



Wupperthal - Rooibos Tea Court



Bowland - Vineyards



Khayelitsha – Vegetables



FLORIDA A&M UNIVERSITY
Center for International Agriculture Trade,
Development Research and Training
Office of International Agriculture Programs

FINAL REPORT
09/30/03 – 09/29/08

South Africa Agribusiness Development Program
“Promoting Black Economic Empowerment”

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FROM THE AMERICAN PEOPLE

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Executive Summary

The Florida A&M University (FAMU) Center for International Agricultural Trade, Development Research and Training (CIATDRT) has completed successfully five years (October 1, 2003 – September 30, 2008) as a Minority Serving Institution (MSI) implementer in the John Ogonowski Farmer to Farmer (FTF) Program in South Africa. This program focused on generating economic growth by building the organizational capacity of targeted previously disadvantaged (PD) agricultural enterprises that were beneficiaries of agricultural land through the Republic of South Africa's Land Reform for Agricultural Development (LRAD) Program.

The overall goal of FAMU's South Africa Agribusiness Development Program was to provide farm management and business skills training to PD emergent commercial farmers to increase productivity, income and employment. The target beneficiary group was expanded by mid-term to include the participation of agricultural processors to increase the program's potential for achieving economic impact. The anticipated outcome of the training with these groups was to increase productivity, sales, income, and employment, while ensuring a representative involvement of women.

Working under the focus area, "Organizational Development", FAMU recruited and sent 85 (100%) highly qualified agricultural professionals to South Africa, of which 25 were female (30%), over the life of the program. The 85 volunteers generated 1790 volunteer days, based on a target of 1700 days; trained 2,710 direct beneficiaries based on a target of 700 entrepreneurs trained and provided information access to 7,505 indirect beneficiaries.

A major goal of this program was to ensure the empowerment of women, through a representative level of engagement in the direct classroom training. The target level of participation was set at a minimum of 210 women trained - 30% of the target for client participation. However, FAMU again surpassed its target by achieving more than 522% of the target level of participation for women (1,098).

Program targets were also exceeded for the cost-share requirement. The negotiated cost-share target was set at \$552,500 in in-kind contribution (value of the volunteers' professional time contributed). FAMU actually accrued \$883,794 in cost-share over the life of the project, a 37% (\$331,294) increase above the target.

Over the five-year period FAMU provided assistance to 36 host groups, 20 of which remained relevant hosts in the FAMU portfolio. The 20 hosts included: seven Cooperatives/Associations, nine Individual Private Farmers, and four Other Private Enterprises. These producers and processors fell within the following value chains: Fruit (deciduous and citrus), horticultural products, olives, table grapes, wine grapes, organic Rooibos tea, aquaculture-trout fish. Through the FTF technical assistance provided, the producers and processors increased productivity, developed new product lines, new marketing tools, utilized new technologies, improved farm management and business skills, included five times the targeted number of women in direct classroom training and increased gross sales by \$11,338,748.

During the last week of this program, a questionnaire was disseminated to the 20 relevant hosts. Ten hosts responded within the final week timeframe. Their responses have helped FAMU to determine the clients' perception of effectiveness of the FTF training and attribution to the FTF Program for increased productivity, income, etc. A brief highlight of the results indicates that 90% of the respondents reported that the FTF training was helpful; 70% said that it was very helpful; 60% indicated that the training helped them increase income; 60% stated that they used new technologies as a result of the training; 50% attribute increase in farm productivity to FTF; 40% developed new business plans and new markets; 80% indicated that the condition of women improved as a result of the training as well as assisted females develop greater leadership skills; 50% indicated that the nutritional status for children and the family improved; 50% indicated that they had increased income which was used for children's schooling; and 60% reported that their quality of life improved as a result of the support from the FTF Program.

FAMU's work over the five-year period has exceeded its target in almost every category and achieved this success generating an estimated 10% (\$144,724) saving to the project budget.

The partnerships that were developed included a sub-contract to the Citizens Network for Foreign Affairs (CNFA) and a Memorandum of Agreement with in-country collaborators - the Western Cape Department of Agriculture (WCDA) and the Cape Institute for Agricultural Training: Elsenburg (CIAT). The Ebony Consulting, Ltd – *ECIAfrica* Promoting Agribusiness Linkages (PAL) Program was also an in-country collaborator throughout the term of the five-year program. Each of these partners provided notable contributions to FAMU's overall program and increased its cost-efficiency and productivity.

