



## ***Enterprise Development and Transformation Co-ordination/ Liaison***

(PRJ-0205-2018)

***Godfrey Rathogwa***

***Quarter 2 2018*** (April 2018 till June 2018)

### **Project goals**

#### **Objective 1 - To continue monitoring 17 existing black dairy commercialization enterprises**

##### ***Achievements***

Jobs Fund report for Quarter 1 2018 was delivered during the period under review.

A total of 134 tonnes of lucerne were delivered to seven farmers who contributed 40% of the cost of lucerne.

During the period under review **558** cows were in milk and farmers supplied **484 515** kilogrammes of milk to processors / or consumers.

The livestock broker was instructed to look for more heifers for delivery to new beneficiaries during the third quarter of 2018.

Farmers were engaged regarding number of jobs created against the number in the contract with Jobs Fund.

The independent project assessor collected outstanding information from some project beneficiaries.

Two meetings were held with the Jobs Fund personnel regarding closure of the project.

Three farmers were assisted to develop water system infrastructure for farm requirements while one farmer was assisted to acquire a feed mixer.

***No Non-achievements / underperformance has been reported***

#### **Objective 2 - To deliver cows among new and existing black dairy enterprises depending on compliance with Milk SA criteria and beneficiary counter performance**

##### ***Achievements***

During the period under review a total of seventy pregnant heifers have been delivered to ten existing farmers. Heifers were delivered on condition that the beneficiary entrepreneur contributed 40% of the cost of heifers supplied by MilkSA. The motivation for this approach is to deepen the spirit of an entrepreneur of seeing an opportunity and risking own resources to exploit the identified opportunity. The majority of heifers are expected to be delivered during the

third quarter of the year.

Five new potential project beneficiaries have been identified, visited and explained about the criteria for getting MilkSA support.

Transformation Work Group is currently studying the profiles of each applicant for recommendation to the Internal Management Committee for a final decision.

### ***No Non-achievements / underperformance has been reported***

#### **Objective 3 - To capacitate new black dairy entrepreneurs and their workers in fodder flow planning and dairy herd feeding**

##### ***Achievements***

Five potential project beneficiaries attended the workshop which was held at Harrismith, in Free State where the framework of a business plan was being discussed with nine existing project beneficiaries. Detailed business plans for new beneficiaries will be developed once their participation in the project shall have been approved by the Internal Management Committee.

##### ***Non-achievements / underperformance***

Dairy herd breeding was not done during the period under review because new participants in the project had not yet been finalized.

##### ***Reasons for non-achievements / underperformance***

Dairy herd breeding was not done during the period under review because new participants in the project had not yet been finalized.

#### **Objective 4 - To assist black dairy enterprises in business plan development**

##### ***Achievements***

A workshop was held over a period of two days in Free State during the period under review with existing project beneficiaries and five potential beneficiaries. During the workshop the following aspects were covered:-

Fodder flow planning.

Enterprise mission.

Enterprise mission.

Short term objectives.

Long term objectives.

Strengths of the enterprise.

Weaknesses of the enterprises and strategies to overcome such weaknesses.

Threats and strategies to deal with identified threats.

Follow-up sessions are planned with each entrepreneur to focus deeply on each entrepreneur's circumstances in order to come up with a workable plan.

#### **Objective 5 - To attend four Marketing Forum meetings, coordinate and**

## **liaise with relevant stakeholders**

### ***Achievements***

One Marketing Forum meeting was attended during the period under review. The meeting took place at Glen College, Bloemfontein in Free State Province. The purpose of the Marketing Forum is to facilitate marketing of agricultural produce, especially produce of black agripreneurs.

Activities to promote marketing of produce include the following:

Assisting farmers to be accredited for SA-GAP

Assisting farmers with the supply of marketing information.

Assisting farmers to acquire quality seeds

Assisting farmers to acquire marketing infrastructure through the Comprehensive Agricultural Support Programme (CASP) and Agri-BEE Fun

Masisizane Fund was approached regarding a project which they have funded in KZN but now seeking support from MilkSA.

Land Bank was also approached and has shown their interest in funding farmers if MilkSA were also involved in such projects.

Meetings were held with two processors regarding possible BEE partnerships.

A workshop was organized by NAMC focusing on amended Agri BEE codes and new NAMC's generic transformation guidelines workshop was attended during the period under review.

Meetings were held with NAMC regarding new 2019 Transformation business plan approach and clarity on the 2018 NAMC Generic Transformation Guidelines.

## ***No Non-achievements / underperformance has been reported***

### **Objective 6 - To visit provinces to update data on black dairy enterprises**

#### ***Achievements***

No provincial visits took place during the period under review although the matter was handled through telephone. Furthermore, the matter has been put on the agenda of the Agricultural Marketing Forum and will be discussed during the meeting to be held on 26-27 July 2018. The meeting will be followed by site visits later on during the year.

#### ***Non-achievements / underperformance***

No visits were made to the provinces during the period under review.

#### ***Reasons for non-achievements / underperformance***

It is difficult to secure appointments with provinces. Furthermore, internal activities did not allow time to be travelling.

#### ***Planned remedies for non-achievements / underperformance***

The matter will be discussed at the Agricultural Marketing Forum meeting to be held towards the end of July 2018. Arrangements will be made with provincial representatives at the Marketing Forum.

# Income and expenditure statement

Income and expenditure statement	<a href="#">2018 Enterprise Dev Nico 13 July 2018.xlsx</a>
Unnecessary spending during period	No

## Popular Report

[April to June 2018 Popular Report Final \(003\).docx](#)

## Additional documentation

No file has been uploaded

## Statement

Levy funds were applied only for the purposes stated in the contract	Yes
Levy funds were applied in an appropriate and accountable manner	Yes
Sufficient management and internal control systems were in place to adequately control the project and accurately account for the project expenditure	Yes
The information provided in the report is correct	Yes