INGONYAMA TRUST BOARD STRATEGIC PLAN: 2014/15 – 2017/18

PRESENTATION TO THE PORTFOLIO
COMMITTEE ON RURAL DEVELOPMENT AND
LAND REFORM
9 JULY 2014



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BACKGROUND

The Ingonyama Trust was established in 1994 by an Act of Parliament – Act No 3 of 1994 with His Majesty the King as the sole Trustee. An amendment Act in 1997 among other things established a Board to administer the affairs of the Trust. The Board comprises of eight members plus Isilo or his nominee as Chairperson. The eight (8) Board members are appointed by the Minister of Rural Development and Land Reform, after considering National and Provincial interests.

The Trust is the largest landowner in the Province with a total extent of 2,844,903 hectares held under some 1600 individual titles. The Trust owns land in all of the District Municipalities and Metro Municipal areas in KwaZulu-Natal.

The Board sees Real Estate as its major activity. The core business of the Trust is to administer the land for the "material benefit and social wellbeing of the individual members of the tribes". However, no alienation or burdening of the land may occur without the written permission of the relevant traditional or community authority.

Vision, Mission and Values

Vision

To be a leader in sustainable communal land management.

Mission

To contribute to the improvement of the quality of life of the members of the traditional communities living on Ingonyama Trust Land by ensuring that land management is to their benefit and in accordance with the laws of the land.

Mandate

As per Section 2 of the Ingonyama Trust Act 3 of 1994 as amended.

Values

- Transparency,
- Integrity,
- Honesty,
- Professionalism,
- Value for money,
- Open Communication,
- Consultation and
- Service excellence.

PERFORMANCE DELIVERY ENVIRONMENT

| Government Perspective | Description and application to ITB |
|------------------------|---|
| National Initiatives | National Government Priorities The current government set its priorities in 2009 during the beginning of its term, twelve priorities were decided as critical to the functioning of government. Out of the twelve we as ITB see ourselves as a contributing factor to Outcome 7 and Outcome 8 of the Government Programme of Action as informing its mandate. • Outcome 7: Vibrant, equitable and sustainable rural communities with food security for all; • Outcome 8: Sustainable human settlements and improved quality of household life. |
| Provincial | Provincial Growth and Development Strategy |
| Initiatives | This strategy for the provincial government is setting the tone of government delivery until 2030 and is aligned with the policy frameworks as adopted by national government, as we operate within the province we are then expected to provide input to this strategy which puts emphasis on areas such as Human and Community Development, Strategic Infrastructure, Job Creation, Environmental sustainability and Spatial Equity. It also drives to the point that we need an integrated planning model to ensure that we work hands on deck to ensure our contribution benefits the KZN Province. |
| Departmental | Ingonyama Trust Board also contributes to the following two goals of the Department of Rural |
| goals | Development and Land Reform which are; effective land planning and administration that is |
| | biased towards rural areas and increased access to and productive use of land. |

BUSINESS MODEL

KEY STAKEHOLDERS

Organisations which have dealings with us in fulfilling our core mandate which are: Municipalities; **Government Depart**ments; **Business Entities**; Service Providers.



Mapping; Lease Development; Administration; Joint planning & implementation.



Human Capital; Real Estate Management; Customer Base: Joint resource sharing.

CUSTOMER RELATIONSHIP

How do we relate to our stakeholders.

CHANNELS

How do we conduct business and let our customers and stakeholders know about us

VALUE PROPOSITION

and stakeholders. Our comittment to bring the best possible service to our clients at all costs.

CUSTOMER SEGMENTS

Clients who we do business with:

What value we bring to our customers



REVENUE STREAM

«

Our income base which keeps us in business: Lease Collections; Government Grant;

>>

COST STRUCTURE: Operational budget; Human Capital Remuneration;



STRATEGIC OVERVIEW

| STRATEGIC OBJECTIVES | MEASURABLE PERFORMANCE INDICATOR | AUDITED/ACTUAL PERFORMANCE ESTIMATED PERFORMANCE | | MEDIUM – TERM TARGETS | | | | | |
|---|---|--|------------------|-----------------------|---------|---------|---------|---------|---------|
| | | 2011/12 | 2012/13 | 2013/14 | 2014/15 | 2015/16 | 2016/17 | 2017/18 | 2018/19 |
| Unlocking an enabling environment conducive to development on | Number of tenure rights granted by the Board and signed by both parties | New Indicator | 859 | 1157 | 1200 | 1300 | 1350 | 1400 | 1450 |
| | Number of land management projects identified and implemented | New Indicator | New Indicator | 4 | 5 | 6 | 7 | 8 | 9 |
| Effective and efficient asset management services | Land Holding Register maintained | New Indicator | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| Provide Human Resources Management | Number of HRM / Legal policies developed / reviewed | | | New Indicator | 5 | 5 | 5 | 5 | 5 |
| Support to Traditional Councils in capacity building programs | Number of TC workshops held on land management issues | New Indicator | 23 | 40 | 43 | 45 | 52 | 52 | 55 |

