HORTICULTURAL DEVELOPMENT PLAN FOR THE THULAMELA LOCAL MUNICIPALITY

Appendix H: Farmer Services Needs

OABS Development (Pty) Ltd

Compiled by:

Dr Daan Louw (Managing Director: OABS Development) as Project Leader, in conjunction with Mr Clifford Flandorp (Project Coordinator)

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258 Main Street, PO Box 3426, Paarl, 7622
Tel: +27 (0) 87 095 2108 Fax: +27 (0) 86 616 4970
Contact persons:

Dr Daan Louw (Project Leader) Cell: 082 857 3458
Email: Daan@oabs.co.za
Mr Clifford Flandorp (Project Coordinator) Cell: 072 518 1658
Email: Clifford@oabs.co.za

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1. EVALUATION OF THE SERVICE NEEDS FOR FARMERS

1.1 INTRODUCTION

In this section of the report the critical issues identified above will be discussed in detail insofar as it impacts on what the study outcomes hopes to achieve. In this regard, the consultant will rely extensively on the outcomes of a study which it was commissioned to conduct on behalf of the **Western Cape Department of Agriculture (WCDOA)** in **2014**, titled: ***"A Diagnostic and Design Evaluation of the Service Needs of the Different Farmer Categories".*** This report provides a comprehensive insight into the diverse needs of the different farmer categories and provides a pragmatic guideline framework that can be followed. The results of the study is not only applicable to the farmers in the Western Cape. They can be applied to farmers anywhere in South Africa.

1.2 SUPPORT SERVICES REQUIRED

In the above study nine key agricultural service groups or categories were defined, namely:

- Research
- Technology transfer(s)
- Resource acquisition
- Farm planning
- Market access
- Market information services
- Strategic information
- Off-farm infrastructure
- Social services

The services listed are in no particular hierarchical priority order and should be considered to be of equal importance to ensure the long-term sustainability of farming enterprises. To be successful farmers it is imperative that these services be accessible to all categories of farmers, to a greater or lesser degree, more so in the case of smallholder farmers. The above study results (WCDOA, 2014) accentuated further sub-categories of services under each of the main service categories which are broadly discussed in the succeeding sections below.

Although the categorization of farmers will be unpacked further down, it should be noted that empirical evidence suggests that commercial farmers rely less on extension services provided by the state as their needs are largely demand - driven. The commercial farming sector in South Africa is highly developed and they have the resources available to engage the services of agribusiness consultancies for specialized service delivery of the services identified above on a "user-pay" basis. This is comparable with international trends experienced in developed economies such as the USA, Australia, New Zealand, etc. In a report was released by **DAFF** compiled by **Phuhlisani 2012** titled: ***"Agricultural Extension in South Africa: Status Quo Report"*** the duality of the two parallel processes are highlighted. The report states that there has been a migration from academic and government institutions to private sector consultancies being established. These service-orientated businesses offer a wide range of agricultural-related services including technical production advice, marketing, infrastructure development (e.g. irrigation), business management and research, amongst others. The report elaborates further that these organizations and businesses are potential partners in the overall extension strategy and that their inclusion needs to be deliberately considered and cultivated. A rapid sweep of the landscape, presents three broad ranges of private (non-public sector) extension: commodity-based organizations, private consulting companies and non-governmental organizations (NGOs).

However, the total opposite is true for the majority of emerging smallholder farmers who display commercial aspirations or tendencies. Without government – sponsored extension service support this particular cohort would not be able to operate on an economically sustainable basis. It would be remiss if the quality of public sector extension services are not examined in the context of smallholder farmers' expectations and demands. The constraints and challenges which public sector extension services encounter presently are sufficiently emphasized in the study conducted by **Phuhlisani, 2008** titled: ***"Extension and Smallholder Agriculture."*** Some departments do not have adequate extension and support services available to help new farmers. South Africa has about a third of the required number of extension personnel to meet its development targets and also about 80% of the current extension personnel are not adequately trained (Phuhlisani, 2008). On a national scale, it is evident that extension has not had the impact intended, for the factors listed hereunder:

- *This is due to the vast numbers of people requiring assistance,*
- *the relatively few and inadequately trained and resourced extension workers,*
- *the misguided and budget-consuming effort to force "carbon-copy" commercialization ("one-size fits all" approach) of so-called "subsistence" and "emerging" farmers, and*
- *the failure to appreciate that the desired transformation is a difficult and labour-intensive process that requires staying the course over a long period of time* (Phuhlisani, 2012).

Regardless of the impediments identified which presently plagues public extension services, the Limpopo Department of Agriculture and Rural Development (LDARD) must be sensitive to the special needs of this particular cohort of farmers in order for this agricultural development plan to succeed, apart from any other interventions suggested therein.

1.3 CATEGORIZATION OF SERVICES ACCORDING TO THE DIFFERENT FARMER CATEGORIES

Before differentiating what, specific services should be provided to the different categories of farmers, it is important that the categories of farmers should be appropriately defined. This section will provide clarity on this issue. The Mintech (2014) definitions for different categories of farmers are accepted (see Table 1.1).

