



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

(PRJ-0205-2018)

***Godfrey Rathogwa***

***Quarter 4 2018/2018*** (October 2018 till December 2018)

### **Project goals**

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

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

Fifty- four pregnant heifers have been delivered and shared among four Commercialization project beneficiaries during the period under review. Heifers were delivered on condition that the beneficiary entrepreneur contributed 40% of the cost of heifers while MilkSA would pay 60%. This approach is being used to reduce total dependency on grants for a commercial venture while inculcating an entrepreneurial culture of risking own resources to exploit the identified opportunity.

A total of 224 tonnes of lucerne were delivered to 12 farmers who contributed 25% of the cost of lucerne in order to cope with the current drought.

Also, during the same period **469** cows were in milk and farmers supplied **783 023** kilograms of milk to processors / or consumers. The total number of cows in milk decreased by **17.7%** while milk volume also went up by **40.5%** during the same compared with July to September 2018. Average number of cows in milk per farmer for the period ranges from 9 to 68 while milk production per cow per day ranges from 4.5 to 18.2 litres per day. The livestock broker was further requested to look for heifers for delivery during the first quarter of 2019. It should be noted that veterinarian reports on TB, CA and pregnant status of heifers being or to be delivered are supplied at the same time.

Project beneficiaries identified during Q3 maintained their position which they informed the Transformation Manager during Q2 that delivery of heifers be delayed because of drought, milk surplus and low prices.

### ***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 **fifty- four** pregnant heifers have been delivered and shared among four Commercialization project beneficiaries . Heifers were delivered on condition that the beneficiary entrepreneur contributed 40% of the cost of heifers while MilkSA would pay 60%.

This approach is being used if a beneficiary has already received heifers as a grant to reduce total dependency on grants for a commercial venture while trying to deepen an entrepreneurial culture of risking own resources to exploit the identified opportunity.

### ***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***

A farmer's day was held where experts talked about fodder flow planning and dairy herd feeding. A dairy expert also visited some farmers and produced a report guiding farmers regarding fodder flow planning, breeding and dairy herd feeding.

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

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

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

Business plans were developed for 11 enterprises and will be submitted to the relevant financial institutions once outstanding information such as current debt and list of assets shall have been received.

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

Business plans have not yet been submitted due to outstanding information from Project beneficiaries.

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

Business plans have not yet been submitted due to outstanding information from Project beneficiaries.

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

Outstanding information is being collected and it is believed work will be completed and submitted before end of March 2019.

#### **Objective 5 - To attend four Marketing Forum meetings, coordinate and liaise with relevant stakeholders**

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

### **5.1. SA-GAP certification program**

A quarterly progress report on SA GAP certification program from April 2018 to June 2018 was presented by a representative from the PPECB. The report provided feedback regarding the pre-audits, one on one farm visits, workshops undertaken, final certification audits.

The meeting expressed its appreciation of the quarterly progress report on the SA-GAP certification program, adopted the report and requested that PPECB to undertake a stock-take of all farms that participated in the program since 2014 and further assess the status to be reported in the next sitting.

### **5.2 Status report on the SA-GAP benchmarking process**

Provinces were advised to ascertain that farm assurers were registered with Global GAP before undertaking any farm audits on their farms.

It was resolved that Global GAP should table quarterly progress report on this item to the Forum until completion; and DAFF would invite Ms. Christi Venter from Global GAP to the future Marketing Forum sittings.

### **5.3. Comprehensive Agricultural Support Programme (CASP) support to SA-GAP program**

CASP support to SA-GAP certification program was tabled by Mr. Stanford Manthata from DAFF. During the year 2017, DAFF engaged the CASP office in the provinces to support farmers with regard to infrastructure for SA-GAP. The provinces are engaged on a quarterly basis to ensure that the process was unfolding successfully. The main challenges identified were primarily on chemicals and fertilizer storage and records keeping. Provinces need to conclude MoA with the PPECB as thus far, only Western Cape and Limpopo have concluded the MoA. Provinces were advised to note that support and approval for 2019/20 business plan would be guided by the conclusion of the MoA in order to be able to take over the program from PPECB.

### **5.4 Progress report on Marketing Capacity Building**

The progress report on the Marketing Capacity Building was presented by Mr. Douglas Mosese from the Department of Agriculture, Forestry and Fisheries (DAFF). The programme covers fresh produce, grain and livestock marketing. DAFF indicated that they would be offering a five days Poultry Marketing and capacity building workshop for provinces. It was requested that the provinces should assist DAFF by publicising the programme at the local level, identify suitable participants and venues in liaison with organisers and also ensure that producers arrive at the venue to attend the workshops.

#### **It was noted that:-**

It was indicated that Mpumalanga and Northern Cape were the best performing provinces; Free State and North West needed to focus on record keeping problems; Focus for the 2018/19 financial year would be on slow responding provinces (eastern Cape and Kwazulu Natal) ; Provinces were urged to conclude MoA with PPECB( so far, only western Cape and Limpopo have concluded the MoA); and CASP support for 2019/20 would depend on the approval of business plans

### **5.5. Tourism B-BBEE portal and awareness campaign**

A feedback on the Tourism B-BBEE portal and awareness campaign was provided by Ms. Molatela Ramogale from the National Department of Tourism (NDT). The NDT has managed to meet few commodity associations (including MilkSA). It was indicated that the CGA and Milk SA had committed to re-schedule meetings with the NDT. As the portal was meant for SMMEs and black own dairy enterprises, Milk SA and Pork SA which indicated that they would have challenges to get black suppliers of dairy products.

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

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

#### ***Achievements***

Two meetings were held each with KZN Economic Development and Western Cape department

of Agriculture. Discussions were about support for a project at Estcourt in KZN and a visit to Western Cape dairy entrepreneurs in January 2019 respectively to verify / confirm information already in our office. A follow-up letter was also sent to some provinces to remind them to provide information.

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

## Income and expenditure statement

Income and expenditure statement	<a href="#">ENTERISE DEV BUDGET TRUE.pdf</a> <a href="#">Milk Volumes Jan-Dec 2017-2018.xlsx</a>
Unnecessary spending during period	No

## Popular Report

[Popular report - PRJ-0205 - Quarter 4 2018 .pdf](#)

## 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