APP QUARTERLY TARGETS 2014/15

| PERFORMANCE INDICATOR | REPORTING PERIOD | TARGET | QUARTERLY TARGETS | | TS | |
|---|---------------------|--------|-------------------|-----|-----|-----|
| | | - | 1st | 2nd | 3nd | 4th |
| Number of tenure rights granted by the Board and signed by both parties | QUARTERLY | 1200 | 300 | 300 | 300 | 300 |
| Number of land management projects identified and implemented | QUARTERLY | 5 | 1 | 1 | 1 | 2 |
| Land Holding Register maintained | QUARTERLY | 4 | 1 | 1 | 1 | 1 |
| Number of HRM / Legal policies developed / reviewed | QUARTERLY | 5 | 1 | 1 | 1 | 2 |
| Number of TC workshops held on land management issues | QUARTERLY | 43 | 10 | 10 | 11 | 12 |

INCOME AND EXPENDITURE BUDGET SUMMARY

Income

ITB own funds
Transfer payment funding

Expenditure

ITB own funds
Transfer payment funding

Expenditure

Operating expenditure Capital

Rands

62,702,000

45 395 664 17,306,336

62,702,000

45,395,664 17,306,336

62 ,702,000

57,702,000 5,000,000

%

100,00%

72.39% 27,61%

100,00%

72,39% 27,61%

100,00%

92,03% 7,97%



Total Consolidated Income

| | INCOME | Proposed 2014/2015 |
|---|--|--|
| Α | ITB Own Fund Income | 45 395 664 |
| | Rental Income - Non - Mining PTO - Commercial Investment Income Interest on overdue debtors accounts Rates due from lessee From Reserves (for operating and capital expenditure) | 15 329 922 9 696 9 722 851 88 491 12 561 20 232 143 |
| В | Department of Rural Development and Land Reform Funding | 17 306 336 |
| | Transfer Payment Investment Income | 17 294 000 12 336 |

TOTAL INCOME

62 702 000

ITB Own Fund Expenditure

| С | ITB Own Fund Expenditure | 45 395 664 |
|---|--|--|
| | Advertisement and public awareness campaigns Legal fees Bank charges Provision for doubtful debts Payment to beneficiary communities (90 % Portion) Capital expenditure including new office accommodation Staff training Salaries Tenure upgrade and formalisation of settlements Cultural events and meetings Land tenure information system - maintenance Rates - ITB office accommodation Repairs,grass cutting, cleaning and other Land identification and management plan Workshops for Co-operation agreements Workshops and road shows Review and maintenance of policies HRM strategy and communication strategy Rent - ITB Ulundi office | 328 230 1 345 050 47 297 100 000 22 647 168 5 000 000 220 500 7 373 000 1 050 000 1 050 000 200 000 150 000 90 000 562 146 441 000 330 750 157 500 157 500 200 000 |
| | Rates - ITB land | 3 945 523 |

Departmental Funding Expenditure

| D Departmental Funding Expenditure | | 17 306 336 |
|---|----|------------|
| Board members' remuneration | 17 | 629 554 |
| Bank charges | 18 | 9 764 |
| Travel ,accommodation, meetings | 19 | 2 494 565 |
| Salaries | 20 | 9 344 000 |
| External audit fees | 21 | 588 000 |
| Internal audit fees | 22 | 220 500 |
| Internal audit committee members' remuneration | | 11 025 |
| Insurance | 23 | 360 000 |
| Stationery & other | | 420 000 |
| Crockery & cutlery | | 15 750 |
| Motor vehicle expenses | | 185 649 |
| Computer software and licencing and maintenance | | 200 000 |
| Asset tagging expenses | | 5 250 |
| Electricity and water | | 683 551 |
| Security expenses | 24 | 900 000 |
| Telephone | 25 | 360 000 |
| Cleaning ,repairs and maintenance | 26 | 678 728 |
| Contract - Real estate | | 200 000 |
| TOTAL EXPENDITURE | | 62 702 000 |