Table 1.1: Characteristics of the three farmer categories

#	Characteristics/ Criteria	Subsistence farmers		Smallholder farmers		Commercial farmers		
		Urban/ peri-urban agriculture	**Survival farmers**	**Lifestyle smallholder farmer**	**Smallholder farmer with commercial aspirations**	**Small commercial farmers**	**Medium commercial farmers**	**Large commercial farmers**
1	***Taxation***							
	VAT registered	No	No	No	No	Some, but voluntary registration	Yes, compulsory VAT registration - turnover is above SARS specified amount (R1m in 2010)	Yes, compulsory VAT registration - turnover is above SARS specified amount (R1m in 2010)
	Qualify for income tax deduction	No	No	No	No	Yes	Yes	Yes
2	***Production intent***							
	Production for consumption or sale	Predominantly production for home consumption	Predominantly production for home consumption	Predominantly production for market	Predominantly production for market	Predominantly production for market	Predominantly production for market	Predominantly production for market
	Intent to farm	Food security	Food security	Way of living	Commercial aspiration	Farm for profit	Farm for profit	Farm for profit
	Market	Home	Home / Informal	Formal	Formal	Commercial	Commercial	Commercial
	Depend on Agric (cash)	<10%	<10%	10 - 50%	10 - 50%	Yes	Yes	Yes
3	***Access to resources***							
	Access to land	No	Limited/ Communal	Limited	Limited	Yes	Yes	Yes
	Access to capital/credit	No	No	Yes	No	Yes	Yes	Yes

#	Characteristics/ Criteria	Subsistence farmers		Smallholder farmers		Commercial farmers		
		Urban/ peri-urban agriculture	**Survival farmers**	**Lifestyle smallholder farmer**	**Smallholder farmer with commercial aspirations**	**Small commercial farmers**	**Medium commercial farmers**	**Large commercial farmers**
4	***Other general characteristics***							
	Source of labour	Own/family	Own/family	Own/ family/ hired	Own/ family/ hired	Hired	Hired	Hired
	Level of technology	Low	Low/indigenous	Some modern technology	Some modern technology	Modern technology	Modern technology	Modern/high technology

However, DAFF (2011) also suggested a more detailed breakdown of Smallholder farmers into three categories:

- **SP1 (''Smallholder producer type 1''):** Smallholders for whom smallholder production is a part-time activity that forms a relatively small part of a multiple-livelihood strategy. Some of these producers may aspire to grow their agricultural enterprise, but possibly at the expense of pursuing off-farm activities, therefore it is a risky prospect. It is worth bearing in mind that more than 50% of smallholder households live in poverty, and most of these appear to fall into this category. This category of smallholders is worthy of focused support, not least to raise their households above the poverty line.
- **SP2 (''Smallholder producer type 2''):** Smallholders who are more or less in the middle of the spectrum, meaning that they rely largely on their agricultural enterprises to support themselves and are not living in poverty, but need further assistance both to expand production (or make it more efficient and/or profitable), join in the value addition and find markets.
- **SP3 (''Smallholder producer type 3''):** Smallholders who operate according to commercial norms but who have not reached the threshold at which they are obliged to register for VAT or personal income taxes. These smallholders tend to be capable all-round entrepreneurs; they often command large amounts of support from government by virtue of the fact that they tend to be mobile and vocal, but in reality, often have the capacity to sustain themselves and even grow on their own, not least by means of loan finance. (Some producers who appear to be in this category are, in fact, commercial-scale producers who do not wish to be liable for taxes; this attitude is understandable, but for the sake of fairness, government must seek ways of easing them into the tax net.) This category would also include practicing or retired professionals who have access to resources to produce at a commercial level.

Finally, during the research it became clear that there is a need for a **second category Lifestyle smallholder farmer** for wealthy privileged individuals. Most of these farmers consider their smallholdings as a status symbol and they do not necessarily care if the farming activities are profitable or not. For them it is about a country life style.

The WCDOA (2014) study and more specifically the surveys conducted among the two target groups (smallholders and commercial farmers), revealed critical information about the service expectations of each category. The main services and sub-sections of services are clearly identified and marked against each category. The findings can now be unpacked in detail, extracted from the referenced study. By way of iteration, the main service groupings are tabled below with colour-coding for simplicity and easy identification.

The reader should note that the same colour code (light green) is used for both Research and Technology transfer since they are related and the darker brown for the broad category of information which is divided between market and strategic information.

Table 1.2: Nine agricultural services categories and colour codes

Research	Farm planning	Strategic Information
Technology transfer	Market access	Off-farm infrastructure
Resources acquisition	Market Information services	Social Services

Research and technology transfer

The key findings are presented in Table 1.3. It is clear that subsistence and small holder commercial aspiration farmers indicated significantly less research needs compared to the broad commercial category. This can probably be explained by the fact that many of these farmers have not been exposed to the research facility to the same extent as commercial farmers. The conclusion to be drawn from the survey is that agricultural research is a cross-cutting service between all categories of farmers. It is not necessary within the broad concept of research to have a separate research service for different farmer categories.

However, between commodity groups there are clear difference on some aspects which are directly linked to the characteristics of farming with the commodity, especially between crops and livestock. It is also interesting to note that most of the farmers (contrary to current beliefs) still prefer personal attention through farm visits, information days and study groups. It is also interesting to note that extension services were pointed out across the board as a key to efficient technology transfer. Even most of the commercial farmers pointed this out. During the group discussions, many commercial farmers also pointed out that the WCDOA, through its extension officers should be the first point of entry on especially land reform and other BEE initiatives.