Significant attention was given from the outset of the program to developing an efficient Monitoring and Evaluation (M&E) system. A great deal of the credit for the structure of the initial framework for the M&E system goes to FAMU's only subcontractor, the CNFA, under the direction of the former Vice President for Small Enterprise Development, William "Bill" Witting. A sincere effort was made to assist FAMU establish good M&E instrumentation and understand the rationale for the design. On-going staff training was carried out by the CNFA over the first two years of the program, with FAMU's Florida as well as the South Africa field staff.

A major one-week Partners Workshop was conducted in South Africa in February 2005 which brought together FAMU's Florida and South Africa staff, as well as the USAID FTF Technical Officer, Robert Navin, CNFA personnel, Bill Witting and Melanie Proshchenko and in-country partners (the WCDA, CIAT, *ECIAfrica*). The Land Bank, Department of Land Affairs, NGOs involved in Land Reform farmer resettlement were also participants. This one-week participatory staff training program was very helpful in creating a stronger FTF implementation knowledge base amongst the new FAMU staff, providing first-hand experience on actual client cases with visits to select client businesses and bringing to light the challenges faced in the field with host selection, assessment of client financial viability and the identification and delivery of other resources/services to clients.

By mid-term in the program, FAMU had to make some very difficult financial decisions. The staffing arrangement in South Africa required a considerably higher level of funding due to a

new salary scale for public service employees, the classification FAMU's field personnel had. Also, due to the increased cost for fuel, the cost for many goods and services increased drastically including: transportation (airline and ground), lodging, meals, etc. Given FAMU's very lean overall budget, there were very few places to reduce or redirect funding. FAMU chose to cancel the subcontract of CNFA and redirect that funding to accommodate for higher costs in the field and for the Volunteer assignments.

The strategies employed under this program have proved beneficial for achieving and overall positive outcome based on the goals, objectives and targets. The contribution of the FAMU FTF Program through its dedicated and highly effective Volunteer consultants has aided in stabilizing many enterprises, achieving increased productivity and economic growth among others. The impact of the relationships that have been developed between FAMU, the Volunteers and the clients in South Africa will continue to add value to the contributions realized within the five year program.

Overview of Experience

Florida A&M University (FAMU) has spent a highly successful five years (October 1, 2003 – September 30, 2008) in South Africa as a Minority Serving Institution (MSI) primary contractor under the U.S. Agency for International Development (USAID) John Ogonowski Farmer to Farmer (FTF) Program. Over the life of the program (LOP), working under the focus area “Organizational Development”, FAMU fielded 85 volunteers to South Africa, twenty five of whom were female. The 85 volunteers completed 1790 volunteer days; trained 2,710 direct beneficiaries with 1,098 female participants; provided assistance to 7,505 indirect beneficiaries; with a FTF program cost of \$756 per volunteer day. FAMU recruited highly skilled volunteers from all regions of the country with the largest number 28 (33%) from the Southeast. Technical assistance was provided to 36 host groups consisting of producers and processors, with 20 hosts remaining active in the program. FAMU assisted the 20 Relevant Hosts to achieve \$329,305 in increased incremental net income and \$11,338,748 in increased gross value of sales over the life of their involvement in the program. All targets were achieved and in most cases exceeded, generating a 10% (\$144,724) savings to the negotiated LOP budget.

Table 1: Key Life of Project Targets and Results

Life of Program Targets	Results	% of Target Achieved
<i>No of Volunteers:</i> 85	85	100%
<i>Female Representation:</i> 25	25	100%
<i>No of Volunteer Days:</i> 1700	1790	105%
<i>No of Direct Beneficiaries Trained:</i> 700 Entrepreneurs	2,710	387%
<i>No of Females Trained:</i> 210 (30%)	1,098 (<i>40% of the actual total participation</i>)	522%
<i>Cost Per Volunteer Day:</i> \$882	\$756	14% saving

Program Strategy and Goal

The overall strategy for FAMU’s South Africa FTF Program was built on a continued strong partnership with the Citizens Network for Foreign Affairs (CNFA), which grew out of FAMU’s two-year sub-grant relationship with the CNFA in Southern Africa under the previous cycle of FTF. FAMU’s program strategy was rooted in five guiding principles defined in its program description:

- Focus on maximizing economic impact
- Support USAID South Africa Mission’s country strategies and objectives and intermediate results
- Build the organizational capacity of producer-processors
- Focus on linking farmers to markets

- Fulfill commitment to advancing women

This Final Technical Report provides an account of the goal, implementation strategy, outputs, accomplishments, the resulting impacts and lessons learned over the life of the program.

