



ANNUAL REPORT 2017/8



The Siyazisiza Trust
P.O. Box 67239 Bryanston
2021 South Africa
Website: www.siyazisiza.org.za
Telephone: +27 (11) 706-4507
Email: info@siyazisiza.org.za

**Mission**

To promote food security and sustainable food and craft enterprise development in rural communities in South Africa.

Founded

1987

Registration Number

4191/87

Non-Profit Organization Number

019-313

Public Benefit Organization Number

18/11/13/4526

BEE Rating

Level 1

Patron in Perpetuity

Mary Rose

Patrons

Chris Saunders

Arnold Zulman

Board of Trustees

Catherine Tinavapi (Chairperson)

Eugenie Drakes

Rachel Ruwo

Sifiso Simelane

Hugh Sundelson

Zimkhitha Zatu

Jane Zimmermann

Sinegugu Zukulu

Staff Complement

Ilene Abrams, Fundraising and Communications Officer
Justin Bend, KZN Provincial Manager
Nokulunga Gasa, Monitoring and Evaluation Officer
Nondumiso Gumede, KZN office cleaner – from July 2017 (part time)
Nozipho Gwala, Rural Community Development Officer
Busi Khumalo, Rural Economic Development Officer, KZN
Mfundo Mahlase, Rural Economic Development Officer
Gremmar Matsimbi, Receptionist/Administrative Assistant
Mpumelelo Mdakane, Field Operations Manager, KZN
Mandla Mnguni, Craft Field Facilitator: Mpumalanga
Sanelisiwe Moloi, Rural Economic Development Officer - resigned June 2017
Dikeledi Ndaba, Craft Production Manager
Mandla Nkoana, National Craft Development Field Manager
Tommy Nkuna, (Driver/Administrative Assistant)
Jabu Nxumalo, Rural Economic Development Officer, KZN
Wendy Prowse, Finance Support (part-time)
Kutelani Tshivhase, Rural Economic Development Officer – from July 2017
Gill Worby, Finance Director
Nomcebo Zaca – Agricultural Project Coordinator, KZN
Jane Zimmermann, Executive Director

Consultants

Travis Bailey
Leonore Kruger

Auditors

BDO South Africa

Legal Advisor

Nicole Copley (BA LLB LLM-tax)

Human Resources Advisor

Dr Laurentia Truter BA LLB (cum laude) LLM LLD

Project Areas

KwaZulu-Natal

- uMkhanyakude District Municipality
- uMzinyathi District Municipality
- King Cetshwayo District Municipality (formerly uThungulu)
- uMgungundlovu District Municipality

Mpumalanga

- Nkangala District Municipality
- Ehlanzeni District Municipality
- Gert Sibande District Municipality

Tax Status

The Trust is a public benefit organization in terms of Section 30 of the Income Tax Act, and receipts and accruals are exempt from income tax in terms of Section 10 (cN) of the Act.

The Siyazisiza Trust has been approved for purposes of Section 18A (l)(a) of the Act and donations to the organization are tax deductible in the hands of donors in terms of and subject to the limitations prescribed in Section 18A of the Act.

Financial Year End

February

Postal Address

P.O. Box 67239

Head Office

P.O. Box 7006

Bryanston

2021

South Africa

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Field Office

Empangeni Rail

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Email

Website

Community tackles the issue of food security head-on

Tamlyn Jolly

THE Mngampondo community near Empangeni is living proof that by working together, good things can happen. In four short months this community has produced a ton of vegetables from its five hectare food garden. The food garden is the result of a collaboration between Tongaat Hulett and Siyazisiza Trust. Through its Socio-Economic Development (SED) programme, Tongaat Hulett strives to improve the quality of life of the people living in the areas in which the company operates.

Teamwork brings results for food garden members

Ongoing agricultural activities have resulted in the company's substantial land portfolio within KZN's primary growth corridors. The 5.5 hectare food security project in Mngampondo was initiated in October and, to date, four hectares have been sown with beans, maize and butternut. The vegetables produced were last week supplied to the uThungulu Fresh Produce Market, which will ultimately supply the school feeding programme in the King Cetshwayo municipal region. Sixty community members are involved in the project, calling it the Vukuzane Community Garden.



Some of the sixty members of the Mngampondo community near Empangeni who are charged with running the Vukuzane Community Garden, a joint effort between Tongaat Hulett and Siyazisiza Trust to address food security. **Emil von Maltitz**

The members received training and mentorship in crop cultivation, agri-planning, health and nutrition, market identification and engagement. Tongaat Hulett's SED programme has also seen the construction of ablution facilities for the Mngampondo Primary School, and the renovation of three classrooms.

The company's school infrastructure programme has benefited 180 learners while improving the quality of learning and teaching. 'The Siyazisiza Trust's approach strengthens the capacity of local communities to analyse their livelihood systems, identify their main constraints and test possible solutions,' said Ilene Abrams, Siyazisiza Fund-raising and Communications Officer. 'By merging their own traditional knowledge with external information, farmers can eventually identify and adopt the practices and technologies most suitable to their livelihood system and needs to become more productive, profitable and responsive to changing conditions.'

FROM THE CHAIR...



It gives me pleasure to present our report on activities and progress during the period 1 March 2017 to 28 February 2018 to fulfil our mandate to assist vulnerable and marginalized rural communities.

Notwithstanding the impacts of the economic and political situation in South Africa, exceptional progress was made with our food security and agricultural enterprise development work, most notably with mini agri-processing initiatives. Moringa powder, puffed ancient grains and chili sauces are now being produced and market interest is very promising. In this regard we must acknowledge the ongoing and considerable support of Wesbank (First Rand Foundation). Support was also received from the Nedbank Foundation for this programme and a number of potential new donors have indicated interest.

Although additional support for our craft development programme, currently funded by Tigers Eye (Tourvest), is proving difficult to obtain, considerable progress was made and the five enterprises collectively sold more than R 2.5 million during the year under review.

Thousands of baskets were produced for Woolworths with ongoing orders received by MaTombi Women in Craft for 2018. A highlight of the year was a dedicated workshop for participants with the Tigers Eye buying team who provided invaluable advice on product and pricing – and orders.

The current Competition Commission case, referred to elsewhere in this report, has had a considerable impact on the Trust's financial situation. Notwithstanding the high costs of protecting and defending our reputation, the Trust's draft audited financial statements indicate a surplus for the period.

The needs in the communities served by us, our staff and our donors underpin our raison d'être - without one, the others would be pointless. The commitment, dedication and initiative of our staff is acknowledged and applauded. Daily work for field staff requires extensive time on the road, often alone and in very difficult circumstances.

The Trust is one of approximately 150,000 not-for-profit organizations seeking support and we are extremely appreciative to our donors who provide the means to make a meaningful contribution to rural communities. Words are insufficient to express our thanks. Special mention must be made of Tigers Eye, the Anglo American Chairman's Fund, Wesbank Fund, First Rand Foundation, the Ackerman Pick 'n Pay Foundation, the Nedbank Foundation and the Fulton Trust.

Our Trustees play a critical role in the Trust's affairs and their support and wisdom are applauded.

BACKGROUND

The Siyazisiza Trust was founded in 1987 by a group of concerned Durban-based businessmen who came together to found an organization which would benefit the “poorest of the poor”, responding to a call for help from rural northern KwaZulu-Natal, a deeply neglected region of South Africa at the time, with a large population.

Whilst it has, over time, expanded its reach into Mpumalanga, and is not limited to any particular province/s, the Trust's work in food security and agricultural enterprise development is focused in northern KwaZulu-Natal where we currently support 62 community food security and agricultural enterprise projects which range in size from small subsistence food gardens to medium-sized commercial enterprises.

Through its agricultural work, the Trust provides support to 900 direct beneficiaries and 7200 indirect beneficiaries in KwaZulu-Natal alone, all of whom are black rural South Africans of which 84.6% are female. The average age of our beneficiaries is 52 with 10.7% being considered youth (18 to 34).

We increasingly see the value of working in partnerships and we engage on a regular basis with a number of government, private sector and civil society organizations and institutions.

The Trust's craft development approach was re-modelled in 2012 and is now centred on the establishment of secondary craft marketing and sales business entities, each of which serve crafters within their particular geographical areas. In so doing, the Trust's previous role as “middleman” between rural crafters and the market is being transferred to young black entrepreneurs which receive our support by way of start-up training and mentoring.

The Trust currently assists 52 craft groups comprising 458 crafters.

VALUES

Respectfulness: We respect our colleagues and honour the choices of our beneficiaries. We encourage each person to take control of his/her own life.

Integrity and accountability: We promote and support the highest level of integrity in the Trust's administrative, service and outreach activities.

Innovativeness: We explore and support innovative solutions to address challenges that impact on the Trust's endeavours to achieve its mission.

Partnerships: We actively support, seek and establish mutually beneficial partnerships with a wide range of stakeholders.

Sustainability: All of our work is centred on ensuring the sustainability of our projects and the organisation.

TARGET PARTICIPANTS/ BENEFICIARIES

The Trust's target participants are all previously disadvantaged rural dwellers including small scale, subsistence and emerging farmers, crafters and potential entrepreneurs. The great majority of our participants/beneficiaries are women.

TRUSTEES



Catherine Tinavapi is Head of Market Information and Advocacy for Africa and the Middle East at Standard Chartered Bank. In addition to banking experience, Catherine has worked in private legal practice, management consulting and advisory services. Catherine's management consulting experience includes consultancy in strategic purchasing, supply chain management and supplier development, business process improvement, business process outsourcing, shared services and project management. Catherine was previously a Senior Legal Advisor in Standard Bank's Corporate and Investment Banking division specializing in cash, trade financing and custody and administration of securities.



Eugenie Drakes has been involved in the creative industries for many years and founded **piece** in 2000. **Piece** collaborates with craft artists from all walks of South African life, exposing their designs to the South African and international markets and trains and mentors producers to operate successfully in the modern business world. In 2013 **piece** was a Runner up in the SAGE 702 Small Business Competition. Eugenie has consulted to the WK Kellogg Foundation in Botswana and KZN as well as Technoserve in Swaziland and is a mentor on the SAB Tholoana Enterprise Programme. She is a Founder Board Member of the Southern Guild Design Foundation, the Arts and Culture Trust and is a Graduate of the Goldman Sachs-GIBS 10 000 Women Certificate Programme for Women Entrepreneurs.



Rachel Ruwo is a partner and Head of Advisory and Research at Opportunvest, a company that focuses on development and funding of business opportunities. Her responsibilities at Opportunvest include deal origination, fund raising, structuring and specialised investment reporting. A multi-talented and tasked individual, Rachel has worked on various private equity, banking, financial and advisory functions. She is passionate about the investment and capital markets and their accommodation to previously disadvantaged communities. She has worked with Empowerdex, the National Empowerment Fund and the DBSA Jobs Fund on various BEE transactions and job creation initiatives. She holds a BSc Honours degree in Economics and is a member of the CFA Institute.



Sifiso Simelane is an investment professional with over ten years working experience. Much of his working experience has been gained working for the National Empowerment Fund. Sifiso has extensive experience in the areas of deal origination, due diligence, valuations and financial modelling. He has concluded deals in various key sectors during his tenure at the National Empowerment Fund.

Sifiso holds a Bachelor of Commerce (Honours) Degree from the University of Cape Town. Sifiso's passion is the empowerment of black people in creating and developing new and sustainable ventures. He has a keen interest in strategy formulation, working with entrepreneurs in the business planning and implementation stages for their new ventures.



Hugh Sundelson has served both as an internal and external consultant and has extensive experience in transforming and leveraging people capability and organizational potential. Having consulted to several corporations, both nationally and internationally, Hugh developed a deep appreciation of the dynamic forces that drive and achieve organizational strategy and ultimately create organizational capability and shareholder value. Hugh completed his Masters (M.A.) degree in

Professional Development (Coaching) through Middlesex University in the United Kingdom and is in the process of completing his Doctorate (PhD) in Organizational Behaviour.