Table 1.3: Research and technology transfer

		Smallholder			Commercial			Commercial		
List of services needs	**Subsist**	**Lifest 1**	**Lifest 2**	**Com. Asp**	**Fruit**	**Grain**	**Livestock**	**Small**	**Med**	**Large**
Research services										
Production					X					
- Reliable vaccinations	X							X		X
- New cultivars and plant material	X				X	X		X	X	X
- Trellising systems									X	X
- Optimal farming methods	X			X	X	X			X	X
- Chemical products					X				X	X
- Crops and production					X	X	X		X	X
- Plant health					X	X			X	X
- Natural veld management							X	X	X	
- Vaccines / animal health							X	X	X	X
- Vermin control							X		X	X
- Cold chain technology					X				X	X
- Alternative enterprise (Heuningbos, etc.)									X	X
Mechanisation					X	X	X		X	
Agricultural economics										
- Impact of minimum wages on mechanisation					X					
- Optimal agricultural systems / crop-livestock combinations									X	
Marketing									X	
- Meat marketing							X			
- Market access issues			X						X	
Technology Transfer services										
Scientific Journals									X	X
Popular press						X	X	X	X	X
News papers										
Internet			X		X	X	X	X	X	X
Information days	X			X	X	X	X	X	X	X
Farm visits	X			X	X	X	X	X	X	X
Study groups					X	X	X	X	X	X
Extension officer	X			X	X	X	X	X	X	X
Transport to information session	X			X				X		

It is also interesting to note that the Lifestyle 2 farmers are not really interested in research. Also, the subsistence farmers have many other more critical service requirements just to survive.

It is the contention of the consultant that community food gardens and subsistence farmers should rather be seen as a social imperative instead of being regarded as an economic imperative. However, this debate will probably persist for a long time still with arguments for and against being ventilated convincingly by its proponents.

Many of the subsistence and smallholder farmers with commercial aspirations regard transport to information and other sessions as a serious obstacle towards technology transfer. Simply put, they do not have the means of transport to attend these sessions. In general, commercial farmers also regard the internet as an important media or communication medium for technology transfer. The lifestyle smallholders did not show any interest in research and/or technology transfer services. There are several categories within this group as well. For some it is truly a lifestyle, for others it is just a status symbol (the profit-motive or making a living is not an objective). The results indicate that small commercial farmers also place a much larger emphasis on other important services compared to research. In general, medium and large commercial farmers place a high premium on research services. It is also interesting to note that the large farmers probably do their own agricultural economic and marketing research.

Resources acquisition services

The resource acquisition service is defined as any assistance or service to acquire agricultural resources. The supply of inputs in this section is mainly regarded as start-up packages. Although EIA processes only came out in the livestock category of farmers, it was mentioned in almost all the group sessions as a major obstacle towards agricultural development. Processes are too expensive, too complicated and they take too long. There is a need to reduce the cost (both financially and the effort). Most farmers across the spectrum of farmer categories and farm enterprises indicated that services to enhance land use and water rights is of critical importance to ensure a stable agricultural sector and for growth of the sector. Electricity supply was pointed out by subsistence farmers as a specific need.

Table 1.4: Resource acquisition services

		Smallholder			Commercial			Commercial		
List of services needs	Subsist	Lifest 1	Lifest 2	Com. Asp	Fruit	Grain	Livestock	Small	Med	Large
Resources acquisition										
EIA processes - Service to reduce costs			X				X		X	
Land use rights	X		X	X	X	X		X	X	X
Water rights	X	X	X	X	X	X		X	X	X
Electricity supply	X									
Groundwater supply - boreholes - including testing of boreholes	X						X	X	X	
Intellectual property										
Advice on soil productivity					X				X	
Advice on water availability					X					
Functionality of irrigation				X	X				X	
Advice on water quality					X					
State of repair and functionality of buildings and equipment					X				X	
Farm valuation										
Financial advice		X		X				X	X	
Financial assistance	X	X		X	X			X	X	
Supply of inputs (fertilizer, COMPOST, seed, vaccine etc.)	X			X					X	
Access to machinery and equipment	X	X		X						
Breeding stock	X	X						X		
Access to transport	X			X			X	X		
Infrastructure in general				X			X			

However, it can also be assumed that it may be a similar need for electricity supply to some of the smallholder farms with commercial aspirations. Groundwater supply was pointed out by especially the livestock farmers (many in the Karoo) as a key need (new sources and testing of existing sources). The key difference between the subsistence / smallholders and the commercial farmers is that the latter is already past the stage of the acquisition of basic resources. The results indicate that the services need of commercial farmers is to a large extent aimed at expansion / growth.

Farm planning services

Farm planning services relate to all the services required for farm planning. Similar to resources acquisition, it is clear that subsistence and smallholder farmers (with commercial aspirations) need basic services related to access to inputs and production practices.