The overall goal of FAMU's program in South Africa was to provide business skills and farm management training for new emergent commercial farmers from previously disadvantaged (PD) groups who received agricultural land from the Republic of South Africa's (RSA) Land Reform for Agricultural Development (LRAD) Program. The primary target group was expanded to include producers-processors and processors during the second half of the program.

This target group presented interesting opportunities as well as challenges for program implementation. The legacy of Apartheid, resulting in the long history of inequality, limited literacy and access to educational training, the extreme poverty and the issues of landlessness, have left the majority of PD individuals ill-equipped to compete in a highly technical food production system, particularly as a commercial venture. Land Reform, however, is the hope of millions of PD South Africans that Black Economic Empowerment is possible for the rural poor.

Geographic Focus and Sector Trends

The geographic area of intervention was centered in the Western Cape Province. Agriculture's role in the Western Cape has taken on a greater significance in its contribution to the Gross Regional Product (GRP) than the role of agriculture nationally in the GDP. In 2000, agriculture contributed 5.9% of the GRP in the Western Cape (R7.4bn) economy as compared to the 4.5% agriculture contributed nationally to the Gross Domestic Product. Agriculture, therefore, plays a very important role in the Western Cape's economy and is the major producer of horticultural products in the country, a subsector that offers promise for the new entrants to the agricultural system.

In-Country Partners

FAMU's South African partners included the Western Cape Department of Agriculture (WCDA), and the Department's training college – the Cape Institute for Agricultural Training: Elsenburg; Ebony Consulting, Ltd – ECIAFRICA Promoting Agribusiness Linkages (PAL) and many other in-country collaborators, e.g., the Land Bank, CASIDRA, the Department of Land Affairs, and the University of the Western Cape – Programme for Land and Agrarian Studies.

FAMU's program strategy for its first five-year FTF program was built on five guiding principle:

1. Focus on maximizing economic impact

From the outset of the program following the signing of the Cooperative Agreement with USAID in October 2003, FAMU's subsequent signing of a sub-grant to the CNFA in

December 2003 and a Cooperative Agreement with the Western Cape Department of Agriculture (WCDA) – Cape Institute for Agricultural Training: Elsenburg (CIAT) also in December 2003; FAMU spent considerable time establishing a monitoring and evaluation (M&E) system that would lay the foundation for the project’s ability to collect empirical, verifiable data to assess economic impact. The framework for the M&E system established at FAMU was structured by William “Bill” Witting, formerly of the CNFA. This M&E system provided for the collection of baseline data, training program design, anticipated outcomes, and the regular review of the results of volunteer training and host performance in implementing the volunteer’s recommendations to confirm that the continuation of the project was justified. A sincere effort was made to align the M&E documentation with the project’s Planning Matrix to generate data relative to progress on the project’s Targets and Indicators. The Training Beneficiary Record (TBR) was also a very useful instrument that was updated during the course of the program to more efficiently capture key performance data regarding number of people trained, gender participation, number of volunteer hours in training, indirect beneficiaries, and host contributions.

2. Support USAID Country Strategies and Objectives – Based on the South African Government’s Strategic Plan for Agriculture 2001

The South African Government’s Strategic Plan for Agriculture 2001 describes agriculture as the “backbone of growth and development” in the country. Primary agriculture accounts for 4.5% of the GDP of South Africa while the larger agro-food complex accounts for another 9%. However, even more significant, almost 40% of the country’s population is dependent on agriculture and agriculture related industries for food and employment.