Zimkhitha Zatu: Zimkhitha is a Chartered Accountant who qualified in 2007. She completed her undergraduate and post graduate studies at the University of the Witwatersrand. Her work experience began at KPMG where she completed her articles in the Industrial, Automotive and Pharmaceuticals business unit. In 2008 she joined the Industrial Development Corporation ("IDC") as a Business Analyst. In 2010 she was promoted to Account Manager in the Metals, Transport and

Machinery products business. In 2012 Zimkhitha was appointed Financial Manager: Cement Business Analyst at PPC Ltd. In 2014 she was promoted to the PPC Ltd CFO's office as the Executive Manager, a position which she currently holds. In 2016 she co - founded ZAAM Investments (Pty) Ltd, a transaction advisory and Investment Company that is 100% black female owned. Zimkhitha currently holds board positions at African Women Chartered Accountants and the National Film and Video Foundation.



Sinegugu Zukulu is a dynamic, inspiring and deeply committed educator, social and environmental activist and professional environmental manager. He spearheaded the fight for the protection of the Xolobeni dunes on the Wild Coast against an Australian giant titanium mining company and vigorously opposes the proposed N2 toll road. He was also instrumental in linking GET with the Somkhele communities affected by mining and is a champion for the rights of rural communities affected by mining. He has been nominated a finalist Ecologic 2018 Awards as an Ecowarrior. Was also a finalist in 2015 as South Africa's Conservationist of the year.

Sinegugu is currently Programme Manager for uMzimvubu Landscape for Conservation South Africa, managing the protection of an extensive mountain catchment with the assistance of rural communities and other role players in the Transkei. He is planning to go back to University to do his PhD soon.

DONORS AND PARTNERS

There are three critical elements to what we do – our staff, our beneficiaries and our donors and partners without whom nothing could be achieved. We acknowledge with **very** sincere thanks, their support, interest and encouragement and common vision.

Ackerman Pick 'n Pay Foundation
 Anglo American Chairman's Fund
 E Bellairs Trust
 Crossaf International (Pty) Ltd
 The Davies Foundation
 First Rand Foundation
 The Fulton Trust
 National Lottery Commission
 The Nedbank Foundation
 Pudthane
 TBWA
 Tigers Eye (Tourvest)
 Wesbank Trust
 The Norman Wevell Trust
 Zimkhitha Zatu



**PROUDLY SUPPORTED
 BY ANGLO AMERICAN**

**Tourvest Destination Retail –
a successful strategic partnership with the Siyazisiza Trust**

“More so than other sectors in South Africa's economy, the tourism industry is strongly positioned to play a major role in helping South Africa meet the social and economic development objectives as stipulated by the government's National Development Plan.

Tourvest is committed to being a responsible corporate citizen of the communities and the environment in which it operates. It realizes that its continued success is not just a factor of how it performs operationally or financially but also on a demonstrable commitment to positive and mutually beneficial relationships with every stakeholder affected by its business and the well-being of the environment.

This effect, one of Tourvest's key strategic imperatives is to positively impact the long-term sustainability of society, particularly the communities in which Tourvest operates and the tourism attractions on which much of its business is based.

*Research has shown that consumers around the world are increasingly aware of the potential impact of their tourism spend, with socially responsible and environmentally sustainable tourism becoming a leading market segment globally. Tourvest fully endorses Responsible Tourism, which is defined as a tourism management strategy in which the tourism sector and tourists take responsibility to protect and conserve the natural environment, respect and conserve local cultures and ways of life, and contribute to strengthen local economies and a better quality of life for local people”. **Tourvest Corporate Responsibility Report 2017***

Tourvest has partnered with the Siyazisiza Trust since 1999 and remains the single largest donor in our 30 year history. We acknowledge and record Tourvest's exceptional support.

STAFF

The commitment, innovation and dedication of staff is acknowledged with very sincere thanks. During the year under review:

- Nondumiso Gumede was appointed in July 2017, on a part-time basis, as KZN office cleaner.
- Sanelisiwe Moloi resigned from the position of Rural Economic Development Officer in June 2017.
- Kutelani Tshivhase was appointed Rural Economic Development Officer in July 2017



**Brendon
Nithianandham**



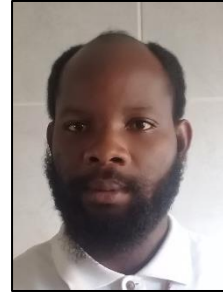
**Mpumelelo
Mdakane**



**Nokwanda
Langazana**



**Nomcebo
Zaca**



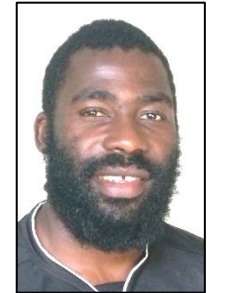
**Mandla
Mnguni**



**Nokulunga
Gasa**



**Mfundo
Mahlase**



**Kutelani
Tshivhase**



**Wendy
Prowse**



**Jabu
Nxumalo**



**Mandla
Nkoana**



**Justin
Bend**



**Dikeledi
Ndaba**



**Nozipho
Gwala**



**Ilene
Abrams**



**Gremmar
Matsimbi**



**Gill
Worby**



**Busi
Khumalo**



**Jane
Zimmermann**



**Tommy
Nkuna**

STAFF RESOURCES AND DEVELOPMENT

Vehicles

Vehicles are critical to our field work and our second greatest cost – staff salaries being the largest component of our budget. Given the terrain in which we operate, vehicles have a lifespan of three to four years.

All field staff are provided with a Trust vehicle and responsibility and maintenance thereof is strictly monitored by way of a number of systems in place to mitigate the risk of vehicle abuse.

Each vehicle is fitted with a tracker and we have access to an online fleet management service that provides us with specific details with regards to usage. Each month, staff are required to submit log sheets for the vehicle usage for the month (both private and business). Staff are also required to submit a monthly activity report which should match up with the reported vehicle log. Each month staff are required to reconcile their fuel charges with the respective fuel slips.

Upon being handed a vehicle, staff are required to sign a comprehensive vehicle handover form which contains strict conditions with regards to vehicle usage and responsibility.

There is regular contact between field staff and the operations manager with regard to field activities.

Laptops/Desktop computers

Each staff member is provided with a laptop or desktop computer and required to sign a comprehensive computer responsibility letter and adhere to the Trust's Social Media policy.

Airtime

Cell phones are not purchased for staff. Rather, a monthly airtime allowance is provided.

Educational Assistance

The Siyazisiza Trust makes provision, funds permitting, to:

- Develop a skilled workforce capable of work practices and responding to organizational changes.
- Improve performance and motivation of individual employees.

Support for tuition fees as well as study/examination leave is at the discretion of the Executive Director or his/her nominee. This assistance relates specifically to studies requested by the employee and not the general specific training of employees which management may implement from time to time.

The support is provided for 1) short course specific skills and 2) further education, which is additional but mutually beneficial to the employee and organization in terms of the increased knowledge and skills that the employee will acquire. It, therefore, has to be relevant to both the employee's function and the organization, in order to be considered.

During the year under review, no applications were submitted for educational assistance.



Workshop with our craft enterprise participants facilitated by Akhona Maqwazima of EICT



Bonisiwe Tembe, Director of MaTombi Women in Craft

POLICY

During the year under review, a section on Social Media was added to our policy.

FINANCE

Auditor

At Board of Trustees' meeting held on 7 March 2017, BDO South Africa was appointed as the Trust's auditors with effect from 1 March 2017.

Financial Controls

The Siyazisiza Trust utilizes the QuickBooks Accounting Programme for recording data and managing its financial reporting. The data is captured daily and the accounts reconciled on a monthly basis.

Management accounts are presented to the Board on a quarterly basis together with a detailed expenditure report against the annual organizational budget as approved by the Board. Income against the annual budget is monitored monthly.

Expenses are allocated to various cost centres and both income and expenditure is tracked by individual project or donor, if required. Financial reports are provided to donors as per their individual requirements.

All expenses are authorized by the Executive Director prior to being loaded for payment on the internet banking system and checked and released by the Finance Director.



Investment of Reserve Funds

The Trust's reserve funding has been invested, on a compounded interest basis in Investec's High Income Fund, Investec's Opportunity Fund and Nedbank's Fixed Call Account. Our intention is to grow our investments to a point whereby the Trust's operating costs will be covered by the interest earned on the investments. The investment portfolios are reviewed on a regular basis.

THE COMPETITION COMMISSION

The Competition Commission is pursuing a case against the Trust and Tourvest for alleged collusive tendering and price fixing. This arises from tenders which the Trust and Tourvest submitted to ACSA for the operation of retail craft shops in the OR Tambo Airport. In the bidding process, the Trust was open and transparent regarding its relationship with Tourvest and does not believe that it has contravened the Competition Act. Accordingly, it is defending itself against these allegations.

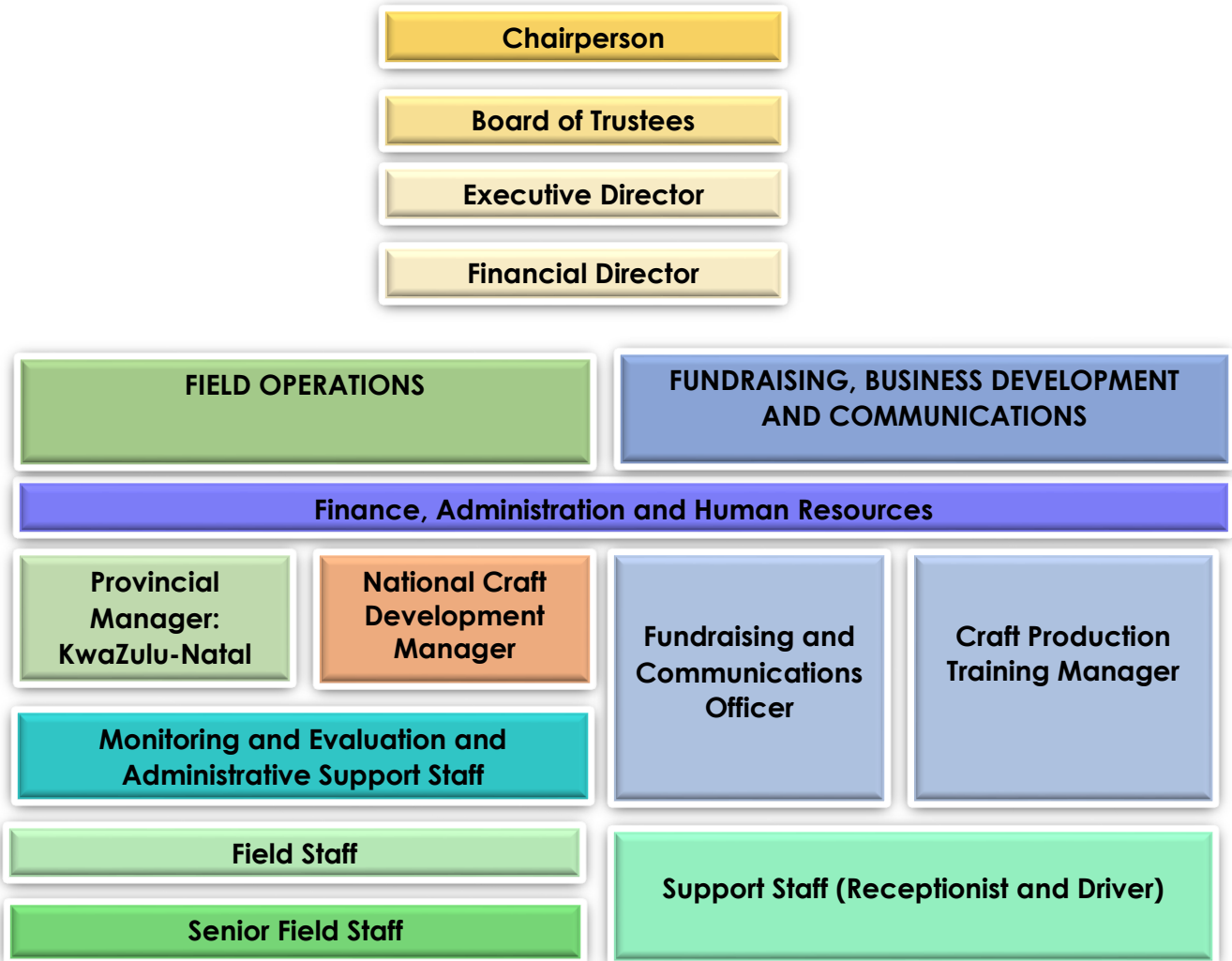
The matter was heard by the Competition Tribunal in February and September 2017, and February 2018. Closing argument will be held on 3rd May 2018.