Table 1.5: Farm planning services

		Smallholder			Commercial			Commercial		
List of services needs	**Subsist**	**Lifest 1**	**Lifest 2**	**Com. Asp**	**Fruit**	**Grain**	**Livestock**	**Small**	**Med**	**Large**
Farm planning										
Access to internet				X	X			X		
Climate information					X				X	
Mentorship - technical and financial				X			X	X		
Technical - Fencing		X			X		X			
Technical advice - livestock							X	X		
Technical advice - land use suitability classification for LT crops					X			X		
Technical SERVICE - Soil analysis					X		X	X		
Technical advice - Land preparation, soil health, soil conservation							X	X		
Technical advice - Irrigation equipment		X			X					
Technical advice - Irrigation scheduling					X			X		
Technical advice - Livestock production benchmarks	X			X			X		X	
Technical advice - Livestock Feed	X			X			X		X	
Technical advice - Livestock quality benchmarks							X			
Technical - Vetenary services (Dip, Medicine, Etc.)	X	X		X			X			
Technical advice - Crop rotation - vegetables	X			X						
Technical advice - Crop VARIETIES	X	X		X						
Technical advice - Crop production benchmarks				X	X				X	
Technical advice - Sustainable practices	X								X	
Technical advice - Farm safety and security					X				X	
Technical advice - Phytosanitary					X				X	
Technical service - Eradication of invader species							X	X	X	
Technical service - Vermin control							X	X	X	X
Financial Services - Recordkeeping							X	X		
Financial services - Crop and livestock budgets					X	X	X		X	
Financial services - Norms for machinery costs					X	X	X		X	
Financial services - Business plans				X					X	X
Financial services - Net farm income / Farm profit benchmarks						X	X		X	
Financial services - Assistance with applications to commercial banks						X	X	X		
Financial services - Assistance with Grant applications	X			X	X	X	X	X	X	X
Whole farm planning - technical / financial					X		X	X	X	X
Agricultural engineering services					X			X	X	
Labour services - laws and regulations					X	X	X		X	X
Labour services - Relationships and conflict resolution					X	X	X		X	X
Labour services - Labour use norms per crop / livestock activity							X		X	X
Human resources development / training / Further Education Training / Short-courses					X	X	X		X	
Waste management										X
Access to plant material	X			X						
Access to pesticides	X			X						
Access to fertilizer	X			X						
Access to herbicides	X			X						
Access to pesticides	X			X						
Access to labour								X		
Access to feed	X			X						
Support during disasters					X			X	X	

More advanced commercial farmers don't need access to input services. Two key services were highlighted by commercial farmers. The one is everything related to labour and human resources planning and for livestock farmers the replacement of fencing was highlighted as a huge challenge. It was indicated that fencing should be regarded as a public good to be subsidised since a deterioration in the state of repair of fencing will ultimately result in environmental problems (over-grazing, reduced livestock production, erosion, impact on biodiversity etc.).

Veterinary services across all farmer categories were also pointed out as a critical service in the sustainability of the livestock industry. Commercial livestock farmers (mainly in the Karoo region) pointed out that services to eradicate intruder plants and vermin control is also an important service for profitable and sustainable livestock production. All the commercial farmer typologies indicated that a service to develop independent crop and livestock budgets (e.g.

Combuds - albeit only practised in the Western Cape Province presently) is extremely important. This is not only restricted for farm planning but also to negotiate with other stakeholders in the industry (buyers, in court cases, to react to micro and macro impacts etc.). Similarly, the Guide to Machinery Cost (KZNDOA) is an important service to be used in farm planning (budgets) and to use when negotiating for hourly tariffs on machinery and equipment hire.

Other important services which were mentioned by most of the farmer categories were assistance with applications for funding, both commercial financial institutions and for sourcing of government-sponsored grant funding. It is interesting to note that all the commercial farming categories indicated a need for assistance for grant funding which is possibly an indication of the support from commercial farmers for land reform and BEE projects to benefit their farm workers.

It is also interesting to note that large commercial farmers probably have their own technical personnel and that technical services is not high on their priority list.

Market access

A major distinction between smallholders and commercial farmers is the emphasis on different market destinations. In the case of the majority of smallholders the emphasis is more on the local market. Although not so clear from the farmer's survey, the issue of compliance was mentioned in several group sessions as a key area to be addressed (albeit on different levels). One of the most interesting findings is that commercial livestock farmers experience difficulty to access informal livestock markets. They indicated that there is also a need for this service since in many cases informal markets is more profitable compared to formal markets. Medium and large commercial farmers place a higher emphasis on services to maintain existing and to grow new export markets.

Table 1.6: Market access

		Smallholder			Commercial			Commercial		
List of services needs	Subsist	Lifest 1	Lifest 2	Com. Asp	Fruit	Grain	Livestock	Small	Med	Large
Market access										
In general - what do the market require - what to plant?	X								X	
Informal							X		X	
Local fresh produce				X				X		
Local wholesalers				X			X	X		
Local retailors				X			X	X		
Exports - Existing markets			X		X				X	X
Exports - New markets			X		X		X	X	X	X
Market compliances - service to reduce costs			X				X	X	X	X
Meat hygiene							X		X	
Protection of local market							X		X	X

Market and strategic information

It is clear from Table 1.7 that subsistence and smallholder lifestyle farmers are surprisingly not really interested in market information or strategic information. The smallholder farmer (with commercial aspirations) shows an interest in especially the local market price and volumes but not much interest in strategic information.