ITB OWN INCOME

| INCOME | 2014/2015 | 2015/2016 | 2016/2017 | 2017/2018 |
|---|------------|------------|------------|------------|
| | | | | |
| ITB Own Fund Income | 45 395 664 | 40 761 658 | 43 538 212 | 46 313 458 |
| | | | | |
| | | | | |
| Rental Income - Non - mining | 15 329 922 | 16 096 418 | 16 901 239 | 17 746 301 |
| Royalties and Prospecting Income | 9 696 | 10 181 | 10 690 | 11 224 |
| Investment Income | 9 722 851 | 10 208 993 | 10 719 443 | 11 255 415 |
| Rates due from Lessee | 12 561 | 13 188 | 13 848 | 14 540 |
| Interest on overdue debtors accounts | 88 491 | 92 916 | 97 561 | 102 439 |
| From reserves (for new rates) | 10 000 000 | 1 000 000 | 1 050 000 | 1 102 500 |
| From reserves (for capital expenditure) | 5 000 000 | 500 000 | 525 000 | 551 250 |
| | | | | |

5 232 143

From Reserves for Strat Plan expenditure

12 839 962

14 220 431

15 529 789

DEPARTMENT FUNDING

| | 2014/15 | 2015/2016 | 2016/2017 | 2017/2018 |
|--|------------|------------|------------|------------|
| Department of rural development funding | 17 306 336 | 18 081 953 | 18 801 601 | 19 741 681 |
| | | | | |
| Transfer Payments - Current estimated baseline | 17 294 000 | 18 069 000 | 18 788 000 | 19 727 400 |
| Investment Income | 12 336 | 12 953 | 13 601 | 14 281 |
| | | | | |
| | | | | |
| TOTAL INCOME | 62 702 000 | 58 843 611 | 62 339 813 | 66 055 139 |

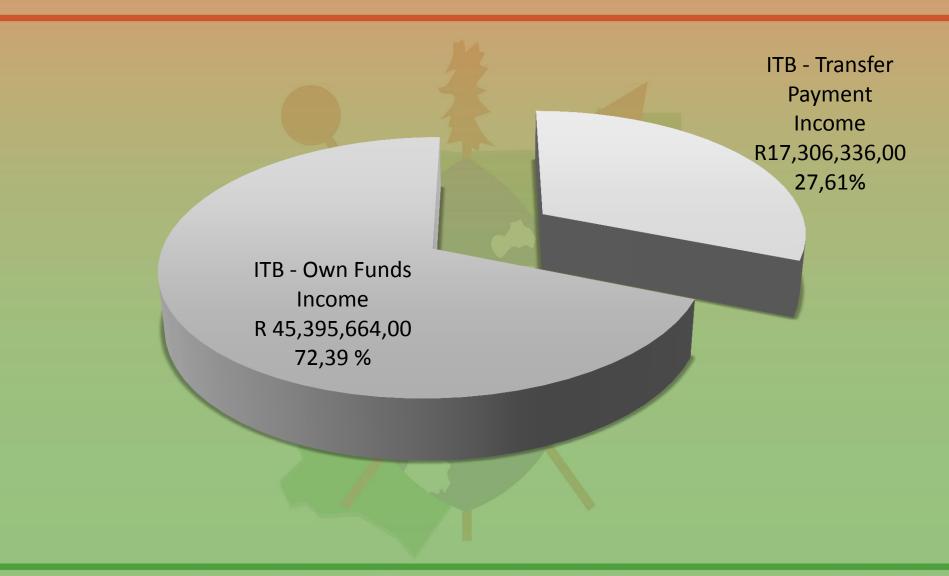
ITB OWN FUNDS EXPENDITURE

| | 2014/15 | 2015/2016 | 2016/2017 | 2017/2018 |
|---|------------|------------|------------|------------|
| EXPENSES | | | | |
| | | | | |
| ITB Own Fund Expenditure | 45 395 664 | 40 761 658 | 43 538 212 | 46 313 458 |
| | | | | |
| Advertisement and public awareness campaigns | 328 230 | 344 642 | 361 874 | 379 967 |
| Legal fees | 1 345 050 | 1 412 303 | 1 482 918 | 1 557 064 |
| Bank charges | 47 297 | 49 663 | 52 147 | 54 754 |
| Provision for doubtful debts | 100 000 | 100 000 | 105 000 | 110 250 |
| Payment to Community Beneficiaries (90 % Portion) | 22 647 168 | 23 779 526 | 24 968 502 | 26 216 927 |
| Capital exp including new office accommodation | 5 000 000 | 500 000 | 525 000 | 551 250 |
| Tenure upgrade and formalisation of settlements | 1 050 000 | 1 102 500 | 1 157 625 | 1 215 506 |
| Land tenure information system | 200 000 | 200 000 | 210 000 | 220 500 |
| Rates provision(rates on ITB land) | 3 945 523 | 1 000 000 | 1 050 000 | 1 102 500 |
| Land identification and management plan | 562 146 | 590 253 | 619 766 | 650 754 |
| General expenses | 90 000 | 94 500 | 99 225 | 104 186 |
| Staff training | 220 500 | 231 525 | 243 101 | 255 256 |
| Salaries | 7 373 000 | 8 745 658 | 9 921 411 | 11 015 820 |
| Cultural events and meetings | 1 050 000 | 1 102 500 | 1 157 625 | 1 215 506 |
| Rates office accommodation | 150 000 | 157 500 | 165 375 | 173 644 |
| Workshops for co-operation agreements | 441 000 | 463 050 | 486 203 | 510 513 |
| Workshops and roadshows | 330 750 | 347 288 | 364 652 | 382 884 |
| Review and maintenance policies | 157 500 | 165 375 | 173 644 | 182 326 |
| HRM strategy and communication strategy | 157 500 | 165 375 | 173 644 | 182 326 |
| Rent - ITB Ulundi office | 200 000 | 210 000 | 220 500 | 231 525 |

