

Transformation in Action

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CenDel

Objectives of AgriBEE

- - - - - to facilitate - - - - - by
implementing initiatives

Promoting, unlocking,
facilitating, uplifting,
increasing, empowering,
improving

INITIATIVES

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MILK PRODUCERS' ORGANISATION

It's all about people

Internal asset base




TRANSFORMATION

AT

WORK



Training 2 000+
per annum



Accredited
AgriSeta
training provider

Animal Production
Levels 1-4

Courses

- Care of farm animals and animal husbandry
- Dairy production
- Artificial insemination
- Animal health and treatment

Courses (continued)

- Animal feeding and nutrition
- Productivity and the free market
- Motivation and work ethics
- Business and marketing skills
- Tractor maintenance



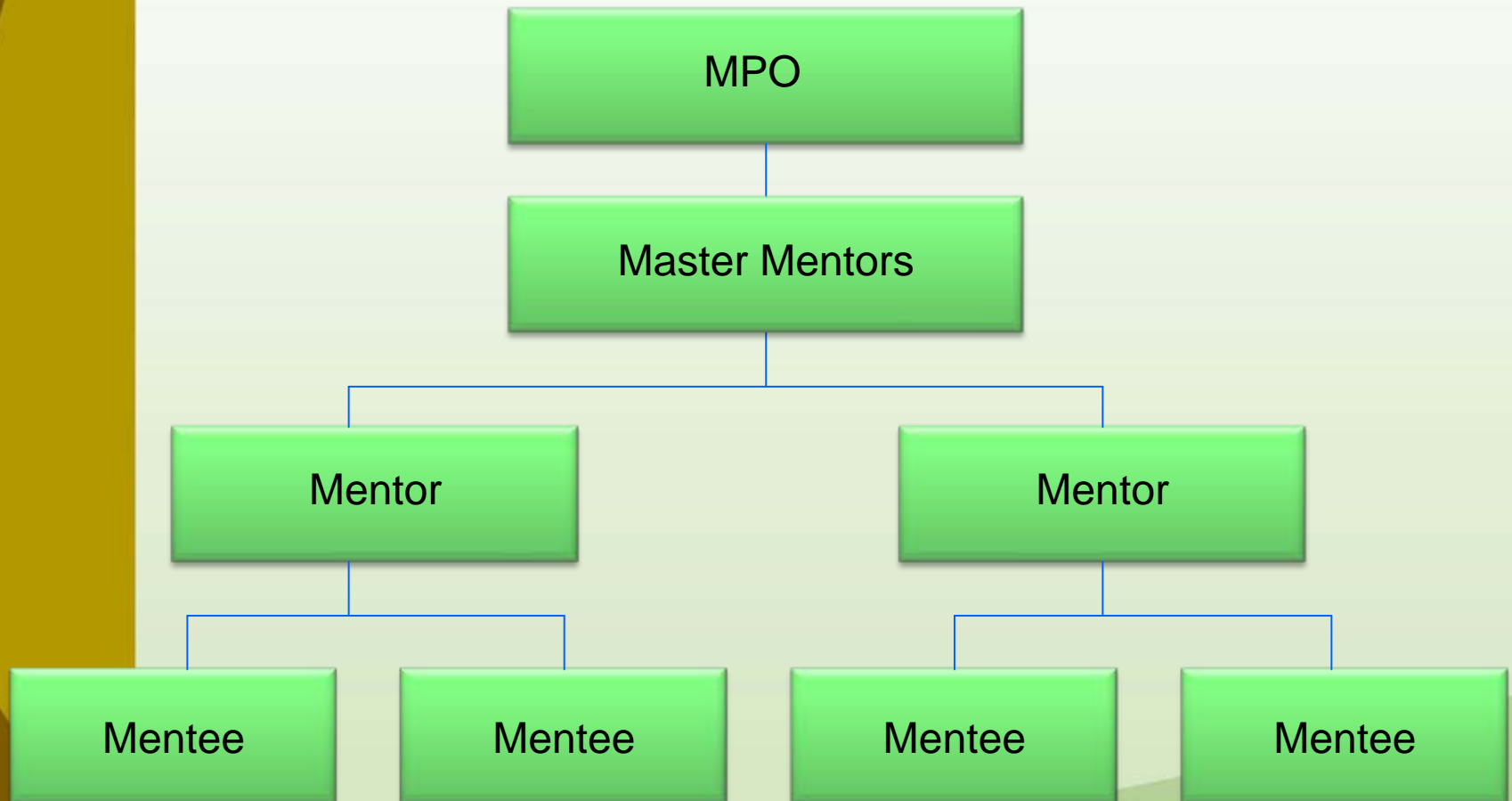




Master Mentor participation table

Province	Area	No. of projects	No. of beneficiaries	No. of women	No. of youth
North West	Madisago	1	1	1	0
	Lichtenburg	1	8	1	1
	Emerdale	1	2	1	0
	Khuma	1	3	1	0
	Klerksdorp	1	52	37	17
	Delareyville	1	9	4	0
	Leeudoornstad	1	52	36	19
Free State	Qwa qwa	4	36	4	4
Eastern Cape	Cradock	1	14	5	4
Western Cape	Klein Eikeboom	1	21	8	0
TOTAL		13	198	98	45

Structure Commodity Organisation





Fodder flow
Milking
Animal Health
Marketing
Financial control





The farmer

- **Income from milk January 2010**
- **R7 344**



The Stockman

Income from milk

- **December 2008 = R 5 800**
- **December 2009 = R17 879**





The Entrepreneur

- **Income from milk**
- **January 2010 = R29 000**

Funders for training

- Milk SA
- AgriSeta
- USAid
- Rand Merchant Bank

THANK YOU!