The main objective of the South African government is to create a unified productive agricultural economy by enhancing the equitable access and participation in the agricultural sector by PD individuals (PDIs) through the building of their entrepreneurial potential, promoting Land Reform as a means to access land and ownership of enterprises to maintain and increase agricultural production. The Republic of South Africa (RSA) anticipates its Strategic Plan for Agriculture will produce the following outcomes:

- Increased creation of wealth in agriculture and rural areas;
- Increased sustainable employment;
- Increased incomes;
- Reduced poverty and inequalities in land and enterprise ownership;
- Improved national and household food security; and
- Pride and dignity in agriculture as an occupation.

It is within this context that the USAID South Africa Mission’s Country Strategic Plan for FY 1996-2005 included the Strategic Objective (SO) and the Intermediate Results (IR)² that the FAMU FTF Program supported:

SO 5 – Increased Market Driven Employment Opportunities Created;

IR 5.2 – Increased Commercial Viability of Existing Small and Medium Agribusinesses; and

IR 5.2.2 – Enhanced Small and Medium Agribusiness Capacity to Respond to Markets.

Within the Mission’s Annual Program Statement (APS) for Employment Generation Through the Growth of Small, Medium and Micro Enterprises and Agribusinesses, the USAID-South Africa Mission notes that “*weak business management skills are consistently identified as a major constraint to the growth and development of business*” and proposed interventions such as business plan development, access to finance, access to technical services, and the development of business and entrepreneurial skills to achieve the SO.

In light of the USAID-Washington 2003 FTF Program Evaluation, which placed an emphasis on *sector-focused* impact, FAMU and CNFA explored with the USAID South Africa Mission the idea of focusing on specific agricultural commodity chains. However, USAID South Africa had not yet adopted commodity sector-specific SOs or IR. Therefore, FAMU did not carry out its program using commodity specific objectives.

Over the life of the program, FAMU maintained an excellent reporting relationship with the USAID Mission in South Africa. Annual meetings were scheduled and carried out by FAMU’s Project Director to provide a briefing on the FAMU FTF Work Plan, in-country partners engaged, the FAMU FTF contribution to USAID priorities and the outcomes from the previous year’s work. The USAID Mission Program Officers with whom FAMU collaborated included: initially with the start-up of the field activities in 2003 Dorvin Stockdale; since 2004 a strong working relationship was established with the Senior Agricultural Business and Development Advisor, Kimberly Lucas which was maintained over the period of her tenure – up to her departure in March 2008 and with the Director, Office of Economic Growth, Tina Dooley-Jones, Ph.D (during the same 2004 to present timeframe).

FAMU identified one of the major agribusiness linkage contractors funded by the USAID Mission, ECIAFRICA Promoting Agribusiness Linkages Project, as a major partner in its FTF Program. ECIAFRICA provided specific support for the development of new market linkages for FAMU’s host clients. Through the ECIAFRICA – FAMU partnership many new market linkages were developed for the FAMU host groups. Mr. Mncedisi Madolo, Western Cape Regional Director and Mr. Nazeem Sterras have both provided excellent assistance through the FAMU-ECIAFRICA collaboration.

Country Political and Programming Issues

The overall weak policy and implementation framework for the LRAD Program was a major constraint for generating broad-based productivity and economic growth among the beneficiaries of the LRAD Program, based on FAMU’s experience in the Western Cape. Restructuring in public sector organizations, while a political mandate, created interruptions in the workflow and delayed the implementation of capacity building training at the Train-the-Trainer service

delivery level. The strengthened Rand and the Public Service Workers' increased wage scale had a direct cost impact for the FAMU Project.

Issues with USAID and Funding, Major Modifications and Key Milestones

Over the life of the program, there were no issues with USAID and funding. USAID provided \$1.4 million in spending authority, \$99,499 short of the original Cooperative Agreement amount. The final \$99,499 was not requested by FAMU during the final year due to the project director's assessment that sufficient spending authority had been granted to complete the project's activities because of efficiencies FAMU had generated.

FAMU did have one modification during the life of the program which was completed in January 2007. This modification was based on a request to realign the budget by canceling the sub-grant to the Citizens Network for Foreign Affairs (CNFA) to move much needed resources to the field in South Africa, to strengthen the staffing on the ground and to address the increase in the wage/salary structure for public service employees. The realignment was also needed to fund the increased volunteer costs, e.g., airfare, ground transportation, lodging, meals, etc., which resulted primarily from the fuel crisis and the strengthened South African Rand.