Litigation is an inherently unpredictable process, but the Trust is satisfied with the manner in which it has presented its case.



*Craft marketing and sales enterprise owners
with the Tigers Eye and Siyazisiza Trust teams*

STRUCTURE



CRAFT DEVELOPMENT PROGRAMME

Staff

- Mandla Nkoana, National Craft Development Field Manager
- Nozipho Gwala, Rural Community Development Officer
- Mandla Mnguni, Craft Field Facilitator: Mpumalanga
- Dikeledi Ndaba, Craft Production Manager

Donors/Partners

- The Jobs Fund
- National Lottery Commission
- Tigers Eye

The Siyazisiza Trust has been assisting rural crafters with product development and market access since 1999.

Based on lessons learned over the years and particularly the fact that producers of craft are seldom, if ever, equally adept at marketing their product as they are of producing it, the Trust's craft development approach was re-modelled in 2012 and is now centred on the establishment of secondary marketing business entities which each serve crafters within their specific geographical areas.

The Trust's role as "middleman" between rural crafters and the market is systematically being transferred to these secondary marketing businesses which are receiving support and mentorship from the Trust and its associate service delivery partners.



Baskets in, and being made for, Woolworths

The Jobs Fund

An application to the Jobs Fund for a 3-year Craft Development Programme was approved and a contract signed with the Jobs Fund in 2014 to implement our model as described above and illustrated below.

The objective of the initiative is to improve the wellbeing of 280 crafters (primarily rural women) and secondary business entity owner/managers through job creation and increased income opportunities. The fundamental intention is to link rural crafters to markets through primary co-operatives and five secondary craft marketing business entities. Products developed are market –driven.

The total number of permanent jobs to be created is 300 (in this case self-employment and not jobs in the formal sense) with each beneficiary earning R 10,000 by the end of the three-year programme.

Notwithstanding that the jobs to be created were end-loaded, it was apparent by April 2016 that we would not achieve the deliverable of 300 individuals each earning R 10,000 per year by September 2017. The Jobs Fund's last disbursement was received in April 2016. Of the total of R 10,949,000 granted we received a total of R6 215 000 from Jobs Fund.



A final audit and a Summative Evaluation will be carried out by an independent consultant in 2018.

The Trust is committed to ongoing mentoring until at least the end of 2019. It is our contention that a minimum of 5 years' intervention are required before enterprises can operate fully independently. The downturn in the economy as well as constraints and cost of working in rural areas contributed to non-delivery of the intended outcome.

Objectives

- Successful entrepreneurs managing their own marketing businesses and making a profit;
- Successful production by crafters.
- New products in demand;
- Successful technical training and ability by crafters to produce product;
- Buyers dealing directly with business enterprises.

Secondary Craft Marketing and Sales Enterprises

The secondary marketing businesses are:

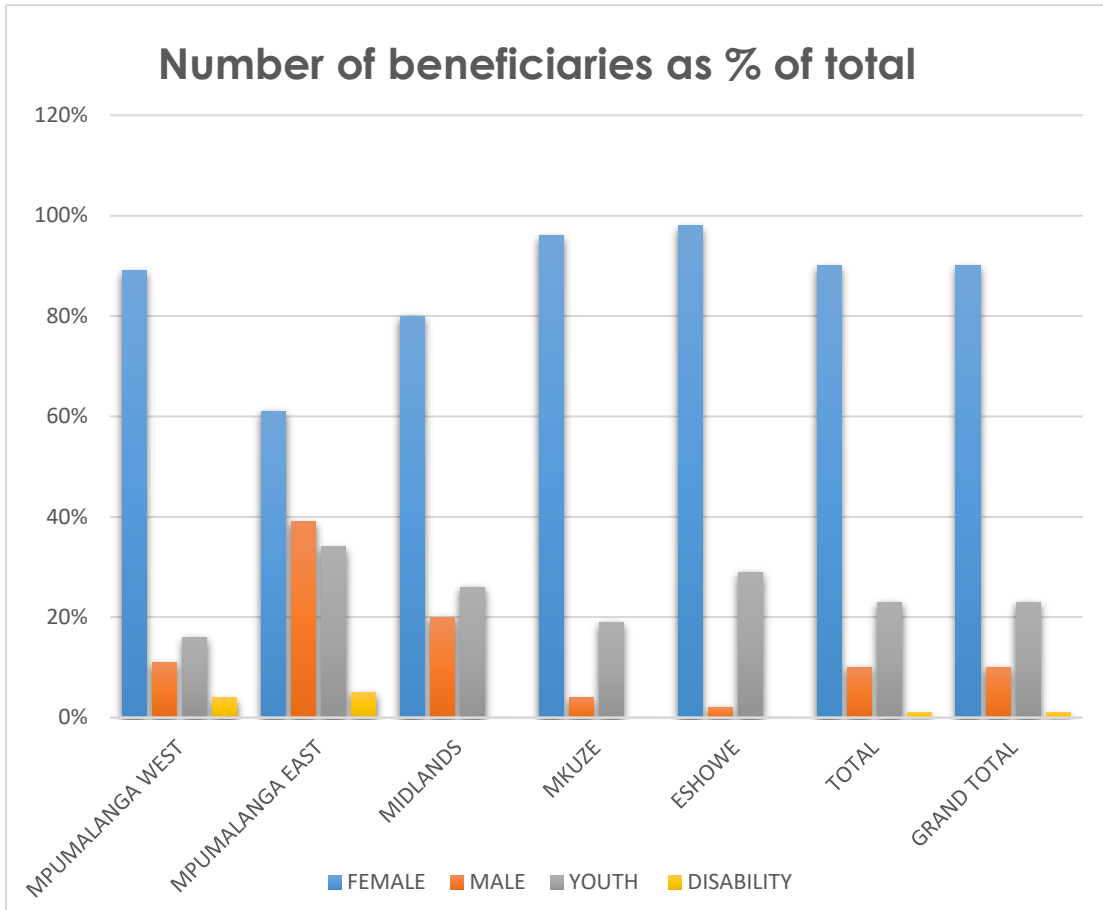
Zenta Marketing (Mpumalanga East)
 Isimilo Creations (Mpumalanga West)
 Ma Tombi Women in Craft (KZN Mkuze)
 Lusha Marketing (KZN Eshowe)
 Ooh Khamba (KZN Midlands)



Beneficiary crafters

The Trust directly assisted 52 craft project comprising 458 crafters, all of whom supply the five secondary craft marketing and sales enterprises. Three new projects were identified to benefit from orders received for baskets and wood products. A general challenge in the craft sector is to encourage the participation of youth, not only to gain traditional skills but also to contribute to job creations.

Region	Number of beneficiaries				Beneficiaries as % of total			
	Female	Male	Youth	Disabled	Female	Male	Youth	Disabled
Mpumalanga West	69	9	13	3	89%	11%	16%	4%
Mpumalanga East	27	17	15	2	61%	39%	34%	5%
Midlands, KZN	37	9	12	0	80%	20%	26%	0%
Mkuze, KZN	197	9	39	1	96%	4%	19%	0.4%
Eshowe, KZN	80	2	24	0	98%	2%	29%	0%
Total					90%	10%	23%	1%
Grand total	458							



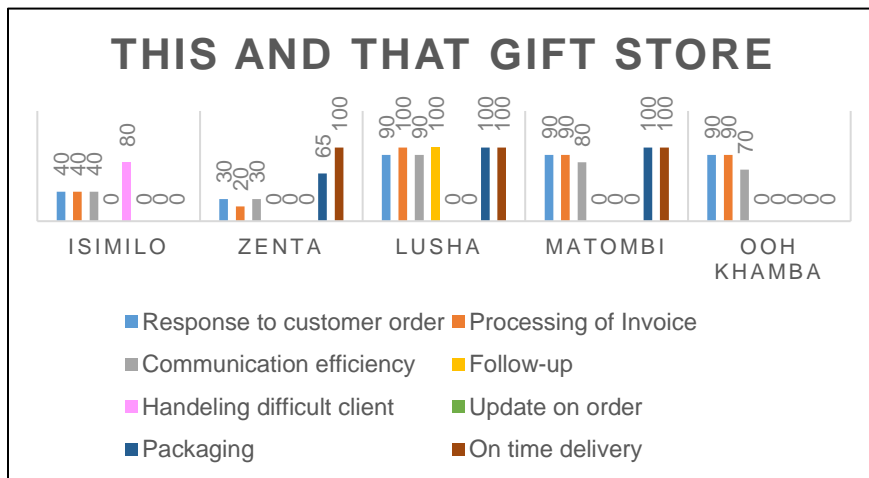
SARCD A August 2017 and February 2018

Training

Over the last three years, we provided the following training to beneficiaries in all five regions:

TRAINING 2014 TO 2017		
	Technical	Financial Management
Mkuze, KZN	113	78
Eshowe, KZN	51	78
Midlands, KZN	69	92
Mpumalanga West	61	86
Mpumalanga East	16	42
Total	310	376

As a learning and assessment tool, the Trust set up a fictitious shop, the **This and That Gift Store** and placed legitimate orders with each secondary business entity. We were then able to track a range of required responses and actions and score each enterprise accordingly. The findings were presented at a workshop in January/February 2018 and the "owner", Emily Broadhurst, introduced to the participants.



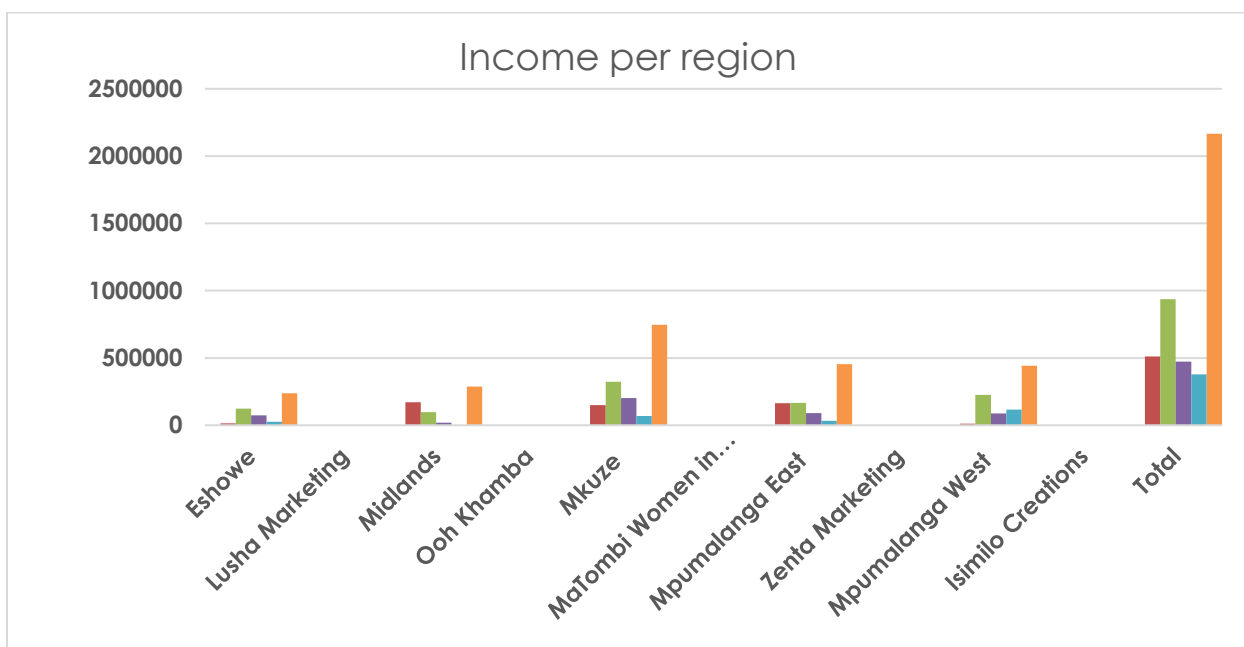
"Emily Broadhurst" of the "This and That Gift Store"

Sales

Sales for the 12 month period under review surpassed R 2 million (R 1,290,558.86 in the previous period). This can largely be attributed to orders from Woolworths and Tigers Eye (Tourvest).