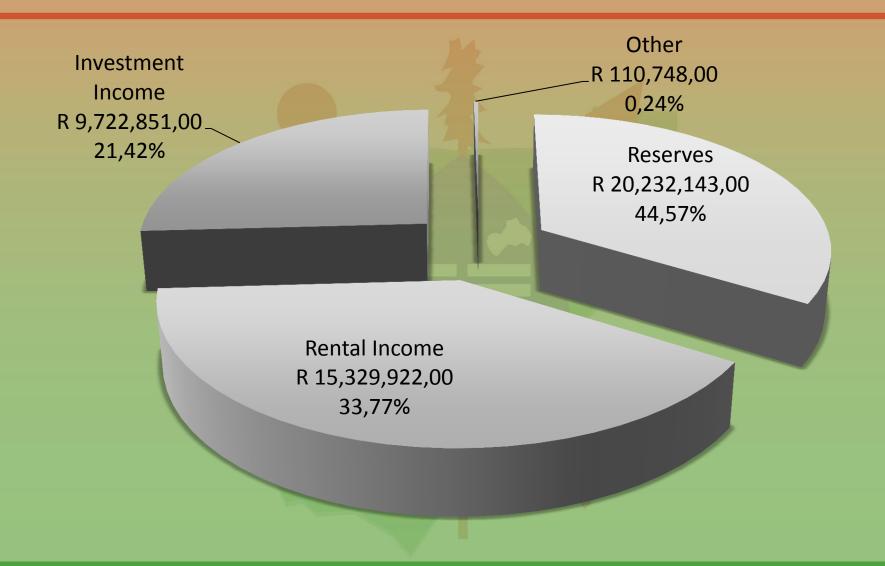
DEPARTMENT EXPENDITURE

| | 2014/15 | 2015/2016 | 2016/2017 | 2017/2018 |
|--------------------------------------|------------|------------|------------|------------|
| Departmental Funding Expenditure | 17 306 336 | 18 081 953 | 18 801 601 | 19 741 681 |
| | | | | |
| Board members remuneration | 629 554 | 661 032 | 694 084 | 728 788 |
| Bank charges | 9 764 | 10 250 | 10 767 | 11 306 |
| Travel ,accommodation, meetings | 2 494 565 | 2 619 293 | 2 750 258 | 2 887 771 |
| Contract - real estate | 200 000 | 210 000 | 220 500 | 231 525 |
| Asset tagging expenses | 5 250 | 5 513 | 5 788 | 6 078 |
| Salaries | 9 344 000 | 9 721 501 | 10 023 121 | 10 524 275 |
| Audit fees - external | 588 000 | 617 400 | 648 270 | 680 684 |
| Audit fees - internal | 220 500 | 231 525 | 243 101 | 255 256 |
| Insurance | 360 000 | 378 000 | 396 900 | 416 745 |
| Internal audit committee members rem | 11 025 | 11 576 | 12 155 | 12 763 |
| Stationery | 420 000 | 441 000 | 463 050 | 486 203 |
| Crockery & cutlery | 15 750 | 16 538 | 17 366 | 18 234 |
| Motor vehicle expenses | 185 649 | 194 932 | 204 678 | 214 912 |
| Computer software | 200 000 | 210 000 | 220 500 | 231 525 |
| Security expenses | 900 000 | 945 000 | 992 250 | 1 041 863 |
| Electricity and water | 683 551 | 717 729 | 753 615 | 791 296 |
| Telephone | 360 000 | 378 000 | 396 900 | 416 745 |
| Cleaning ,repairs and maintenance | 678 728 | 712 664 | 748 298 | 785 712 |
| | | | | |
| TOTAL EXPENDITURE | 62 702 000 | 58 843 611 | 62 339 813 | 66 055 139 |