FAMU's Focus Area "Producer Organizational Development" was adjusted by mid-term to "Organizational Development" to accommodate an expanded client/host focus moving higher on the value chain to generate greater economic impact. FAMU also targeted PD producer-processor client groups along several specific highly productive commodity groups in the Western Cape Province of South Africa.

Summary of Major Outputs and Accomplishments

Discussion of Standard Indicator Tables Results

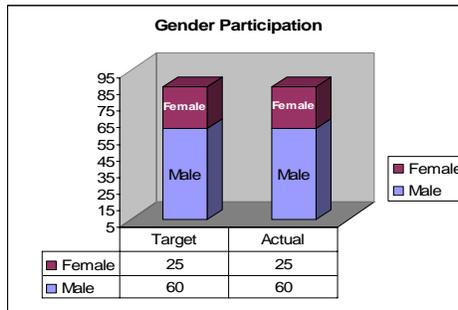
This section will provide a discussion of the major outputs and accomplishments as captured on the Standard Indicator Tables found in Annex 1 of this report. This information includes performance data relative to: number of volunteers and gender breakdown; number of volunteer days completed and cost per day; funding mobilized and leveraged; volunteers by gender and U.S. state of residence; volunteer assignments by type of assistance; assignments by location in the commodity chain; number of types of hosts;

Standard Indicator Table 1a Discussion

Aggregate Number of Volunteers, Number of Days Completed and Cost Per- Volunteer Day

Table 1a of the Standard Indicator Tables reflects the performance FAMU achieved based on the number of volunteers recruited and fielded to South Africa over the five-year period, the gender breakdown of the volunteers, the number of volunteer days completed and the cost per volunteer day.

Figure 1

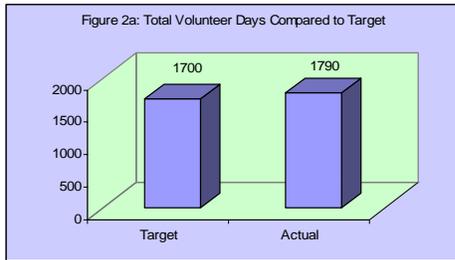


Number of Volunteers Recruited and Fielded to South Africa

As illustrated in Figure 1 above, FAMU achieved 100% of the five-year target of 85 volunteer assignments in South Africa and achieved the additional target of having at least 30% of the volunteer assignments carried out by women. Of the 85 assignments, 60 (70%) were conducted by men and 25 (30%) by women. The representation of women as leaders and trainers was significant in this program.

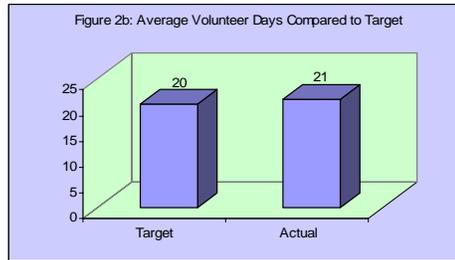
FAMU also exceeded its targeted goal of 1700 total volunteer days based on the average of eighty five 20 day assignments, as illustrated in Figures 2a & 2b. Notably, 1790 volunteer days were completed averaging 21 days per assignment.

Figure 2a



Number of Volunteer Days Completed

Figure 2b



Average Number of days Per Assignment

As illustrated in Figures 3a and 3b, FAMU used only about 90% of the approved budget to accomplish all project goals and objectives. Specifically, the Cooperative Agreement was funded with a budget of \$1,499,499 for the five-year period, but only \$1,354,775 was spent, resulting in a savings of \$144,724.