Total Sales April 2017 to March 2018					
	Apr to Jun 2017	Jul to Sep 2017	Oct to Dec 2017	Jan to Mar 2018	Total
Lusha Marketing	13,354.00	124,568.00	73,430.63	25,212.00	236,564.63
Ooh Khamba	170,909.70	96,962.36	19,489.84	132,732.00	287,361.90
MaTombi Women in Craft	149,436.00	323,651.12	202,898.00	69,419.80	745,404.92
Zenta Marketing	164,331.16	167,344.47	89,646.90	33,149.74	454,472.27
Isimilo Creations	12,257.30	224,851.41	87,463.28	116,871.20	441,443.19
Total	510,288.16	937,377.36	472,928.65	377,384.74	2,165,246.91

Total sales 2014 to March 2018						
	2014	2015	2016	2017	2018 (January to March)	Total
Isimilo Creations	12,313.27	63,483.01	174,014.09	341,914.35	116,871.20	708,595.92
Zenta Marketing	48,851.94	326,812.62	403,323.12	525,107.26	33,149.74	1,337,244.68
MaTombi Women in Craft	46,501.18	71,011.40	330,091.81	767,715.12	69,419.80	1,284,739.31
Lusha Marketing	10,564.00	96,342.95	168,638.00	242,490.63	25,212.00	543,247.58
Ooh Khamba	1,483.97	22,531.63	214,491.84	365,117.01	132,732.00	736,356.45
Totals	119,714.36	580,181.61	1,290,558.86	2,242,344.37	377,384.74	4,610,183.94



CRAFT PRODUCER GROUPS							
No	District Municipality	Local Municipality	Name of Project	Location	Skill	No. of participants	Registered as a co-operative Yes/No/In process
1.	King Cetshwayo District Municipality	Mlalazi Local Municipality	Masibambane Project	Isiphezi	Beading	12	No
2.	King Cetshwayo District Municipality	Mlalazi Local Municipality	Ikhowe Project	Esafube	Embroidery	9	No
3.	King Cetshwayo District Municipality	Mlalazi Local Municipality	Wombane Project	Ezimpongo	Telephone Wire	8	No
4.	King Cetshwayo District Municipality	Mlalazi Local Municipality	Zimisele Embroiders	Izindophi	Embroidery	5	No
5.	Umzinyathi District Municipality	Nquthu Local Municipality	Ngobese Ladies	Ngcepheni	Grass weaving	8	No
6.	Zululand District Municipality	Ulundi Local Municipality	Ubuhle Bentsha	Mahlabathini	Ceramic	1	No
7.	Zululand District Municipality	Ulundi Local Municipality	Imvunulo Yesizwe	KwaNongoma	Grass weaving	8	NPO
8.	Zululand District Municipality	Ulundi Local Municipality	Mganumbobo	Mganumbobo	Zulu Hats	5	No
9.	Zululand District Municipality	Ulundi Local Municipality	Siyazama	Xolo	Zulu Hats	5	No
10.	uMzinyathi	Umvoti	Amagugu Esizwe	Ngome	Sawing bead work and grass weaving	2	Yes
11.	uMgungundlovu	uMsunduzi	Anda Dodo	Pietermaritzburg	Ceramic	1	No
12.	uMgungundlovu	uMsunduzi	Ehle	kwaPata	Bead work and sawing	1	No
13.	UMgungundlovu	Mvoti	Impumelelo Beaders	Lions River	Bead work	4	Yes
14.	King Cetshwayo District Municipality	Nkandla	Magwaza	Nkandla	Ceramic	3	Yes
15.	uMzinyathi	Msinga	Nomikanjani	Tugela Ferry	Woodcarving	5	Yes
16.	uMgungundlovu	uMsunduzi	Sivukile	Elandskop	Sawing, bead work	3	Yes
17.	uMgungundlovu	uMvoti	Siyakhuleka	Mpophomeni	Bead work	4	Yes
18.	uMzinyathi	Msinga	Siyanoqoba Msinga	Kwadolo	Bead work and grass weaving	5	Yes

19.	uMzinyathi	uMvoti	Siyazama Ngome-Greytown	Ngome	Sawing and wire work	3	Yes
20.	uMgungundlovu	uMvoti	Skhumbuzo Mahlaba	Mafaratini	Leather	1	Yes
21.	uMzinyathi	Msinga	Vusanani	Kwadolo	Wire work	7	Yes
22.	uMzinyathi	Msinga	Isibani Somsinga	Msinga	Wire work	6	Yes
23.	Ethekwini	Ethekwini	OohKhamba	Durban	Marketing Entity	1	Yes
24.	Mkhanyakude District Municipality	Hlabisa Local Municipality	Ziphembeleni project	Nkwalini	Basket weaving	10	No
25.	Mkhanyakude District Municipality	Hlabisa Local Municipality	Siphumelele project	Mpembeni	Ilala weaving, grass mates, medallions and Pouf.	13	No
26.	Mkhanyakude District Municipality	Mtubatuba Local Municipality	Sizakahle primary co-operative	Mtubatuba	Beading and Jewellery making	1	Yes
27.	Mkhanyakude District Municipality	Mtubatuba Local Municipality	Zizameleni project	Mtubatuba	Pottery	1	No
28.	Mkhanyakude District Municipality	Jozini Local Municipality	Shayamoya project	Ntshongwe	Woodcarving	3	No
29.	Mkhanyakude District Municipality	Hlabisa Local Municipality	Vukanathi project	Hlabisa (Sixeni)	Grass weaving	14	No
30.	Mkhanyakude District Municipality	Hlabisa Local Municipality	Zenzeleni project	Hlabisa (Ngoqongo)	Grass weaving	21	In process
31.	Mkhanyakude District Municipality	Hlabisa Local Municipality	Vezumnotho project	Hlabisa (Esibhojeni)	Grass weaving	13	Yes
32.	Zululand District Municipality	Nongoma Local Municipality	Vulukukhanya project	KwaNongoma	Grass weaving	10	No
33.	Mkhanyakude District Municipality	Umhlabayalingana Local Municipality	Sibonisweni project	Mhlabuyalingana	Grass weaving	14	No
34.	Mkhanyakude District Municipality	Big Five Local Municipality	Thandanani project	KwaMduku	Grass weaving	15	No
35.	Mkhanyakude District	Umhlabayalingana Local Municipality	Thula project	Mhlabuyalingana	Grass weaving	58	No
36.	Mkhanyakude District	Umhlabayalingana Local Municipality	Masibonisane	Phelandaba	Grass weaving	30	No
37.	Nkangala District Municipality	Dr J.S Moroka Local Municipality	Buthelelani primary co-operative	Kameelrevier	Beading and embroidery	8	Yes
38.	Nkangala District Municipality	Dr J.S Moroka Local Municipality	Rhubhani primary co-operative	Vaal Bank	Beading and embroidery	14	Yes

39.	Nkangala District Municipality	Thembisile Hani Local Municipality	Kosikhona primary co-operative	Kwaggafontein	Embroidery and beading	10	Yes
40.	Nkangala District Municipality	Thembisile Hani Local Municipality	Dalagubha primary co-operative	Kwaggafontein	Beading, plastic weaving and recycle tin	23	Yes
41.	Nkangala District Municipality	Thembisile Hani Local Municipality	Ndlelehle project	Kwaggafontein	Beading and embroidery	4	No
42.	Nkangala District Municipality	Thembisile Hani Local Municipality	Sinakekela Imvelo primary co-operative	Phola (KwaMhlanga)	Poplar and telephone weaving	13	Yes
43.	Nkangala District Municipality	Thembisile Hani Local Municipality	Fannie Skhosana	Kwaggafontein	Jewellery and wire work	1	No
44.	Nkangala District Municipality	Victor Khanyi Local Municipality	Dumezweni	Delmas	Ceramic	1	Yes
45.	Ehlanzeni District Municipality	Mbombela Local Municipality	Henry Makamo	Matsulu	Jewellery and wire work	1	No
46.	Ehlanzeni District Municipality	Mbombela Local Municipality	Sonboy Nkuna	Nhlalakahle	Woodcarving	3	No
47.	Ehlanzeni District Municipality	Bushbuckridge Local Municipality	Belfast community project	Belfast	Woodcarving and crochet	4	In progress
48.	Ehlanzeni District Municipality	Bushbuckridge Local Municipality	Madileka Makhumbi Ya Jeriko primary co-operative	Lilly dale (Newton Gate)	Recycle bead making and wire work	12	Yes
49.	Ehlanzeni District Municipality	Bushbuckridge Local Municipality	Jonas Mhlongo	Wolverdiend	Woodcarving	2	No
50.	Ehlanzeni District Municipality	Bushbuckridge Local Municipality	A 4 Art	Casteel	Wire and beads work	2	No
51.	Ehlanzeni District Municipality	Bushbuckridge Local Municipality	South African Active Disable People Association. (SAADPA).	Dwarsloop	Woodcarving	13	NPO
52.	Gert Sibande District Municipality	Chief Albert Luthuli	Power on Hands primary co-operative	Locheal	Woodcarving	7	Yes

FOOD SECURITY AND AGRICULTURAL ENTERPRISE DEVELOPMENT

Staff

- Justin Bend: Provincial Manager
- Mpumelelo Mdakane: Field Operations Manager
- Nokulunga Gasa: Monitoring and Evaluation Officer
- Busi Khumalo: Mahlabathini (Ulundi) Rural Economic Development Officer
- Mfundo Mahlase: Nkandla Rural Economic Development Officer
- Jabu Nxumalo: uMkhanyakude Rural Economic Development Officer
- Kutelani Tshivhase: Nongoma Rural Economic Development Officer
- Nomcebo Zaca: uMlalazi/ uMhlathuze Rural Economic Development Officer

Donors/Partners

- Ackerman Pick 'n Pay Foundation
- Anglo American Chairman's Fund
- E Bellairs Trust
- The Davies Foundation
- The Fulton Trust
- Nedbank Foundation
- First Rand Foundation
- Tigers Eye (Tourvest)
- Wesbank Trust
- Norman Wevell Trust

The Siyazisiza Trust has identified a host of challenges facing micro-farmers in the region and the need for a more diversified approach aimed at building increased resilience in small-scale agricultural enterprises. The intended outcome of our strategy is to develop the capacity and resilience of community gardens through an approach that includes a diverse range of sustainable, resilient and practical solutions to address challenges facing the Trust's community gardens.

The three primary factors that pose risks to the long-term sustainability of the Trust's agricultural projects are: climate change; the lack of youth involvement in agriculture; and the ever increasing markets barriers facing small-scale agriculturalists. These strategic priorities inform the respective prioritization of activities in the province.



COMMUNITY FOOD GARDENS

Overview

2017 saw a marked increase in the number of agricultural collectives and beneficiaries being supported by the Trust. There has been a slight drop of 4% in the % of females being supported and a very slight drop of 2 years in the average age of beneficiaries.