Table 1.7: Market and strategic information

List of services needs	Subsist	Smallholder			Commercial			Commercial		
		Lifest 1	Lifest 2	Com. Asp	Fruit	Grain	Livestock	Small	Med	Large
Market and strategic Information services										
Market information										
National fresh produce market prices and volumes traded				X	X			X	X	
Other fresh produce market prices and volumes traded (wholesale / retail / Hawkers)				X	X			X	X	
Other PRODUCTS market prices and volumes traded (local/ export)						X	X		X	
Export DIP prices / market destination					X				X	
National / International market overviews -regularly updated					X				X	
Market potential studies - local and export			X							
Market compliances			X		X			X	X	X
Strategic information										
Information to create a positive image of agriculture					X		X		X	X
Livestock numbers							X			
Tree and vine census information					X				X	X
Sales of plant material					X					X
Information on new cultivars and plant material					X				X	X
Production estimates - short and long-term crops, livestock					X	X	X		X	X
Livestock production estimates							X		X	
Impact of policies on agriculture (labour, tax, etc.)			X		X	X	X		X	X
Impact of external factors on agriculture (toll roads, exchange rates, interest rates, min wages), FRACKING IN THE KAROO)			X		X	X	X		X	X
Phytosanitary measures and the impact on trade									X	X
Impact of compliances on agriculture (GLOBALGAP, etc.)					X					X
Information on the input supply chain - input cost monitoring					X				X	
Compliance with SARS						X		X	X	

It is also interesting to note that the fruit and wine farmers (more complicated and in many cases more progressive farmers) show a keen interest in both market information and strategic information. The need for services and actions to improve the image of agriculture to attract younger people and investment also came out strong amongst the commercial farmers. Large commercial farmers are more interested in services related to strategic information since they probably have their own marketing information systems in place. However, it must also be pointed out that most commodity organizations provide this service and it was probably not indicated as a service need for this reason.

Off-farm infrastructure

Neither the smallholder Lifestyle 1 nor 2 categories indicated a need for Off-farm infrastructure services. Electricity (mainly the reliability of the network and the cost) is regarded as a strategic input on wine and especially fruit farms (cold storage and packaging). The maintenance of roads and fencing was rated high by most of the farmers. Smallholder farmers (with commercial aspirations) regard processing, packaging, cold storage and mechanisation services as important since they do not have this infrastructure available on their own farms.

Table 1.8: Off-farm infrastructure

List of services needs	Subsist	Smallholder			Commercial			Commercial		
		Lifest 1	Lifest 2	Com. Asp	Fruit	Grain	Livestock	Small	Med	Large
Off-farm infrastructure										
Electricity					X				X	X
Roads				X	X		X	X	X	X
Fencing on public roads					X		X		X	X
Processing				X						
Packaging				X						
Cooling				X						
Mechanisation	X			X				X		

Social services

Subsistence farmers regard training and education, health care and in some cases institutional reform services as important. It is also important to note that in general almost all the commercial farmers (especially fruit and wine farmers and medium and large commercial farmers) rate social services as of paramount importance for a sustainable agricultural sector. This is not surprising since they employ the majority of farm workers and their farms are located in regions in the Western Cape which can be regarded as socio-economic “hot spots”. The seasonality of employment on these farms also contribute to the socio-economic problems in these regions.

Table 1.9: Social services

List of services needs	Subsist	Smallholder Lifest 1	Smallholder Lifest 2	Smallholder Com. Asp	Commercial Fruit	Commercial Grain	Commercial Livestock	Commercial Small	Commercial Med	Commercial Large
Social Services										
Literacy			X		X	X	X		X	X
Training and education	X		X		X	X		X	X	X
Health Care	X		X		X				X	X
Labour housing			X		X		X		X	X
Transport - ESPECIALLY CHILDREN					X		X		X	X
Empowerment projects (excluding land reform)					X		X		X	X
Land reform					X	X	X	X	X	X
Emerging farmers support				X		X		X	X	X
Institutional reform - TRUSTS	X			X			X	X		
Upliftment in general to reduce social evils			X		X	X	X		X	X
Security on farms			X					X	X	X
Other										

Section summary

The study results remain relevant and contemporary and significant aspects thereof can be applied in the Thulamela Local Municipal area. The outcome of WCDOA (2014) provides a critical insight of the expectations and aspirations of the smallholder cohort in terms of their particular agricultural service needs. This will place substantial pressure on the resources of the Limpopo Department of Agriculture and Rural Development (LDARD), Directorate: Farmer Support and Development given the constraints and challenges highlighted elsewhere herein. In need, the assistance of other government agencies (national, provincial and municipal) may have to be co-opted to fulfil a complimentary support function. In conclusion, a well-coordinated effort will be required with each agency mandated to deliver a specific service on a parallel basis.

1.4 PRIORITIZATION OF SERVICES TO ENSURE SUSTAINABILITY

Based on the WCDOA (2014) study the following priority services were identified which have a direct impact on the sustainability of the farming enterprise. The categories of farmers focused on will be confined to smallholders with commercial aspirations and commercial farmers. The results of the survey conducted is reflected in the tables below.