Figure 3a

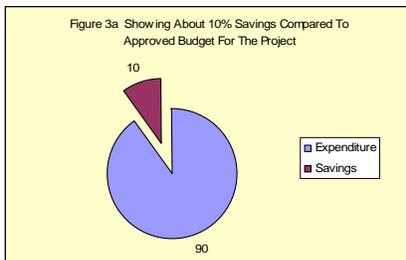
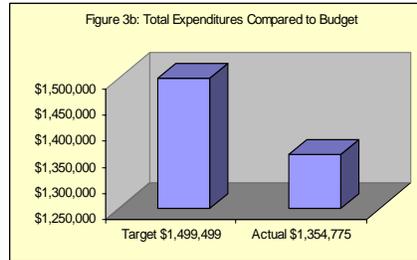
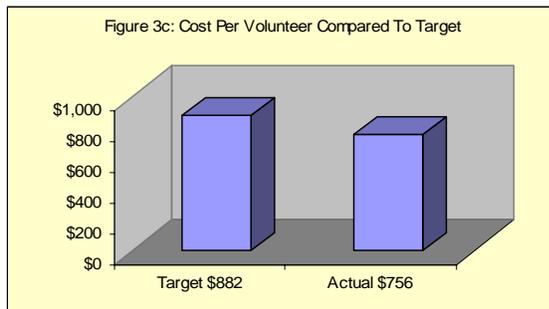


Figure 3b



The program cost per volunteer day was also significantly less than the target of \$882. Actual program cost per volunteer day was \$756, a savings of \$126 (15%) per volunteer day compared to the target of \$882. The cost per volunteer day is derived by dividing the total program cost by the total number of volunteer days.

Figure 3c



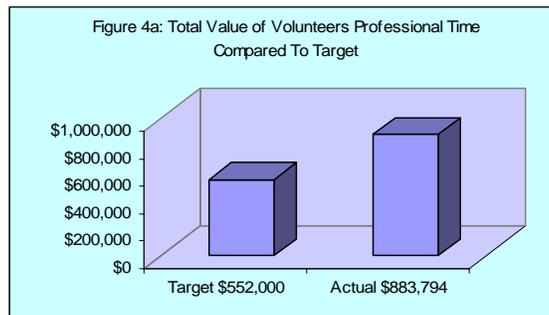
Cost Per Volunteer Day

Standard Indicator Table 1b - Farmer to Farmer Funding Mobilized and Leveraged

The Farmer to Farmer Funding from USAID was leveraged in several ways; the value of the volunteers' time, resources leveraged by the grantee and volunteers, value of the resources mobilized by the host groups (grants, loans) and the value of the contributions by the hosts (ground transportation, meals, training venue space, lodging, etc. for the volunteers).

The value of the volunteers' time, which is based on the volunteers' current rate of pay including consulting income, was contributed at a 60% higher rate than was planned and contracted. The volunteers' time contribution was used to fulfill the cost-share requirement of the CA. The contracted cost-share total for the five-year budget was set at \$552,000. FAMU's volunteers actually contributed \$883,794 over the five-year period. The highly trained professionals, most of whom were still employed in the U.S. private or public sector, provided quality service to the program and helped to bring about positive changes at the client level in South Africa.

Figure 4a



Value of Volunteers Professional Time

FAMU exceeded the target for Value of the Volunteer's Professional Time which was established at a total of \$552,500 based on the 85 volunteers. This target was exceeded by approximately 60%, with the actual total for volunteers' professional time valued at \$883,794 as illustrated in figure 4a.

Resources leveraged by the Grantee and volunteers

This program received a significant contribution in faculty and staff time that is not accounted in the cost-share record. The FAMU cost-share requirement was achieved by the volunteers' time contribution. However, the FAMU Center for International Agricultural Trade, Development Research and Training program director and staff contributed a minimum of 5% time over the five year period to this CA. Additionally, the volunteers donated approximately \$11,228 in books, materials, supplies, etc. to the host groups in South Africa.

Value of Resources Mobilized by Host

Over the life of the program, FAMU's field staff and volunteers assisted the client groups acquire grants and loans through public and private sources. The grants and loans clients reported receiving totaled approximately \$1.2 million, including funds from the Land Bank, Western Cape Department of Agriculture - Comprehensive Agricultural Support Program

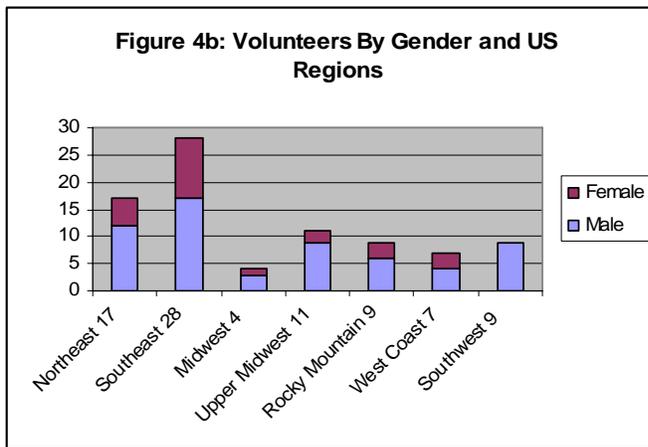
(WCDA-CASP), WCDA-Landcare, South African Wine and Industry Council (SAWIT), Department of Science and Technology, Department of Water Affairs.