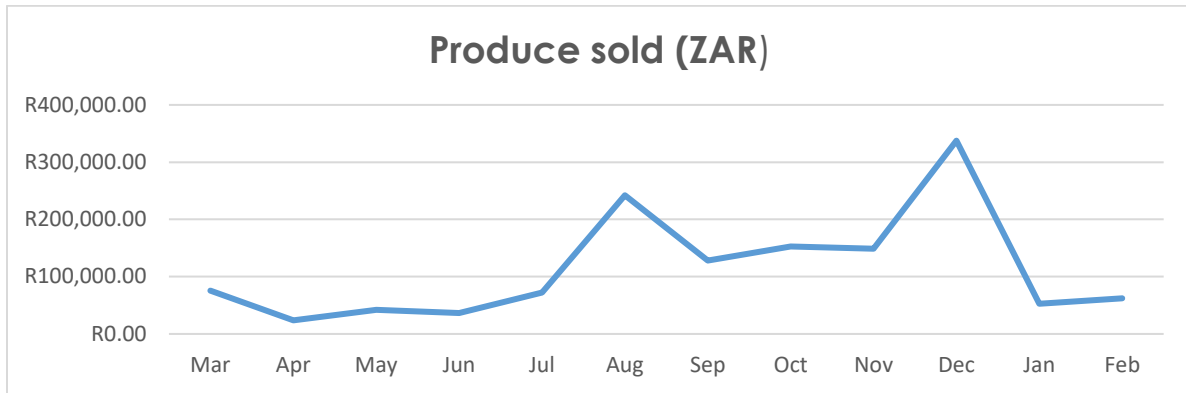
Region	Collectives Supported		Number of Beneficiaries		% Female		Average Age	
	Feb-17	Feb-18	Feb-17	Feb-18	Feb-17	Feb-18	Feb-17	Feb-18
Jozini	12	20	156	279	89%	89%	51	50
Msinga	3	4	46	47	88%	55%	63	54
Nkandla (Highveld)	5	7	49	100	88%	91%	57	57
Nkandla (Lowveld)	5	8	61	71	84%	89%	52	53
Nongoma	8	8	85	120	88%	87%	57	54
Ulundi	14	16	113	175	77%	76%	52	52
Umlathuze	0	1	0	3	0%	100%	0	27
Umlalazi	3	7	90	117	82%	71%	53	52
Grand Total	50	71	600	912	87%	83%	54	52

Annual Produce Sales

As a result of the Trust's increased market engagement and a more coordinated approach to production planning, 2017 has seen a somewhat radical increase in the amount of produce being sold by supported farmers.

Region	Total Annual Sales	
	2016	2017
Jozini	R310 180	R475 415
Nkandla	R108 078	R370 968
Nongoma	R101 071	R123 606
Ulundi	R79 660	R150 250
Umlalazi	R0	R225 107
Total	R598 989	R1 345 345





Primary Markets

At the gate sales either to local community or bulk produce traders makes up 52% of total annual sales. This is a particularly attractive market for gardens as it does not entail transportation costs. The Uthungulu Fresh Market continues to be a relatively lucrative market for our collectives but there are often delays in payments which impacts negatively upon farmers in terms of being able to timeously procure garden inputs such as seedlings or fertilizers.

Market	Sales
Local Community	R350 133,00
Produce traders	R344 278,50
Uthungulu Fresh Produce	R171 535,00
Boxer	R97 225,00
Spar	R81 662,50
Pick n' Pay	R22 068,00
Street Hawkers	R16 600,00
Pension Points	R13 470,00



Primary Crops

The collectives continue to grow a diverse range of crops for markets with mealies, cabbage, spinach and butternut making up 60% of the total sold. Broiler chickens contributed 17% of total sales across the region but it's important to note that the profit margins for this product are far lower than that for general crop production.

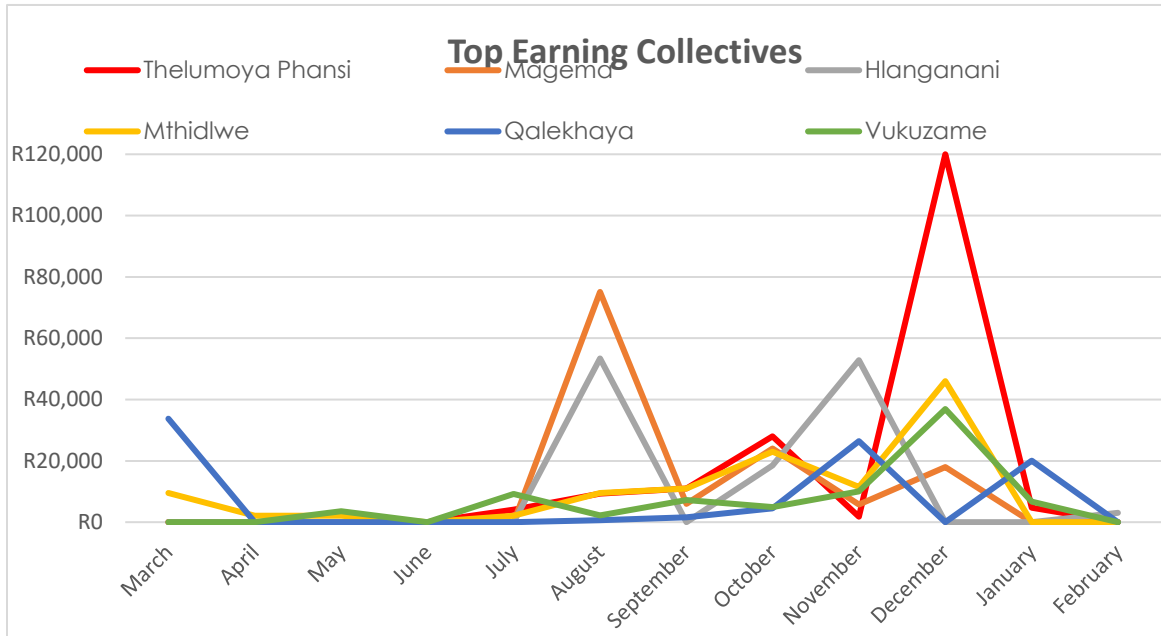
Produce	Sales 2017	% of Total Sales
Mealies	R261 430	22,27%
Cabbage	R213 225	18,16%
Chicken	R198 299	16,89%
Spinach	R129 214	11,01%
Butternut	R106 810	9,10%
Onion	R53 412	4,55%
Beans	R44 624	3,80%
Potato	R34 435	2,93%
Beetroot	R23 814	2,03%
Green Peppers	R22 036	1,88%
Tomato	R20 474	1,74%
Mango	R18 000	1,53%
Calabash	R16 000	1,36%
Calabash	R16 000	1,36%
Chilies	R13 265	1,13%
Carrot	R3 095	0,26%



Siyazisiza KZN staff members meeting with the community of Thelamoya Phansi in Nkandla

Top Earning Agricultural Collectives

The top earning agricultural collective for 2017 was Thelamoya Phansi Cooperative with a total revenue of R266, 087. Located in Nkandla, this cooperative has established strong linkages with a number of key markets and produces a diverse range of crops to meet the demand.



FIELD-BASED ACTIVITIES

Garden Site Visits

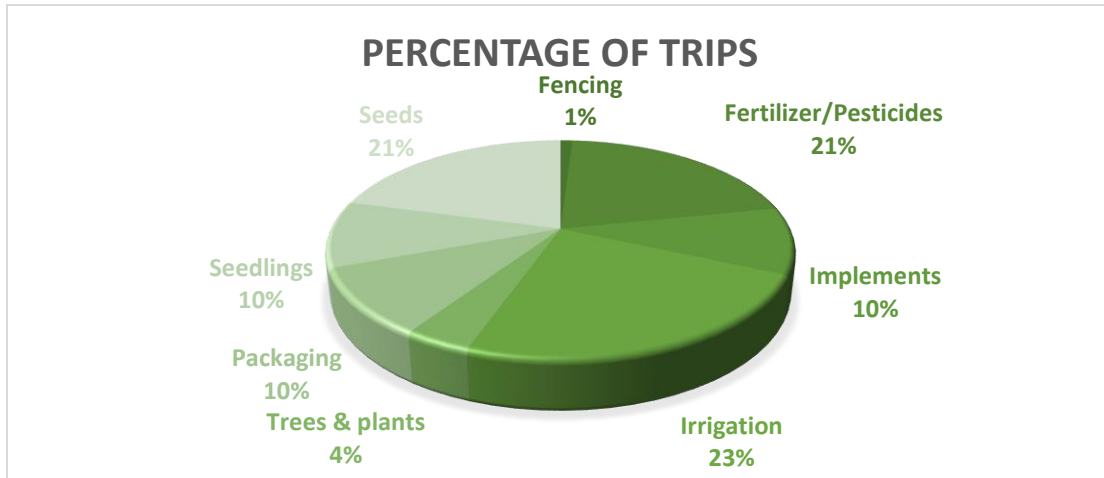
There has been a slight increase in the total number of physical site visits by field staff in 2017. This number has been largely affected by staffing issues in Nongoma and Nkandla which resulted in a decrease in site visits. There has been a very large increase in the number of site visits in Umlalazi as the Trust has begun to 'adopt' or initiate more projects in the region.

Region	2016	2017
Jozini	250	382
Msinga	18	10
Nkandla	813	578
Nongoma	234	144
Ulundi	324	399
Umlalazi	39	212
Total	3694	3742



Delivery of inputs to gardens

Part of the work of field officers entails the delivery of materials to projects. The following is summary of the inputs delivered to site in 2017.



Transport of Produce

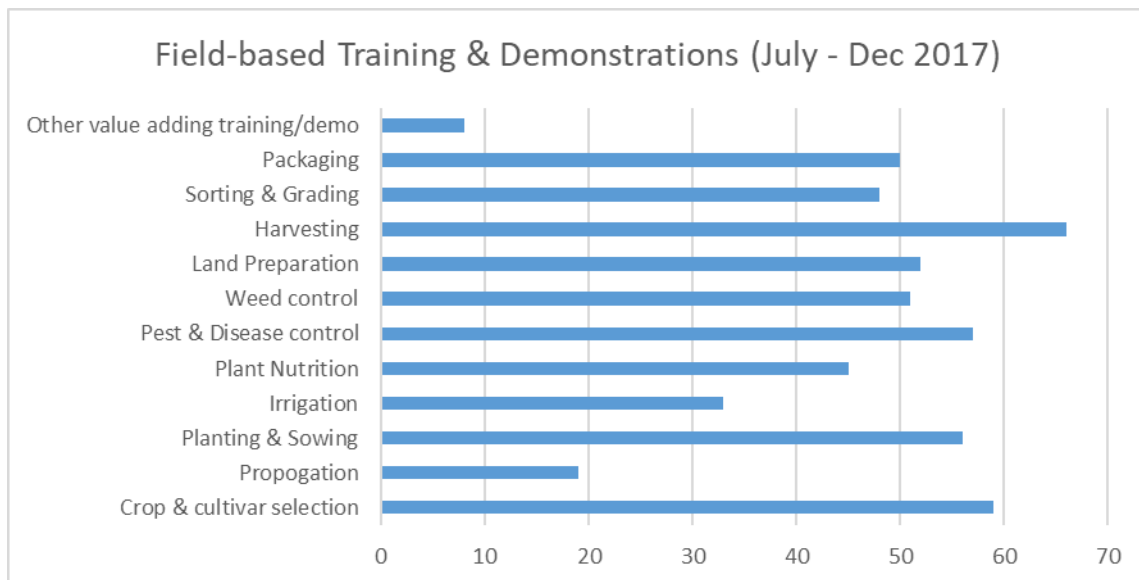
In 2017 the Trust introduced a charge of R250 per load for the transport of produce to market. This is not intended to be a new revenue stream for the Trust but is instead intended to lessen the dependence on the Trust. Since it was introduced, farmers have been increasingly hiring local transport providers which in turn has freed up a lot of the field officers' time.

