trust and DALRRD to reconsider the Genetic Improvement Programme that expired in 2018.
- 3. As outlined in the Sorghum Trust presentation, finding smallholder sorghum farmers to assist was challenging. Dr Nherera-Chokuda, livestock sector representative, suggested to the Trust that they could assist by providing them with names of sorghum farmers to consider. The Department is also involved in connecting or providing industries with a list of farmers who may be eligible for assistance.
- 4. The issue of geographical coverage was discussed, and the Trusts were encouraged to ensure that it was addressed. The Potato Industry Development Trust was advised to consider other provinces to avoid market saturation in Limpopo and KZN.



7. Vote of thanks – MrB Nyhodo

The active participation of all delegates was appreciated. All presenters and the NAMC team, who coordinated the logistics for a successful workshop, were thanked for their efforts. The NAMC Council Chairperson and Mr L Zantsi, who represented the department's Director General, were also thanked. To illustrate the importance of stakeholders, Mr B Nyhodo used the example of a farmer whose death was celebrated by monkeys and blackbirds because they viewed him as a problem. Only when there was no planting the following season did they realise that the farmer was responsible for the maize plantings from which they had benefited throughout their lives.

A special word of thanks was also extended to the DALRRD, the NAMC Chief Executive Officer (CEO), management, and staff. He added that the ministerial committee's work had been clearly outlined. The increase in Trust asset value also demonstrated this trend. He further expressed his gratitude to the Trust administrators for preparing workshop presentations and contributing to the drafting and releasing of the status report on Agricultural Trusts. He concluded by noting that there would always be challenges facing the industry, but that all parties involved would have to work together to develop a more competitive and inclusive agriculture.



8.1 Annexure 1: Programme of the day



TIME	ITEM	ву
09:00-09:15	Introductions	All
09:15-09:30	Opening and welcoming	Dr. S. Ngqangweni CEO, NAMC
19:30-09-45	Setting the scene: The role of the NAMC on the work of the agricultural industry trusts	Mr A Petersen NAMC's Chairperson
09:45-10:00	The Agriculture and Agro-Processing Master Plan (AAMP): What it means and Progress thus far	Dr S. Ntombela, Project Manager, AAMP
10:00-10:30	Keynote address: Department of Agriculture, Land Reform and Rural Development	Mr M. Ramasodi Director General, DALRRD
10:30-10:40	TEA BREAK	All
10:40-12:30	INDUSTRY PERTINENT ISSUES (10 MINUTES EACH) * - Livestock Trusts	Industry Trusts' Administrators
12:30-13:00	Discussions emanating from the presentations by the Trusts' Administrators	NAMC and DALRRD
13:00- 13:20	Strategic way forward emanating from Industry Pertinent Issues	NAMC and DALRRD
13:20-13:30	Vote of thanks	Mr. B. Nyhodo
	LUNCH TIME	

^{*} Presentations to align with the mandate and objectives of the Trust (s) as per the deed of trust. The presentation shall cover the following areas: composition, activities of the trust aligned to the objectives of the trust; partnerships established with other stakeholders; the financing model; the status of the assets and the status of the trust (still in good standing or/and challenges)

8.2 Annexure 2: Group photo



8.3 Annexure 3: Attendance register

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NOTE: