



SOUTH AFRICAN AGRICULTURE

- BIG CHANGES IN NEXT DECADE
- LARGE NUMBERS OF RESOURCE POOR GROWERS
- NEED DEVELOPMENT OF LOCAL SALE POINTS
- EASY ACCESS TO EQUIPMENT
- MORE THAN THE STATE CAN COPE WITH
- PARTNERSHIPS WITH STATE AND PRIVATE SECTOR
- COMMERCIAL FARMERS
- AGRICULTURAL SERVICES
- INVESTORS

RURAL DEVELOPMENT

- GENERATIONS OF DEPRIVATION TRAP
- PRODUCES BAD MENTAL DISPOSITION
- TO PUT UP FENCES, STOCK WATER SYSTEMS
- TO PLANT CORRECT POPULATION OF CROP
- AT RIGHT TIME
- SPRAY CHEMICALS AT THE RIGHT TIME
- YEAR AFTER YEAR

COMMERCIAL FARMERS

- HELP FOR RESOURCE POOR EMERGING FARMERS
- APPOINT APPROACHABLE PERSON AS LIAISON
- CONTRACTS – LAND PREPARATION, HAULAGE
- LEASES
- MENTORING –WEEKLY PLAN, ASSIGN RESPONSIBILITY, ENCOURAGE, CONSTRUCTIVE FEEDBACK, SET GOALS
- EQUITY SHARE – BOTH PARTIES INVEST IN ENTERPRISE AND PROFITS ARE SHARED IN THAT PROPORTION
- PARTNERSHIPS WITH STATE IN RURAL DEVELOPMENT
- FARMERS' SPOUSES CAN SET UP BUSINEESES

CONTRACTING

- SOLD TWO FARMS TO STATE NOW MENTORS
- FIRST CROP INPUTS PAID BY STATE
- FIXED DEPOSIT IN BANK – CAN TAKE LOANS
- ESTABLISH A GOOD CREDIT RATING
- DATE TO COMPLETE EACH FIELD OPERATION
- IF OPERATION NOT COMPLETE - CONTRACT
- ALL TASKS COMPLETED ON TIME

EQUITY SHARE

- W CAPE WORKERS ACQUIRED EQUITY IN FARMS
- BUYING LAND MAY REQUIRE EQUITY PARTNERS
- RESOURCE POOR FARMERS EQUITY IN CROP
- **TRUST** – TRUSTED BOOKKEEPERS ARE NEEDED
- EMERGING FARMER CAN BUY EQUITY USING PROFITS AND END UP OWNING ENTERPRISE
- COMMERCIAL FARMER GETS OUT WITH EQUITY AND HAVING EARNED A SHARE OF THE PROFITS

AGRICULTURAL SERVICES

- FUTURE WILL NEED TO SERVICE LARGE NUMBERS
- FRANCHISE BEST – PAY TO USE COMPANY NAME
- LOCAL SALES POINTS FOR REMOTE RURAL AREAS
- BANKS' FUNDS NEED NEW IDEAS FOR RURAL DEV
- FIRST TWO YEARS BUYING LAND, NO PREMIUMS
- THESE YEARS SHOULD BE USED PRODUCTIVELY
- RURALLY PIGGY-BACK ON PROFITABLE ENTERPRISE
- SERVICES - CONTACT CHAMBERS OF BUSINESS.

INVESTORS

- LARGE TRACTS OF STATE LAND AVAILABLE
- STATE NEEDS TO DOCUMENT AVAILABLE LAND
- AVAILABLE LAND SHOULD BE ADVERTISED
- COMMUNALLY OWNED LAND AS WELL
- POTENTIAL INVESTORS SHOULD BE LISTED
- INVESTORS SHOULD STUDY THE CHALLENGES
- WILL HAVE A HUGE KNOCK ON EFFECT ON EMPLOYMENT AND ECONOMY

INVESTOR CHALLENGES

- UBUNTU – COMMUNITY MUST SEE FEEDBACK
- LEARNED HELPLESSNESS – YOUNG PEOPLE
- SOME OF GROUP FARM, SOME ONLY LIVE
- RURAL GROUPS ONLY AS GOOD AS LEADER
- PROVISION FOR BREAKDOWNS
- THEFT OF CROPS, FENCING, STOCK
- GOAT DAMAGE TO CROPS

HIGH LEVEL PROGRAMS NEEDED

- STATE TO PARTNER WITH PRIVATE SECTOR
- EDUCATE COMMERCIAL FARMERS IN RURAL DEV
- FARMERS ASSOCIATIONS APPOINT A LIAISON
- FARMERS WIVES SHOULD ESTABLISH BUSINESSES
- LOCAL SALE POINTS NEED FRANCHISES
- BANKS SHOULD ASSIST RURAL DEVELOPMENT
- INVESTORS FOR UNUSED LAND – ENCOURAGE
- ENCOURAGE COMMUNITIES TO START STOKVELS

WAY TO GO !