Region	Total Charges	Number of trips
Nkandla High	1000	4
Nongoma	2250	9
Ulundi	3000	12
Nkandla Low	1500	6
Grand Total	7750	31

Field-based Training and Demonstrations

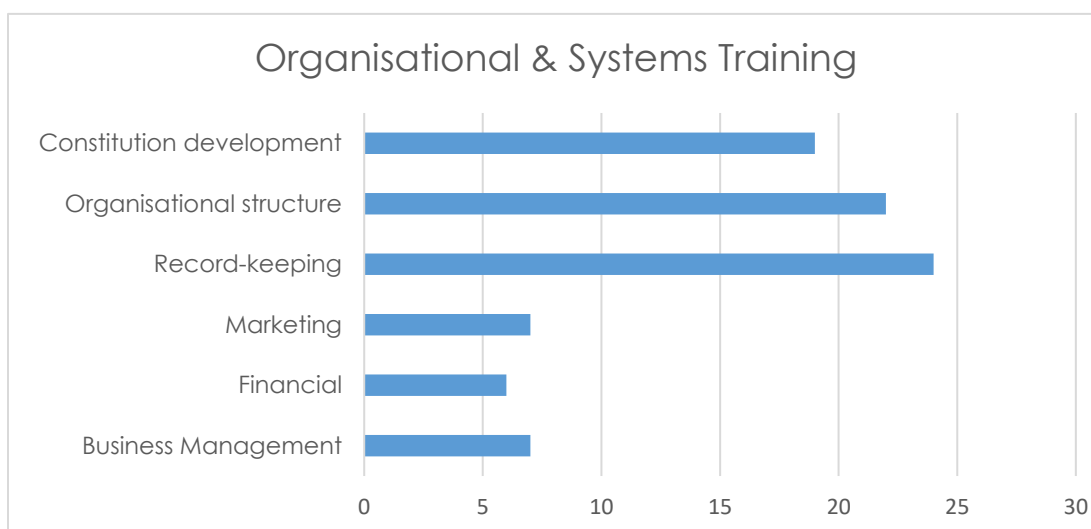
This is field based training that is undertaken in the field and follows the natural cycle of the study subject, for example, from selecting and sowing tomato seeds through to the harvesting and packaging of the fruit. This allows the beneficiaries to discuss and observe aspects in the field parallel with what is going on in their fields, such as learning what weeding takes place when it is weeding time, etc. This training, conducted over the life cycle of a crop, goes hand-in-hand with ongoing mentoring by the field officer.

Due to the unique characteristics of individual crop types and shifting seasonal demands, this training & mentoring tends to be an ongoing, cyclical activity that can continue for many years.



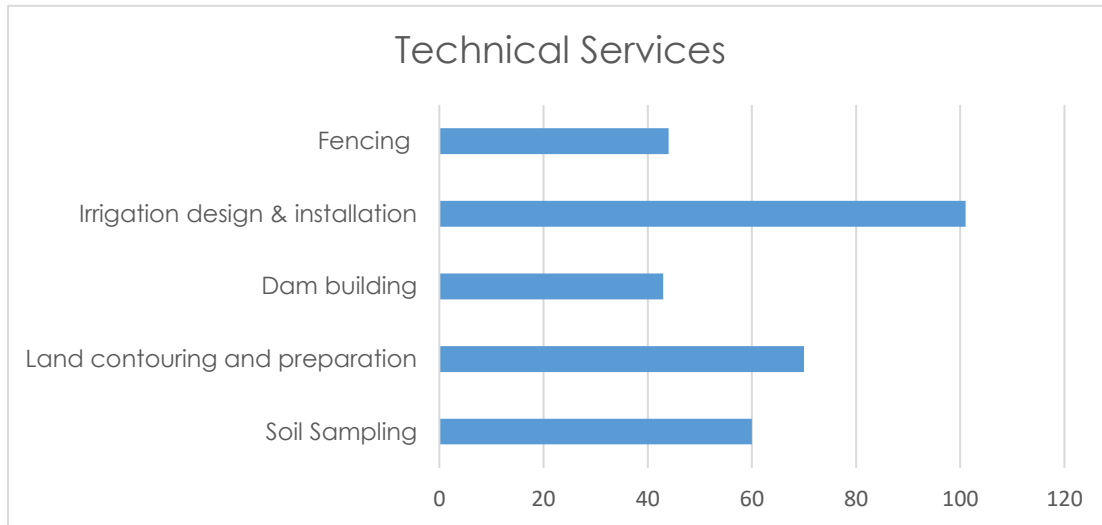
Institutional Development and Capacity Building

As well as providing training and mentoring to collectives in crop production, the Trust provides support in institutional and operational capacity development. This support ranges from assisting in the structuring and registration of cooperatives through to the design and implementation of systems that ensure the effective functioning of the cooperative and its respective business activities.



Technical Services Provision

The Trust has been increasingly building the in-house technical capacity of its staff in order for them to provide more effective extension services to beneficiaries.



SPECIFIC PROGRAMMES



Wesbank Masilimani Livelihood and Food Security Enhancement Programme and First Rand Foundation Water Grant

The Trust's Livelihood and Food Security Enhancement Programme, mainly funded by the Wesbank Foundation's four-year Masilimani Programme, is developing the capacity and resilience of its community-based micro-farms in the Ulundi, Nkandla and Nongoma local municipal areas through an approach that includes a diverse range of sustainable, resilient and practical solutions to address challenges facing micro-farmers.



The ZM Nursery is serving as the 'launch-pad' for this programme, having evolved from its initial function as a community garden and nursery into a Farmer's Support Centre providing a host of services to all regional micro-farmers.

- **Climate change measures**

During the reporting period, extensive work was undertaken to improve and upgrade irrigation systems in the respective supported micro-farms. These interventions primarily involved increasing water storage facilities to allow the micro-farms to capture and store water more effectively during periods when water was unavailable and to extend the availability of water during drier seasons. Complete irrigation systems were also installed at a number of the micro-farms, designed to use water more efficiently through improved water delivery infrastructure.

Permaculture principles such as multi-cropping and mulching are now being applied across most of the micro-farms, resulting in less water consumption and extended growing seasons.

The Trust has been running trials on the re-introduction of more drought resilient crops such as sorghum, millet and grain amaranth on micro-farms. This is closely linked to the agro-processing work.

- **Value chain development of drought resilient crops**

A key focus of the programme during the period under review has been exploring and understanding the full range of activities and services required to manage the production of drought resilient crops such as millet and sorghum through the stages of conception to sale. This involved adopting a market-led approach and working backwards across the value chain to link micro-farmers in remote regions to growing and emerging market opportunities.

A micro agro-processing unit has been established in Empangeni which adds value to underutilized grains such as millet and sorghum.

Extensive market engagement has been undertaken to secure market opportunities for the processed grains. There is a high degree of interest from players within the health and confectionery sector and the Trust is in the advanced stages of discussions with a potential, large scale buyer.



Trial fields have been established in a number of micro-farms where various cultivars and methods are being tested to produce the quality and quantity of grain required to meet the standards necessary for processing.

- **Seed banking**

A seed specialist was contracted to provide initial training to the Trust's staff in the principles of seed banking and sharing.

- **Agri-Hub development**

Extensive work was undertaken during the reporting period to further develop the primary agri-hub in Ulundi. Activities included: mentoring and training in seedling propagation and nursery management; further upgrading of the nursery infrastructure facilities; ongoing mentoring; and improvement of the demonstration fields.

A smaller secondary agri-hub, similar to the Ulundi agri-hub, offering similar facilities and services at a smaller scale, is currently being established in Nkandla.

- **Agri-Forums**

The effective establishment of three separate agri-forums in Ulundi, Umlalazi and Nkandla. The agri-forums comprise farmer representative groups which, not only provide a more effective point of contact for markets, but also serve as a unified voice for the respective micro-farmers. The Nkandla agri-forum is the most established and active of the three and has thus far achieved considerable success in coordinating and improving regional micro-farm production and sales.

Ackerman Pick 'n Pay Community Garden Spaces

During a field trip in 2016, Kathy Ackerman proposed the establishment of a mini-pack house in community gardens to create the space and facilities for more hygienic and effective treatment of harvests in preparation for the market.



The Ackerman Pick 'n Pay Foundation subsequently funded six mini-pack houses in the areas in which the Trust works. The 4m x 8m roofed structure provides an area to wash and pack harvested produce, a shelter for community members, a meeting space, rainwater harvesting and ablution facilities. The initial baseline report of the community garden and direct observations, highlighted the difficulties groups have in providing clean and hygienic produce to these various markets and for personal consumption.

The first mini-pack-house was established at Thelamoya Phansi community garden in Nkandla. The Thelamoya Phansi co-operative consists of twenty-five members who grow various vegetables and fruit in the 15 hectare garden and who supply their produce to local markets, shops and supermarkets in and around Eshowe. This

particular workspace structure differs from many of the other Siyazisiza Trust supported community gardens as it is located adjacent to the homestead of one of the members.



Community Garden Space at Thelamoya Phansi.



Leonora Sauls of the Ackerman Pick 'n Pay Foundation handing over garden boots to Samke Ximba of the Osizweni Community Garden

For security purposes and access, the group selected a site outside of the main garden, next to the homestead and access road. The site also has the added advantage of being closely situated to municipal water supply which allows piped water to the workspace and a shower for members to wash.

The workspace at Thelamoya Phansi includes a number of additions which were not envisaged in the original design: The connection to piped water supply (made possible by the close proximity of municipal water lines), a shower (requested by the group), wastewater drainage (an oversight in the original planning); and shade cloth cladding - to provide better cooling and more shaded area. These additions were made possible by savings earned on the original budget for materials and are seen to add to the practicality and usefulness of the facilities.

The Ackerman Pick 'n Pay Foundation also provided gumboots to the Thelamoya Phansi farmers.

Since the installation of counters and sinks, washing and packing of fresh produce was immediately and vastly improved – the members previously having to use wheelbarrows and drums.

For visitors to the garden (specifically the Departments of Agriculture and Education amongst others), the structure became an immediate point of reference. The workspace is providing a greater degree of structure to both the physical space which constitutes the garden and the way both the cooperatives and clients/visitors work and engage with it.

Since establishment, the workspace has hosted a number of visitors to the garden and the very existence of the structure has interestingly made it one of the prime gardens

that is visited on field trips. Some of these visitors include the Nedbank Foundation, the Wesbank Foundation, the Siyazisiza Trust Board of Trustees and members of the Uthungulu Fresh Produce Market.

The workspace has become a centre of activity for the group and is regularly used for both internal and external meetings including the newly formed Nkandla Agri Forum which was established in July 2017 and serves as a representative committee for all farmers supported by the Siyazisiza Trust

The space is now regularly used for training and workshops which are attended by the immediate group as well as farmers from across the region

An additional five work spaces are under construction.



Ackerman Pick 'n Pay Drip Irrigation Demonstrations

In August 2017, drip irrigation was installed at Thelamoya Phansi Cooperative in Nkandla – in addition to a similar demonstration being installed at the ZM Nursery in 2016.



Thelamoya Phansi is the second of the Farmers' Support Centres being established by the Trust and is intended to serve farmers in the Nkandla region. Drip irrigation was installed within a large existing tunnel that had been originally installed by the Department of Agriculture a number of years prior but never completed. With the support of the Ackerman Pick 'n Pay Foundation, the tunnel is now operational and producing excellent yields. As well as the upgrade of the tunnel, an existing irrigation system in a field alongside the tunnel was upgraded into a drip irrigation system. These sites are both increasing yields as well as serving as demonstration sites for introducing other farmers to the concept of drip irrigation.

With remaining budget from the original funding provided by the Ackerman Pick 'n Pay Foundation, the Trust has earmarked a further cooperative in the Umlalazi region for drip irrigation. This cooperative is centrally located within the region and hence is ideally suited to serve as a demonstration site. Unfortunately, the identified piece of land is not fenced and this needs to be undertaken before the drip can be installed. It is expected that this will be installed in May 2018.



Whilst drip irrigation is extremely good for conserving water and increasing yields, it is relatively high tech and requires constant maintenance. As such, the systems can only really be installed where there are members within collectives who have the technical ability to maintain these systems.

A further constraint of the systems is their relative life-span. The first system identified by the Trust that had been developed specifically for small-scale farmers had a particularly short life-span of one-year. The Trust then developed its own system with support of an irrigation supplier which has a life expectancy of over five years.

The drip irrigation systems are proving particularly popular with younger farmers and this could be one of the ways in which youth could be attracted to agriculture. The farming population in South Africa is ageing. Attracting and retaining youth in agriculture is an issue that the country is desperately trying to address through a vast range of initiatives which aims to stimulate an interest in agriculture amongst youth.