It is clear from Table 1.10 that Lifestyle category 2 smallholder farmers ranked the acquisition of land and water rights (mainly the protection of these rights and in some cases new rights), market access and social upliftment as the highest priority followed by a one stop information service and the impact of government regulations.

Table 1.10: Top ten ranked services for Lifestyle category 2 smallholder farmers

Lifestyle2 = 6		
Resource Acquisition: Land and Water rights	5	83%
Market Access: Grow current markets and access new markets	5	83%
Social upliftment: Training & Literacy	5	83%
One-stop information service for everthing regarding Agricultur	4	67%
Social Upliftment: General	4	67%
Strategin Info: Impact of Govmt Regulations	3	50%
Social Upliftment: Labour Housing	1	17%
Security	1	17%

However, there is a significant overlapping between medium and large farmers (six of the top 10 the same). It is significant to note that 40% of all the large farmers indicated that market access is an important service (see Table 1.11).

Table 1.11: Top ten ranked services for commercial farmers

Commercial Small = 25		
Service	Total	%
Assistance with applications for finances	7	28%
Reliable vaccinations	6	24%
Trust Issues & Land Reform	6	24%
Vermin control	5	20%
Mentorship and assistance from successful commercial farmer	3	12%
Roads and transport	3	12%
Soil conservation and eradication of invader plants	2	8%
Optimal farming practices	2	8%
Assistance during droughts	2	8%
Mechanisation	2	8%
Commercial Medium = 60		
Land and water rights	15	25%
Research: Crop Production	11	18%
Social Upliftment: General	11	18%
Research: Mechanisation	8	13%
Research: Cultivars/Plant material/Seed	7	12%
Technology Transfer: Internet	6	10%
Labour Services: Acts / Regulations / Relationship	6	10%
Social Upliftment: BEE Projects & Land reform	6	10%
Roads & Transport	5	8%
Research: Veterinary & Animal Health	5	8%
Commercial Large = 15		
Market Access: Grow current markets and access new markets	6	40%
Strategic Info: Impact of Government Regulations	5	33%
Water rights	4	27%
Social Upliftment : Training & literacy	4	27%
Labour Services & Regulations	4	27%
Research: Crop Production	4	27%
Market Info: general	4	27%
Research: Reliable vaccinations	3	20%
Social Upliftment : General for farmworkers	3	20%
Social Upliftment: Schooling	3	20%

It is interesting to note that during the interviews conducted with the smallholder (with commercial aspirations) cohort, it was found that land tenure rights and water for irrigation purposes also appeared high on their list of priorities.

1.5 Overview of existing private and public organisations operational in TLM

A list of all the individual contact persons representing public and private sector stakeholders have been compiled and is included in Table 1.12 below.

Table 1.12: Representatives of Public and Private sector stakeholders

Schedule of Existing Public and Private Sector Organizations that should be involved in TLM - Contact details						
Category	**Full Names**	**Organization / institution**	**Position**	**Competency**	**Telephone No's**	**Email address**
(A) Public Sector Stakeholders						
1. National Government						
1.1. NYDA Thulamela Branch.	Unknown				Thulamela Information Center, Punda Maria Road, Thohoyandou, 0950 (010) 593 1927	
1.2. Department of Agriculture, Forestry and Fisheries	Mr. Jan Potgieter	DAFF	Deputy director	Irrigation systems designer	012-868579 / 082 921 1507	JanPo@daff.gov.za
1.3. Department of Rural Development and Land Reform	Ms. Mukovhe Nthai	DRDLR	Unknown	Water-related issues	082 373 9869	mukovhe.nthai@drdlr.gov.za
2. Provincial Government						
2.1. Limpopo Department of Agriculture & Rural Development	Fred Mudzielwana	LDARD	Assistant Director	Irrigation schemes	073 922 3488; 072 0940 602	mudzielwanaOF@gmail.com
	NP Livhebe	LDARD	Deputy Director	Agribusiness Enterprise Development	072 2849 153	livhebenp@gmail.com
	ST Makhuvele	LDARD	Unknown		015-294 3103; 082 803 5648	makhuveleet@gmail.com; makhuvelest@agric.limpopo.gov.za
	Ms. RJ Maisela	LDARD	HOD		Unknown	maiselarj@agric.limpopo.gov.za
	Dr. Khatu Tshikolomo	LDARD	Director General		082 806 8762	tshikolomo@gmail.com
	KS Muthala	LDARD		Crop & Animal Production	072 416 4102	
	Mr. KS Muthala	LDARD	Unknown		072 416 4102	muthalaks@gmail.com
	Mr. M Ramudtuli	LDARD	Unknown		076 691 9210	ramsymm@yahoo.com
	Mr. M Thandamatuu	LDARD	Unknown		076 188 9758	thandamatuum@gmail.com
	Mr. NG Monyela	LDARD	Unknown		072 226 1887	gmonyela@gmail.com
	Mr. R Mashila	LDARD	Unknown		082 961 8907	
	Ms. Portia Mudau	LDARD	Economist		072 780 3922	mudauanzafulufhelo@gmail.com
	Ofhani Freddy Mudzielwana	LDARD	Extension officer	Farmer support on irrigation s	073 922 3488	mudzielwanaof@gmail.com
	Mr. NM Sikhipha	LDARD	Production Scientist		072 819 9421	sikhiphanm@gmail.com
3. Local Government (including District)						
3.1 Local Economic Development	Nemakonde	LED	LED Manager		083 457 2249	
4. Semi-government / Parastatals						
4.1. Industrial Development Corporation	Kgampi Bapela	IDC	Regional General Manager		083 381 1934	
4.2 Perishable Products Export Control Board	Jaco Bloemhof	PPECB	Regional Manager		+27 15 307 6693	jacob@ppecb.com
4.3 Agricultural Research Council	Dr. Romeo Murovhi	ARC-TSC	Senior Researcher	Soil science		Romeo@arc.agric.za
	Dr.Aart-Jan Verschoor	ARC-CO	Manager	Agricultural economics	27 (0)12 l434279 866	AartJan@arc.agric.za
	Zwiafhela Naledzani	ARC-CO	Economist	Agricultural economics	27 1 242 79 827	NaledzaniZ@arc.agric.za