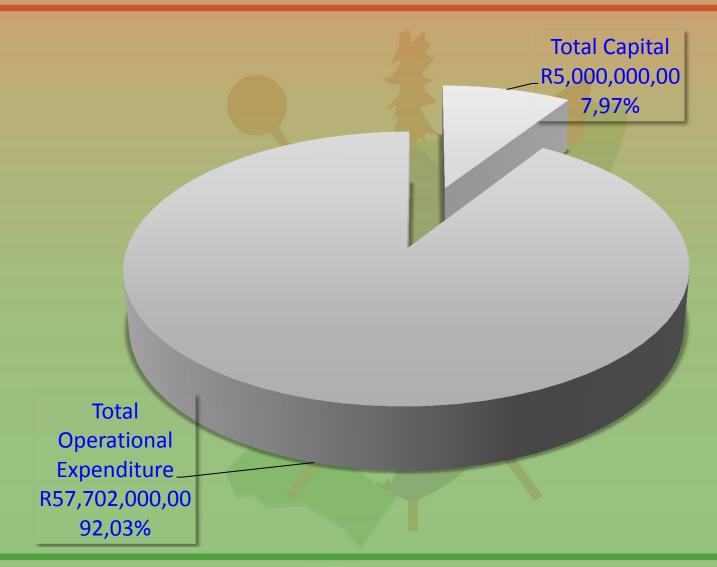
CONSOLIDATED INCOME ANALYSIS



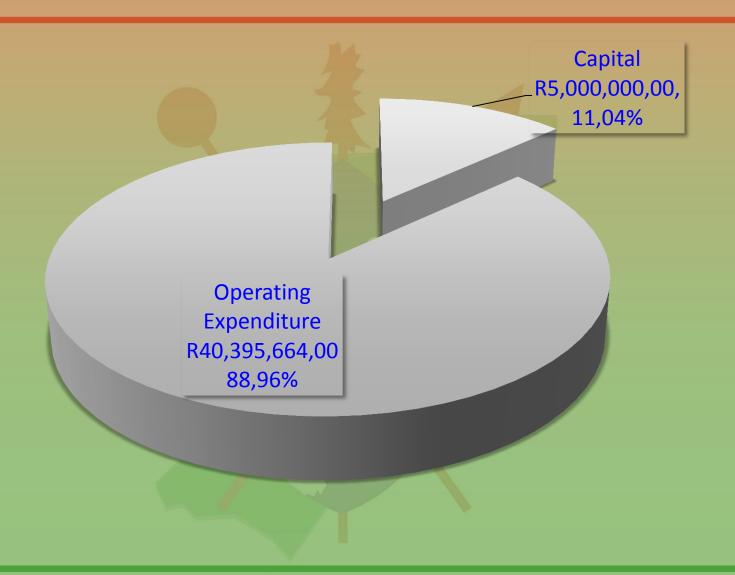
INCOME ANALYSIS



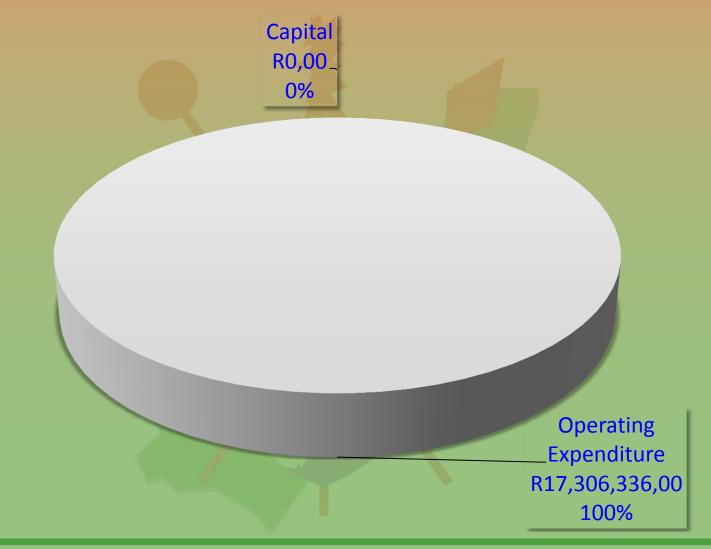
CONSOLIDATED EXPENDITURE ANALYSIS



ITB - OWN FUNDS: GOODS AND SERVICES ANALYSIS



TRANSFER PAYMENTS EXPENDITURE



Thank You