In many rural regions, agriculture is the only prevalent employment opportunity for the youth. Unfortunately, many youth view agriculture as an 'old persons venture' and as such they are invariably drawn to search for jobs within urban centres. Whilst, the average age of micro-farmers amongst the Trust's agricultural projects is less than the national average of 52-years, only 10% of the Trust's beneficiaries fall within the 'youth' age bracket. This is a major problem which has a severe impact on project sustainability and which requires new innovative solutions to attract young people to agriculture and entrepreneurship. It is apparent that youth are more drawn to agricultural initiatives which incorporate advance technologies such as drip irrigation. As a result, the Trust is considering including drip irrigation systems in interventions that are designed to promote agriculture to the youth. One such intervention that the Trust is currently developing with local school Principals is the introduction of agriculture at

high schools, as part of the learning experience for pupils. At each participating school, the Trust will assist with the establishment of a garden and will install a range of innovative agricultural technologies.

Rural development trust has stood the test of time

Tamryn Jolly

THE Siyazisiza Trust, a rural enterprise and non-profit organisation based in KZN's far northern reaches, which benefits the poor by establishing food security projects, is this year celebrating 30 years of assisting rural communities.

Since its inception in 1987 by founders Dr Chris Saunders, Bruce Forsman and Duchesne Grice, the Siyazisiza Trust continues to make a substantial contribution to the lives of hundreds of rural dwellers through food security projects and the support of craft enterprises.

Khumbulani Craft, Siyazisiza's daughter organisation, was established in 1999 and focuses on craft development, production and market access.

Based on the knowledge that crafters are not marketers, Khumbulani Craft and Siyazisiza Trust merged in 2012 to form one entity focusing on the establishment of black-owned secondary marketing businesses to serve rural crafters.

Five such businesses have been established and have secured sizeable orders from Woolworths, Tigers Eye, Odeon and London's Courain Shop.

To date, Siyazisiza's food security and livelihood work impacts more than 800 people in 62 community gardens across KZN, Mpumalanga and Gauteng.

Its craft development initiatives



Siyazisiza Trust's agricultural and craft projects assist rural women in northern KZN

assist more than 400 crafters through five small craft marketing and sales enterprises.

Beneficiaries

Beneficiaries of the trust's initiatives are predominantly black women.

'Siyazisiza Trust has identified

a host of challenges facing micro-farmers in the region, and the need for a more diversified approach aimed at building increased resilience in small-scale agricultural enterprises,' said Siyazisiza Trust Executive Director Jane Zimmerman.

'Climate change, the youth's disinterest in agriculture and market barriers facing small-scale agriculturalists are the main factors posing risks to the sustainability of the trust's agricultural projects.

Through participation in Siyazisiza's projects, numerous rural women working towards improving the nutrition of their families and communities have, over the years, been rewarded for their efforts by being among the top finalists of Nestle's Community Nutrition Awards.

Through partnerships with corporates, including the Ackerman, Pick n Pay Foundation, Boxer Superstores and Wesbank Fund, numerous community vegetable gardens are supported through the selling of their produce to supermarkets and the upgrading of their gardens.

'Over the past three decades, Siyazisiza Trust has implemented many notable development initiatives and it is extremely pleased with the positive and lasting impact it has had, and continues to make, on the lives of many rural dwellers,' said Zimmerman.

Agro Processing

Donor/s: The Nedbank Foundation
Wesbank Fund (First Rand Foundation)



With the majority of the agricultural commodities produced by the Siyazisiza Trust's supported micro-farmers being marketed and sold in its raw form, producers are losing out on the opportunity to generate higher earnings and to create much needed employment opportunities. Furthermore, value chains within small-scale agriculture are usually poorly developed and small-scale farmers have limited understanding or visibility of the entire chain which limits their potential to identify opportunities within it.

Agro processing has tremendous potential for increasing income through value addition and increasing shelf-life and access to food security through the establishment of small scale agro processing enterprises. Furthermore, this sector provides excellent job creation opportunities for the region's youth who would otherwise not necessarily be interested in, or attracted to, agriculture.

Aside from the region's high youth unemployment rates, there is a need for "new" and/or "alternative" approaches to food production and ensuring food and nutrition security. Current climate change predictions for the region present a scenario of rising

temperatures, increased variability in rainfall (change in patterns, onset and amounts) and increased frequency of extreme weather events such as drought and floods. Already, the country is experiencing some of these weather extremes. Clearly, water, or the lack thereof, will be the major impact of climate change and variability will be experienced (it already is). The Trust has more recently been involved in identifying and re-introducing more drought tolerant plants to its micro-farmers. Indigenous and traditional food crops, such as cowpea, juko bean, millets and sorghum, amongst others, have historically played an important role in ensuring community and household food and nutrition security through providing healthy alternatives when the main crop failed or during periods in-between subsequent harvests.

The Trust has been engaging a range of formal and informal markets and has identified opportunities for the supply of low-level value-added drought resistant products. Agro-processing is effectively split across two tiers which are primarily determined by where the processing occurs and which market is being targeted:

Tier 1 – Centralized Processing and Production Service

- Higher level value-adding;
- Centralized processing facility;
- Primarily processing for formal markets;
- Higher technology requirement and more capital intensive;
- Higher skills requirement;
- Centralized buying;
- Tend to be structured as private owned enterprises.

Tier 2 – Localized Processing & Production

- Low level value-adding;
- Localized activity that tends to occur at farm;
- Primarily selling onto local, informal markets;
- Lower skills requirement;
- Lower technology requirements and less capital intensive;
- Activity is owned and managed by the respective agricultural cooperative.

Purpose

The funded project aims to test, and take advantage of, growing and emerging markets in the food and health sectors and to investigate strategies to mitigate long-standing problems to small-scale farmers trying to supply these sectors. The project



entails the establishment of a small-scale agro-processing business enterprise and the procurement of processing equipment for preparing, manufacturing, packaging and storing of products for market. There is a particular emphasis on drought resistant crops such as sorghum, millet, sweet potato and amaranthus.

The primary objectives for this project include:

- Increased income-earning opportunities for small-scale farmers through providing access to new markets;
- Reduced input costs for small-scale farmers through the cultivation of drought-resistant crops that tend to have lower input costs;
- Increased enterprise opportunities within the value chain through involvement in agro-processing.

Primary activities within this project include:

- The procurement and distribution of seed, plant stock and processing equipment to participating cooperatives;
- The establishment of a centralized agro-processing facility;
- Value adding training and mentoring;
- Market engagement and marketing and;
- Placement of products.



Progress

The Trust has developed two distinct, but interdependent, value-adding tiers against which there are unique associated value chains.

Tier 1 Value Adding: Ancient Grains

One of the solutions currently being implemented by the Siyazisiza Trust is the promotion and cultivation of selected ancient grains by small-scale agriculturists in northern Kwazulu-Natal and the subsequent upgrading of the respective value chains.

Through market research and engagement, the Trust has identified a growing demand within the health food sector for a range of highly nutritious puffed grains such as sorghum, millet and grain amaranth. These grains are very hardy and highly

drought resistant and present an excellent opportunity. Sorghum and millet, in particular, were traditionally grown by small-scale farmers across sub-Saharan Africa before being almost superseded by maize...and more recently GM maize.



Puffed sorghum



**Brian Phungula and Celimpilo Thusi
of Mindbrain**

Despite their potentials, many ancient grain species are not cultivated widely or intensively because they have traits that hinder their cultivation, use, or marketability. Limited seed availability, low yields, laborious processing, and lack of markets are just a few of the constraints that keep these species under the title of “neglected and underutilized”. In many cases these crops also carry a stigma as “food of the poor” that must be overcome in order to increase demand. Typically, these crops face multiple bottlenecks at different points in their value chains but these problems are not insurmountable.

The principal focus in the first six months has been the establishment of a basic processing facility and getting a finished product to market as soon as possible. In this regard, initial emphasis has been on the production and processing of puffed grains. This has allowed the organisation to gain entry to the market and, through this, to begin forging relationships and networks so critical to building a presence and ultimately a brand. Having said this and acknowledging that the Trust is still in the process of fine-tuning and developing the product range, it is important to note that this does not negate the need to start developing other identified products particularly in order to get in early and allow time to test and reshape products where necessary.

Three local young entrepreneurs, who have organized themselves into a registered company, Mindbrain, are currently being trained and mentored in the operation of the puffing enterprise.

Early entry and enquiries into the market has largely been tempered by the fact that the Trust is in the testing phase and is still determining product range and production capacity.

As the product is quite new to the market, it is anticipated that – as in the case of Wedgewood – there will be lead time required for the testing and/or introduction of products. In all of the discussions to date, it is clear that the two principle competitive advantages we have at this stage are: the community empowerment and benefit model, and; that we are ahead of the market in terms of the range of products thus far. A slightly unexpected and potentially highly lucrative market for puffed grains has also been identified in the local community. Snack-size packages of the puffed products have been developed specifically for this market and there has been a very favourable response.



Start-up of the central processing facility has focused primarily on procuring moveable equipment and machinery. Whilst quotations have been secured on such aspects as air conditioners, flooring and plumbing (all necessary requirements for regulatory compliance), movement on these has been constrained by the concern of investing in a facility which is not considered ideal (in terms of size, layout and location) for long-term expansion. In this regard, it is necessary to keep in mind that the standards and regulations apply beyond the standard regulatory framework to the standards and expectations of potential clients as well. Possible future positioning and expansion will, however, depend on demand for current product and securing in-principle agreements, along with the confirmation and development of new products.

The trial plots of sorghum and millet are doing very well despite the extreme heat this summer. There have been a few issues such as the planting of cover crop sorghum instead of grain producing sorghum and birds have had quite an impact on potential millet yields. More rigour and better planning needs to be applied to field testing of crops including instituting a wider spread of test crops under different conditions (possibly beyond KwaZulu-Natal). There is, however, some hesitancy in moving to scale on this due to the fact that we are still in the process of determining/quantifying what the scale is. The shift away from local production of such grains as sorghum and millet has resulted in the local industry in grains being largely import driven. This, combined with international supply and demand trends, contributes to a high degree of fluctuations in pricing in a very competitive market. In this environment it is both problematic and difficult to enter the market. More emphasis needs to be placed on

production to improve garden health and fortify food security, in part as a risk aversion strategy.

Tier 2 Value Adding: Chilli Sauce

The Masibongesonke Cooperative has been growing chillies for the local market for a couple of years. Chillies are particularly drought resistant, relatively pest resistant and, depending on the cultivar, produce good yields. However, the bulk price for chillies in their raw form is relatively low at only R15 per kg.



Through engagement with the local community and with local 'chicken dust', 'inhloko', and 'shisa nyama' street vendors, the cooperative identified a fairly strong demand for chilli sauces. The Trust began to work with the cooperative to develop an affordable sauce that meets local taste requirements. A number of recipes have been tested and the finished sauces are being sold to a range of customers. The response has been very good and feedback from customers is being used to further fine-tune the final product.

Over the coming few months the Trust will be working with the cooperative to improve the processing facilities and equipment, packaging and branding and to put in place food safety management systems.

Tier 2 Value Adding: Moringa Powder

The Trust has been supporting the Thelamoya Phansi Cooperative for a good number of years and has recently initiated the processing of Moringa powder at the garden. Moringa powder is of particularly high demand within the health food markets due to its extremely high nutritional value. However, it was relatively unheard of within rural poor communities where the need for improved access to such high nutritional products is most needed. The Moringa tree also happens to be an extremely drought tolerant tree and, once established, requires very little irrigation or maintenance. As a legume, the Moringa tree is also an excellent companion plant as it fixes nitrogen back into the soil which it captures from the air.

The demand for Moringa powder in the region now far outstrips production. The positive health impacts of utilizing this powder have been realized by many within and outside of the local community.

Other gardens, such as ZM Nursery and Zama Zama cooperative, at which Moringa trees were planted, are now also beginning to harvest their trees and produce the powder.



Conclusion

One of the key strengths the organisation has is that it is able to access both the formal and informal markets, the latter often being quite difficult to enter and underestimated in its potential. The Trust supported Thelamoya Phansi Cooperative and the success it has enjoyed thus far in the processing and sale of Moringa Powder to local informal markets rather than competing with a highly competitive and seemingly saturated formal market, is an obvious example of the advantages of having choice in product placement. Other value-adding initiatives in the pipeline include the processing and production of sweet potato and beetroot flour, a mobile production unit for producing pickles and sauces, and the drying and packaging of indigenous plants such as *artemisia afra*, *bidens pilosa* and *lippia javenica*.