(B) Private Sector Stakeholders	Full Names	Organization / institution	Position	Competency	Telephone No's	Email address
5. Agribusinesses (including commodity organizations)						
5.1. Citrus Growers Association - Growers' Development Company	Lukhanyo Kombisa	CGA-GDC	Development Officer	Enterprise development		lukhanyo@cga-gdc.org.za
5.2. Subtrop	Nomvuyo Matlala	Subtrop	Development Officer	Enterprise development		nomvuyo@subtrop.co.za
	Barry Christie	Subtrop	Manager	Extension	730841772	barry@subtrop.co.za
	Dr. Elsje Joubert	Subtrop	Research coordinator	Extension	795172005	elsje@subtrop.co.za
5.3. South African Table Grape Industry	Wilton September	SATGI	Development Officer	Enterprise development		wilton@satgi.co.za
5.4. Hortgro	Kevin Maart	Hortgro	Development Officer	Enterprise development		kevin@hortgro.co.za
5.5. Retail sector	Spar, Thoyandou	Privat shop owner	Manager	Manager	015-962 6007	cornel@sparvenda.co.za
6. Farmer Co-operatives						
6.1. Tshiombo Irrigation Scheme	Mr. Zelakonto	Tshiombo Irrigation Scheme	Chairperson		083 676 7063	zelakonto@gmail.com
6.2. Thusalushala Coop Ltd	Mr. TP Mulaudzi	Thusalushala Coop Ltd	Member		079 050 7458	None
6.3. Tshivhase Farm	Mr. SJ Tshivhase	Tshivhase Farm	Owner / member		082 888 4858	None
6.4. Mavinde Farm	Mr. NR Mathavha	Mavinda Farm	Owner / member		072 964 2293	None
6.5. Madlodli Farm	Mr. H Nemadodli	Madlodli	Owner / member		071 125 2748	None
6.6. Tshihase Agridam (Pty) Ltd	Chief Ratshili Tshivhase	Tshivhase Agridam	Owner / member		071 658 1992 / 082 698 4581	ratshili@hotmail.com
6.7. VSFCAC Vhembe	Mr. Tami Mankhili	VSFCAC Vhembe	Chairperson		072 754 4307	mankhili.tami@gmail.com
6.8. Matika Farm	Mr. K Matika	Matika Farm	Owner / member		076 376 5074	None
6.9. Tshivhase Farm	Mr. Denga Tsedzole	Tshivhase Farm	Owner / member		072 396 4237	None
6.10. Muhovhi Farm	Mr. Nedzamba Makumbane	Muhovhi Farm	Owner / member		083 589 7683	None
6.11. Tshaulu Farm	Ms. Mavis Mokoena	Tshaulu Farm	Owner / member		082 681 5906	None
6.12. Maluleke Farm	Mr. GR Maluleke	Maluleke Farm	Owner / member		073 424 0196	None
6.13. Novela Farm	MR. MR Novela	Novela Farm	Owner / member		083 745 5559	None
6.14. Muhali Farm	Mr. DA Muhali	Muhali Farm	Owner / member		084 444 3354	None
6.15. Musandiwqil Farm	Mr. R Musandiwqil	Musandiwqil Farm	Owner / member		082 794 5402	None
6.16. Mainganye Farm	Mr. M Mainganye	Mainganye Farm	Owner / member		076 119 2192	None
6.17. Mamagwar Farm	Mr. T Mamagwar	Mamagwar Farm	Owner / member		076 471 9395	None
6.18. Mavda Farm	Ms. Salmina Mavda	Mavda Farm	Owner / member		Not supplied	None
6.19. Matotdzi Farm	Ms. MG Matotdzi	Matotdzi Farm	Owner / member		079 459 3956	None
6.20. Mdavu Farm	Mr. J Mdavu	Mdavu Farm	Owner / member		076 663 0092	None
6.21. Sididzha Farm	Mr. D Sididzha	Sididzha Farm	Owner / member		072 626 7732	None
6.22. Singo Farm	Ms. B Singo	Singo Farm	Owner / member		072 770 2341	None
7. Farmer Unions / Organized agriculture						
7.1. National African Farmers' Union (NAFU)	Mr Motsepe Matlala (President)				The Executive Director, NAFU, P O Box 9624, Centurion 0046. Tel	
7.2. Great North Farmers' Union,	Mr P.M. Mathe				P O Box 297,Giyani 0826, Limpopo. Tel (015) 812 2913. Fax: 015-812 3852	
7.3. NOPAFU	Mr Joe Gondo				P O Box 229, Koringpunt 0632. Tel and fax: (015) 642 3590	

The role of the public-sector agencies cannot be minimized in terms of its importance to meet the needs of the small-scale producers in the TLM. However, the programmes and interventions of the private sector (e.g. commodity groups, commercial farmers and other agribusinesses) should be highlighted for the progressive initiatives launched in the area, specifically targeting smallholder farmers. In the section below a short summary of the salient features of such private and public-sector initiatives / programmes will follow.

