



Climate Smart Agriculture

ADDENDUM 2018

*This document is an addendum to the scoping study titled:
"How Dutch technology can add value to the South African
(emerging) farmers",*

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Introduction

"The input of the workshop will be published as an addendum to the existing scoping study which was conducted during the 2nd half year of 2017 and can be downloaded at: <http://bit.ly/2EA7fHx>"

Objectives

"The aim is to inform Dutch businesses and related organisations from Water – and Agricultural and the Embassy about the opportunities for Dutch business to be involved with the use of climate adaptation and mitigation technologies (such as drought resistant plant varieties, use of water efficient instruments, soil improvement, use of inputs, solar power for water for production, early warning systems) in the primary production agricultural area in South Africa."

Scope

During the mission and the scoping study we have targeted the black emerging commercial farmers. The group of emerging farmers is diverse, as are the various names and economic position given by the various stakeholder groups. As there is not a specific definition of the targeted group we loosely defined this group as: *"An agribusiness which adds value to the agricultural sector with a focus on pre- and post- production enterprises and builds linkages with enterprises. The micro or medium sized agribusiness is owned by Historic Disadvantaged Individual."*

In principle, one can state that the target group is already farming commercially, but on a smaller scale.

The figure below shows the economic position of the target group that we focussed on.



Secondly, we focussed on crop farmers. The Netherlands is the primary supplier of high tech supplies for horti- and agriculture and most of the climate smart technologies focus on the reduction of water and energy and the improvement of soils. We thereby marginalize the number of relevant stakeholders during our one-week mission in South-Africa.

Methodology

The main goal of the scoping study is to indicate opportunities for the Dutch Agri-food sector. Findings from the PMA (Produce Marketing Association) event in Cape town August 2017, from literature, the scoping mission with various workshops and a great deal of interviews have provided an indication of the current level of technology used by emerging farmers in South Africa as well as the present gaps between what is available and why certain technologies are not used. Throughout the scoping report we work according to these 3 pillars of Climate Smart Agriculture (CSA) as defined by FAO:

- Productivity
- Adaptation
- and Mitigation

Workshop 25.01.2018 – Strategies

CSA is one of the 11 Corporate Areas of Resource Mobilization under FAO's strategic objectives. It is in line with FAO's vision for Sustainable Food and Agriculture and supports FAO's goal to make agriculture, forestry and fisheries more productive and more sustainable".



We were proud that both the Dutch Ambassador, Mrs. Marisa Gerards, and the Agricultural Counsellor, Dr. Jack Vera, joined the workshop. They both shared an update on the current situation in South Africa and the agricultural sector.

After the plenary session the people could choose to join one of the 5 working groups:

- Strategy "Local corporates - BEE level"
- Strategy "Train the Trainer "
- Strategy "Consortium Building"
- Strategy "Centre of Excellence"

Bee-Corporates

The aim for this working group was to talk about the collaboration with local corporates to attract BEE funding for Climate Smart project development. This might be an interesting strategy since large corporates in South Africa have to allocate a percentage of their profits to achieve specific BEE level.

It appeared that this caused confusion of tongues where corporates were interpreted as cooperatives.

Discussions took place on different topics such as:

- BEE requirements from retail to primary farms;
- the compliance with BEE;
- the image problem of agriculture, where farming and working on a farm is considered to be less attractive resulting in only few students choosing this direction;
- and the care that farmers have for the social part (care, training)

The group came up with the community idea: an approach that can have an impact should – as preconditions - include all these aspects, including social).



It was pointed out that mining companies sometimes want an approach to develop an entire area because of the BEE component (upgrading). To be successful, as 'the Dutch' we would need to form a consortium (who is taking the initiative?) and offer a full package. There are sufficient individual companies but no real consortia who are able to offer an integrated package covering the whole food supply chain (social aspects, sustainability). Perhaps that is a task for the Dutch government to facilitate this.

*Education is
the passport to
the the future,
for tomorrow
belongs to
those who
prepare for it
today*

Malcolm X

Train the Trainer

One basic finding from the scoping study was that the educational level of agricultural extension officers is limited, especially when it comes to knowledge about specific crops, production systems. Therefore it is important to equip trainers / extension officers with knowledge (practical) skills and understanding of Climate Smart Agricultural solutions.

The group was a nice mixture of people present on behalf of companies, training institutes, NGO and Universities. On the topic 'who to involve' the following parties were mentioned:

- Department of Agriculture – and help them to improve their extension officers-system
- Virtual university → Unisa (www.unisa.ac.za)
- Existing networks → examples : Farmers Network South Africa (<http://farmersnetworksouthafrica.org.za>) - AgriSA (www.agrisa.co.za) – Smart Agri (www.greenagri.org.za/smartagri-2/about/)
- Farmers academy (3, 6, 9-months mentor-program)
- Farmers cooperatives – collective learning
- Young new employees – to avoid migration



Some general remarks & questions were posed for follow up activities:

- A ToT trajectory is meant to learn from one another. You need to educate facilitators and organize mentorships for practical experience!
- Emerging farmers: what is the general knowledge one should have to kickstart their venture (not only technical but also entrepreneurial and financial);
- how can these initiatives be scaled up?
- which universities and technical schools should be / are willing to be involved?
- what collaborations do already exist (extension officer programs / training form input suppliers)?
- we need support from the local, regional and federal government!
- Promote seniors (experience) working with youngster (new knowledge)

Mrs. Agnes Maenhout (AquaDactics) proposed to invest some time and effort into researching whether this NGO can extend its portfolio with agri. AquaDactics is established and certified to provide training to South African professionals.