FOOD SECURITY AND AGRICULTURAL ENTERPRISE DEVELOPMENT PROJECTS

No	District Municipality	Local Municipality	Project	Location	Co-ordinates	Garden size (ha)	No. of Beneficiaries	% Female	Average Age	Level	Registered Cooperative
1.	uMkhanyakude	Jozini	Hlahlambani	Madeya	-27.0395, 32.161333	2,5	8	100,00%	54	2	No
2.	uMkhanyakude	Jozini	Hlanganani	Ohlalweni	-27.389521 , 32.138748	1	5	80,00%	51	2	Yes
3.	uMkhanyakude	Jozini	Magema	Nondabuya	-27.394064, 32.168708	5	15	53,33%	56	2	Yes
4.	uMkhanyakude	Jozini	Mesula	KwaJobe	-27.549667, 32.3245	2	11	100,00%	50	3	No
5.	uMkhanyakude	Jozini	Mnothophansi	Mzinyeni	-27.204303, 32.215742	1,8	7	71,43%	51	2	Yes
6.	uMkhanyakude	Jozini	Mthidlwe	KwaJobe	-27.53704, 32.172331	9	7	71,43%	37	1	Yes
7.	uMkhanyakude	Jozini	Munywana	Munywane	-26.993306, 32.190861	4	28	100,00%	46	1	In progress
8.	uMkhanyakude	Jozini	Nyamane	Ouwaleni	-27.181667, 32.085139	1,8	34	100,00%	52	3	No
9.	uMkhanyakude	Jozini	Sicelokuhle	Mange	-27.759972, 32.168778	n/a	4	100,00%	47	1	In progress
10.	uMkhanyakude	Jozini	Siphithuba	KwaJobe	-27.525176, 32.241337	3,5	6	66,67%	35	2	No
11.	uMkhanyakude	Jozini	Siyakhuthala	Mzinyeni	-27.222107, 32.202895	2	8	100,00%	52	2	In progress
12.	uMkhanyakude	Jozini	Siyathuthuka	Nyamane	-27.202226, 32.216528	1	23	95,65%	46	2	Yes
13.	uMkhanyakude	Jozini	Siyazifunza	Odwaleni	-27.152 , 32.069942	2,5	15	100,00%	49	2	No
14.	uMkhanyakude	Jozini	Sphilangemvula	kwaJobe	-27.526982 , 32.213986	5	7	85,71%	55	2	No
15.	uMkhanyakude	Jozini	Thandanani	Mamfene	-27.351436 , 32.256018	2,6	17	88,24%	56	2	No

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No	District Municipality	Local Municipality	Project	Location	Co-ordinates	Garden size (ha)	No. of Beneficiaries	% Female	Average Age	Level	Registered Cooperative
16.	uMkhanyakude	Jozini	Vukaphansi	KwaJobe	-27.5672 , 32.318508	1,5	17	100,00%	51	3	No
17.	uMkhanyakude	Jozini	Vukuzenzele	Madeya	-27.044306, 32.138899	4	30	90,00%	49	3	No
18.	uMkhanyakude	Jozini	Vusanani	KwaJobe	-27.609852 , 32.402297	1,5	23	86,96%	61	3	No
19.	uMkhanyakude	Jozini	WozaWoza	Mfingosi	-27.332778, 32.215556	2,8	8	87,50%	53	2	Yes
20.	uMkhanyakude	Jozini	Zondle	Madeya	-27.011444, 32.138917	1,2	6	100,00%	53	3	No
21.	Mzinyathi	Msinga	Masazane	KwaWole (Nogawu)	-28.770581, 30.494666	2	11	81,82%	65	3	No
22.	Mzinyathi	Msinga	Amoibe Primary School	Rourkes Drift (Shiyane)			19	26%	15	3	No
23.	Mzinyathi	Msinga	Senzokwethu	Rourkes Drift (Shiyane)	-28.374362, 30.567201	1	9	100,00%	66	3	No
24.	Mzinyathi	Msinga	Zizameleni	Rourkes Drift (Shiyane)	-28.357654, 30.53172	2,5	8	12,50%	68	2	No
25.	King Cetshwayo	Nkandla (Highveld)	Qedindlala	Mhloshane	-28.722679, 30.715948		39	84,62%	58	3	In progress
26.	King Cetshwayo	Nkandla (Highveld)	Senzakahle	Dlomo	-28.530353, 30.90555	2,7	6	83,33%	53	2	No
27.	King Cetshwayo	Nkandla (Highveld)	Sidlangoludala	Nsamlome	-28.711955, 30.816526		9	100,00%	57	3	No
28.	King Cetshwayo	Nkandla (Highveld)	Vukanimphakakathi	Vumanhlamvu	-28.69552, 31.131737	2,5	15	100,00%	61	2	Yes
29.	King Cetshwayo	Nkandla (Highveld)	Vukuzithathe	Matshesikazi	-28.488978, 31.058496	2,5	7	71,43%	60	2	Yes
30.	King Cetshwayo	Nkandla (Highveld)	Zaminhlanhla	Dlomo-Sdashi	-28.558565, 30.948181	2	14	100,00%	57	2	Yes

FOOD SECURITY AND AGRICULTURAL ENTERPRISE DEVELOPMENT PROJECTS

No	District Municipality	Local Municipality	Project	Location	Co-ordinates	Garden size (ha)	No. of Beneficiaries	% Female	Average Age	Level	Registered Cooperative
31.	King Cetshwayo	Nkandla (Highveld)	Zenzeleni	Bhancane	-28.5176, 30.919896	2	10	100,00%	56	2	No
32.	King Cetshwayo	Nkandla (Lowveld)	Nkandla Mushroom Project	Ntolwane	-28.823369, 31.147121	1,5	6	100%	44	3	Yes
33.	King Cetshwayo	Nkandla (Lowveld)	Qedisimo	Ntembeni	-28.843966, 31.100997	1,5	8	100,00%	57	2	Yes
34.	King Cetshwayo	Nkandla (Lowveld)	Vukuzenzele (Nkandla)	Ntolwane	-28.82512, 31.144364		9	100%	55	3	Yes
35.	King Cetshwayo	Nkandla (Lowveld)	Hhutshini	Manyane	-28.749905, 30.933551	0,7	6	100,00%	46	2	In progress
36.	King Cetshwayo	Nkandla (Lowveld)	Jameson Drift primary cooperative	Jameson Drift	-28.766637, 30.89567	0,6	12	66,67%	62	2	Yes
37.	King Cetshwayo	Nkandla (Lowveld)	Osizweni	Manyane	-28.774885, 30.918565	0,8	11	72,73%	56	2	In progress
38.	King Cetshwayo	Nkandla (Lowveld)	Thelumoya Phansi Primary Cooperative	Ntulwane	-28.82788, 31.133782	15	10	80,00%	55	1	Yes
39.	King Cetshwayo	Nkandla (Lowveld)	Zamokuhle	Tulwana	-28.787843, 30.959069	0,7	8	100,00%	49	3	No
40.	Zululand	Nongoma	Khuthalani	KwaMinya	-27.935917 ; 31.591528	1,3	11	90,91%	62	2	No
41.	Zululand	Nongoma	Mlazi	Kombuzi	-27.725694 ; 31.728861	2	13	69,23%	52	2	Yes
42.	Zululand	Nongoma	Ngaqophamland o	Sizane	-27.925861 ; 31.405028	N/A	8	100,00%	48	1	No
43.	Zululand	Nongoma	Ofezela	Kwadlakuse	- 27.60025 ; 31.823694	3	15	86,67%	48	2	In progress
44.	Zululand	Nongoma	Sibonginhlahla	Sovana	-27.629417 ; 31.798083	3	11	81,82%	58	2	No

FOOD SECURITY AND AGRICULTURAL ENTERPRISE DEVELOPMENT PROJECTS

No	District Municipality	Local Municipality	Project	Location	Co-ordinates	Garden size (ha)	No. of Beneficiaries	% Female	Average Age	Level	Registered Cooperative
45.	Zululand	Nongoma	Sizabantu Nazareth	KwaMusi	-28.113722 ; 31.531806	2	18	94,44%	56	1	Yes
46.	Zululand	Nongoma	Vukuzenzele-usebenze	Embizeni	-27.901444; 31.436806	1,2	17	82,35%	56	1	In progress
47.	Zululand	Nongoma	Zama-zama	Sizane	- 27.925139; 31.403917	1	27	92,59%	55	3	No
48.	Zululand	Nongoma	Sukumani	Esikhwebezane	-27.910583 ; 31.437306	0,5	22	54,55%	56	2	No
49.	Zululand	Ulundi	Amanzawayo	Mbudle	- 28.262439, 31.337698	2	10	60,00%	56	2	Yes
50.	Zululand	Ulundi	Bhazabhaza	Nkonjeni	-28.236667; 31.438833	1	5	100,00%	59	2	No
51.	Zululand	Ulundi	Bonisanani	Sakhiseni	-28.275095, 31.452295	2	13	76,92%	58	3	No
52.	Zululand	Ulundi	Inqaba Yokuzenzela	Mfolozi	-28.290278; 31.456667	2	9	66,67%	47	2	Yes
53.	Zululand	Ulundi	Maqiyane School Garden	Ntendeka	- 28.271111, 31.411111	2	10	60,00%	52	1	No
54.	Zululand	Ulundi	Masibambisane	Qwasha	-28.216631, 31.304446	2,5	5	60,00%	40	2	Yes
55.	Zululand	Ulundi	Sisebenza Kanzima	Sishwili	-28.260434, 31.449131	2	12	83,33%	54	3	Yes
56.	Zululand	Ulundi	Siyazizamela	Mkhazane	-28.324146, 31.389727.	2	13	76,92%	47	2	No
57.	Zululand	Ulundi	Ukuthula	Zondela	-28.31012, 31.444402	2	19	100,00%	53	2	No
58.	Zululand	Ulundi	Vukuzakhe	Dlebe	-28.119022, 31.333985	2	12	91,67%	60	1	Yes
59.	Zululand	Ulundi	Vukuzenzele No. 1	Denny Dalton	-28.297346, 31.265226	1,5	11	72,73%	60	2	No
60.	Zululand	Ulundi	Wela	Wela	-28.241544, 31.514998	2,5	11	100,00%	45	2	No

FOOD SECURITY AND AGRICULTURAL ENTERPRISE DEVELOPMENT PROJECTS

No	District Municipality	Local Municipality	Project	Location	Co-ordinates	Garden size (ha)	No. of Beneficiaries	% Female	Average Age	Level	Registered Cooperative
61.	Zululand	Ulundi	Xolo	Xolo	-28.270583; 31.411028	2	8	100,00%	45	1	No
62.	Zululand	Ulundi	ZM Nursery	Mkhazane	-28.324146, 31.389727.	2	5	60,00%	51	2	No
63.	King Cetshwayo	Umhlatuze	Makhoba Homestead	Sbhamu	-28.90897, 31.73043	0,3	3	100%	27	3	No
64.	King Cetshwayo	Umlalazi	Masisukume	UGasa	-28.975514, 31.129678	0,35	6	50%	48	3	Yes
65.	King Cetshwayo	Umlalazi	Amapotwe	Island	-28.920705, 31.674647	4	4	25%	30	2	Yes
66.	King Cetshwayo	Umlalazi	Langaletu	Izinyosi	-28.768337, 31.204622	3,4	11	73%	66	2	No
67.	King Cetshwayo	Umlalazi	Masibonge Sonke	Umhlatuzana	-28.845803, 31.569097	1,2	13	77%	57	2	Yes
68.	King Cetshwayo	Umlalazi	Qalekhaya	Ezindophi	-28.9082240, 31.5063030	16	10	90%	49	2	Yes
69.	King Cetshwayo	Umlalazi	Sivukile	Eyetheni	-28.901667, 31.661667	10	15	100%	58	3	No
70.	King Cetshwayo	Umlalazi	Vukuzame	Mngampondo	-28.711667, 31.692222	6	57	89%	54	2	No