Funders for mentorships

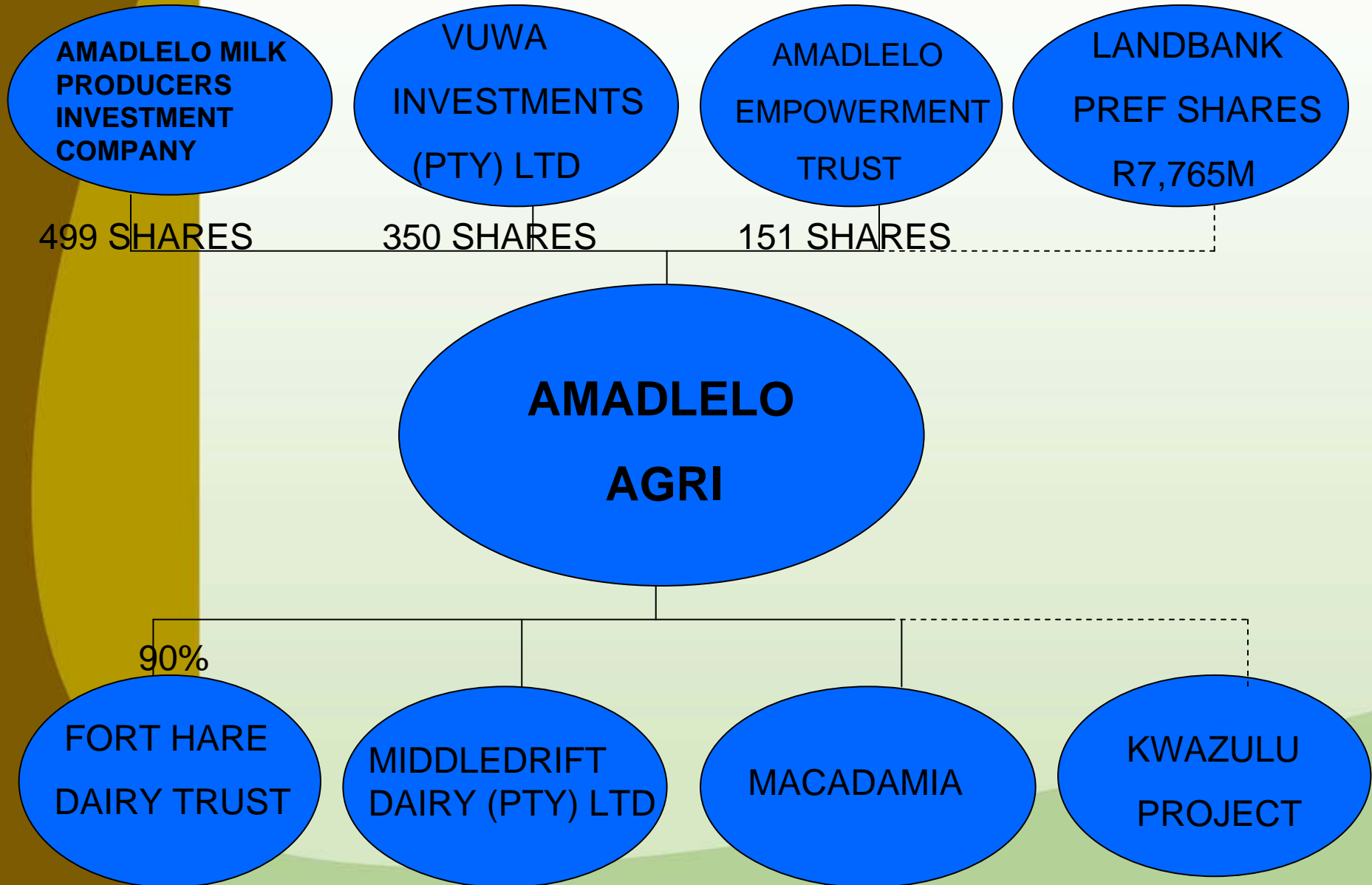
- DAFF
- AgriSeta
- MilkSA

Thank you !

JOINT VENTURES / SHARE MILKING

**Amadlelo Agri JVs
Others**

ORGANOGRAM





GRASSLANDS DEVELOPMENT TRUST

AND



GRASSLANDS AGRICULTURE

LEGAL STRUCTURE

Trust founded by: G.T. Elliott

Beneficiaries: 49 Employees and retired employees of Grasslands

Trustees: 7 (each represents a farm)
1 (represents retired beneficiaries)
2 (external volunteer Trustees)

Protectors: 1 Official Land Affairs
1 Independent

FARM OWNERSHIP

- **Trust purchased 485 hectare dairy farm, of which 120 hectare irrigated, from a commercial farmer**

FUNDING OF FARM PURCHASE

- The purchase price of the farm was R7 625 000 which was funded as follows:

LRAD grant from the Department of Land Affairs	R 3 200 000
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Kuhla LREF loan via Standard Bank	4 425 000
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INFRASTRUCTURE FUNDING:

Grant – Department of Agriculture Eastern Cape	1 200 000
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Kuhla LREF loan via Standard Bank	1 575 000
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FINANCIAL STRUCTURE

EQUITY – LRAD Grant (R65 306 per beneficiary)	35%
LONG TERM LOAN	65%

DETAILS OF FARMING OPERATION

- **Dairy farming**
- **Milking 750 cows / with sharemilker,
Grasslands Agriculture**
- **Produce 3 750 000 litres**
- **Turnover R7 500 000**

OPERATING STRUCTURE

- **Farm Management is based on a Sharemilking Agreement – a New Zealand concept**
- **The Farmer (in this case the Grasslands Development Trust) provides the land**
- **The Sharemilker (in this case Grasslands Agriculture) provides the livestock, movable equipment, management and labour**
- **The relationship between the parties in a Sharemilking Agreement is that of Employer (Trust) and Independent Contractor (Grasslands Agriculture)**

Thank you