Consortium building

Economic growth is the most effective way to lift people permanently out of poverty. However, the right kind of growth is needed: responsible, sustainable and inclusive. Business becomes a 'partner in development' when it looks beyond immediate short-term financial gain and looks towards building longer-term business and societal value helping to ensure long-term prosperity for itself and the country in which it operates.

Collaboration between business and other development actors is effective when it can achieve both development impact and business benefit beyond that which could be achieved through unilateral action. The strategy to build consortia together with local partners with the objective to offer emerging farmers a **full package** instead of individual offerings per supplier.

The working group addressed the following issues regarding consortium building:

- Approach need to be embedded in proper local collaborations. Local partners need to take ownership.
- One can choose a sector specific approach. Example around the large amount of fruit juice concentrate that comes to the Port of Rotterdam. Or choose a specific product and design a total package which meets the requirements!

It is advised to articulate local demand; where is the energy? What South African partners (businesses, government, NGOs) are willing to enter into a long-term collaboration.

Combined with a proper stakeholder analysis it might result in a complete redesign of a joint offering based on a clear local demand instead of existing products / services businesses has to offer.

Development of collaborations require time and effort from all participants. There must be trust, willingness to work together and shared successes. This can only be achieved with ongoing support to the collaboration. Independent brokers (without a stake) are essential to get partnerships working, especially during the scoping to deepening engagement steps.

*Re-think
Healthcare*

*We pay the
doctor to make
us better when
we should
really be
paying the
farmer to keep
us healthy!*

**Robyn
O'Brien**

Centre of Excellence

The Netherlands traditionally has a rather transparent knowledge structure in which companies and individuals are willing to share information with each other. Probably the main reason is that Dutch horticulture has faced quite some challenges in recent years and that many family owned businesses ceased to exist or merged into bigger holding structures.

Collaboration is part of the Dutch DNA. Many companies organize knowledge exchange by themselves. Courses are organised for (inter)national growers, demo nurseries are established in and outside of the Netherlands, joint training centres are founded, etc. In some cases, it is for instance a seed supplier or a technical supplier who takes the initiative to setup such knowledge exchange centres, in other cases it is a group of companies who take responsibility.



The group identified a number of attention points:

- What exactly is a CoE? Showcase Dutch technologies and supporting activities like knowledge transfer.
- How large / small can this be and how is this financed? Preferably through a combination of a commercial farm and CoE where the commercial farm can pay for the CoE thus making it self-sustaining.
- What is the added value of the Netherlands? Could be knowledge (water, agribusiness, climate), governance, system approach, triple helix, CSR, sustainability, circularity.
- One and other should be based on local demand, so collaboration with *local* partners (farmers / retail) is a key Success Factor.
- Always try to connect with existing projects instead of start from scratch.



Final Remarks

Other input

From other parties we received more input for the report.

The organic sector suggested the following:

- to set up a full 'Organic' Centre of excellence. According to the philosophy of organic farming, this is the most environmentally friendly way of farming.
- it was advised to develop a South African National action for organic agriculture to embed organic agriculture in a much broader sense into south African agriculture.

Another company said that we should include desalination solutions (like Elemental Water makers) in the innovations we identified.

One of the participants also advised to explore EU-funding for projects. As an example, they gave 'healthy food for Europe' project where 55 international partners are working together (of which 13 universities).

To get an idea please visit: <https://www.eitfood.eu/our-partners>

Conclusion

We were positively surprised with the great interest for the workshop as such and the diversity of attendees from both the water and agricultural sector. There were people from the private sector, NGO's, government and Research & Development. Although time was (too) short for lengthy discussions and in-depth analysis, the overall conclusion was that this was a very successful event providing interesting extra 'food for thought' for the scoping study as it was published in January 2018. Moreover, it was also mentioned that the workshop provided various new contacts for the different participants which hopefully will grow into new collaborations. It was well received to combine a meeting with representatives of the water and agricultural sector. Water efficiency is a prominent topic in South Africa with the current drought crisis. The mindset for new ways for the (re-) use of water is widely needed and supported. Water and agricultural sector are more linked than before. This workshop was a good step towards structural collaboration between the two sectors, starting with the preparations towards the WISA Conference in June in Cape Town.

Contact

Netherlands Enterprise Agency (RVO) is your gateway to the Dutch Water Sector. Companies, NGOs, Knowledge Institutes and Government have joined forces in this public-private partnership. From water purification to spatial planning, from governance to land reclamation, from small scale solutions to mega structures, the partnership has the expertise. The members of the partnership work together to offer sustainable, multifunctional water solutions for people, planet and profit worldwide.

The partnership, consisting of 200 members, acts as a centre of information on water expertise, policy developments and market opportunities. But NWP is more than an information source; the organization also initiates, coordinates and executes projects for its members and organizes trade missions, exhibitions and conferences.



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