SUBTROP (and its affiliates, such as SAMAC, etc.)

Subtrop manages the affairs of the SA Avocado (SAAGA), Litchi (SALGA), Macadamia (SAMAC) and Mango Growers' Associations (SAMGA). Subtrop's main objectives are to promote and enable the farming, marketing and distribution of subtropical fruit and nuts and to provide services to its member associations as required. These services may include[1]:

- Management and administration
- Liaison and communication
- Provision of market information
- Provision of economic information to aid competitiveness
- Generic market development
- Research coordination
- Extension services
- Facilitation of market access initiatives
- Liaison with government and relevant institutions on issues of importance to the industry Members Associations

CITRUS GROWERS ASSOCIATION (CGA) – GROWER DEVELOPMENT COMPANY

The CGA – GDC is a non-profit organization started in 2016 by the Citrus Growers Association. The primary objective is to make significant impact on transformation of citrus industry, through interaction and cooperation with all appropriate stakeholders to achieve mutually agreed goals. The following programmes / initiatives have been launched:

- Business management support (management, employment, compliance and services)
- Production and technical support (resource utilization, equipment and machinery, infrastructure, extension services, mentorships, study groups)
- Funding and market access (review business plans, engage with funders in public and private sector, engage with investors – local and international)
- Skills development (holistic approach underpinned by self-reliance, self-determination, sustainable growth, empowerment, etc.)

Current funding is derived from the 20% statutory levy but future funding assistance could be sought from government, development agencies and other appropriate institutions, if necessary.

[1] https://www.subtrop.co.za/subtrop-services/about-us/

NATIONAL YOUTH DEVELOPMENT AGENCY (NYDA)

The National Youth Agency or NYDA in partnership with LDARD launched 19 NYDA-funded and youth-owned co-operatives in Nwanedi Village and Thohoyandou.

The Nwanedi Co-operative, which grows butternuts, was formed when 12 different small co-operatives came together and as a collective, received R 494 285 in financial support from NYDA to use towards transport to the market after harvesting.

The funds also contributed towards the costs associated with electricity, labour, production and the renting of a tractor.

The project targeted small farms that are operated by 3 or more young people who operate from 2 – 15 hectares per farm.

1.6 CONCLUSION

The synopsis of the group discussions phase of the WCDOA (2014) study encapsulates the essence of the rationale or logic relating to the provision of services, both for the smallholder farmers, with commercial aspirations, and the commercial farmers. Extracts thereof are cited below for edification.

Smallholder farmers

This session led to a surprisingly wide spread of required activities, for example:

- The need for agro-friendly competitiveness legislation,
- Organized agricultural development,
- Monitoring systems to keep the support structure focused – indicating that so-called “smallholder farmers” do operate in a similar environment as fully fledged commercial farmer and that the emerging group also aspire to similar services, outputs and expected outcomes.

Particular focus areas related to their own specific situation on the commercial farming development trajectory, which are inter-alia:

- Financial support,
- Agricultural education and training,
- Farm business and technical extension services and
- Policy and operational measures to promote access to land and water resources in order to scale-up towards commercial farming.

This indicates that a focused strategy should be introduced to cater for such groups. The needs of this group focused on fundamental issues such as farmer support and development, market information, access to markets, social support services (transport for learners), animal health care, research information (improved genetic material), etc.

The core-purpose is virtually similar to the commercial category, namely: sustainability of production units, productivity and profitability.

Commercial farmers

In general, commercial farmers focus on the following key areas, namely:

- Innovation, technology through private /public partnerships,

- Quality education,
- Positive agricultural image “as a caring industry” – not exploiting labour, environment, etc.
- The importance to establish an “agricultural industry management” facility to deal with labour and social development in cooperation with all relevant government agencies,
- Competitiveness policies, trade support, etc. in the greatly “unequal” global economic environment, and
- Social issues.

Particular concerns were noted with regard to the “red tape” (excessive bureaucracy), conservation legislation application and the complications of “slow decision-making” with environmental impact studies, sometimes delaying progress with approval. The urgent need for a “transformation support” structure was highlighted, in particular to gain a coordinated approach to BEE and land reform initiatives linked to secure land occupation rights to promote the concept of “share schemes”, partnership agreements, mentorships and internships. The strains of the current un-coordinated efforts on the side of government regarding policies on energy, labour, law enforcement, infrastructure development, etc. was highlighted, requesting a much improved “government support coordination” effort to be launched.

2. REFERENCES

A complete list of the references is available in the main report