Estimated Value of Host Contributions

The South African client groups and our primary partner, the WCDA-CIAT:Elsenburg contributed approximately \$216,325 over the life of the program in materials, goods and in-kind services, including: WCDA-office space, transport, percentage of staff/administrative time, telephone, internet; client groups contributed - ground transportation, training venue space, lodging, meals. It is through the cooperation and support of the public and private sector partners and clients that successful outcomes have been achieved.

Standard Indicator Table 2

Number of Volunteers by Gender and U.S. State of Residence

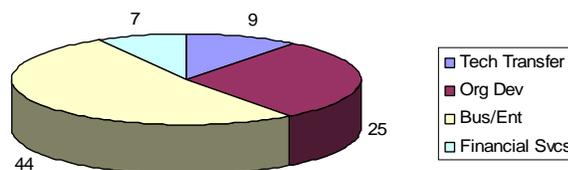


FAMU recruited nationally to identify its volunteers, as the above table reflects. However, the largest numbers of Volunteers were identified from the southeast region of the country, 33% (28). Also, the largest number of females (11) can from this region.

Standard Indicator Table 3a

Volunteer Assignments by Type of Assistance

Figure 4c: Volunteer Assignment By Type Of Assistance



As illustrated in figure 4c, majority of the volunteer assignments (44) were in the areas of business / enterprise assistance. Others were in organizational development (25); technology transfer (9); and financial services (7).

Focus on linking farmers to markets

The USAID South Africa Mission IR 5.2.2 – Enhanced small and medium agribusiness capacity to respond to markets was a key training objective of FAMU’s program. Of the 44 Business and Enterprise Development assignments completed over the LOP, 14 were marketing assignments which strictly focused on promoting market linkages. Our volunteers on marketing assignments assisted several clients develop new regional and European export markets for their products (Rooibos tea, citrus, deciduous fruit), several clients were provided with new marketing tools, e.g., logos, branding concepts, newsletters, etc., and many new local market linkages were achieved with Woolworth’s, Pick N’ Pay and other notable South African retailers.

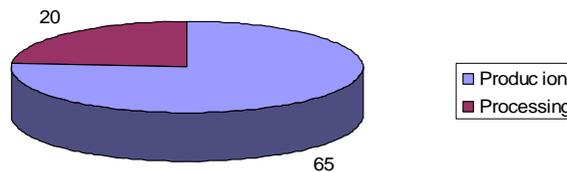
Our collaboration with the ECIAFRICA PAL Project also facilitated several market linkages for clients and supported an innovative “turn around” strategy for Winola Park, a private farm group in the FAMU-ECIAFRICA portfolio that was struggling due to under financing and other issues.

Build the organizational capacity of producers-processors

The FAMU Program in South Africa initially targeted producer groups in the Western Cape Province as the primary audience to receive the specialized package of short-term technical assistance FTF offers. All of the 19 host groups during the first two years of the program were “Private Individual Farmers”. However, many of the newly established Land Reform producer groups were very fragile business entities as FAMU learned and documented. Establishing methods that would ensure the verification of financial information provided by the hosts became a vital aspect of the host selection process.

Standard Indicator Table 3b: Farmer-to-Farmer Program Volunteer Assignments By Location in Commodity Chain FY 2004 – FY 2008

Figure 4d: Volunteer Assignment By Location in Commodity Chain



Seventy six percent of the volunteer assignments were focused at the producer level. As previously indicated, by mid-term in the project, hosts at the processor level were brought

into the portfolio. The resulting assignments, at the processor level in the value chain, over the remaining half of the program were able to achieve 24% of the overall assignments.

Standard Indicator Table 4a: Number and Type of Host Institutions

Over the life of the program, FAMU’s client portfolio consisted of seven Cooperatives, twenty five Individual Private Farmers, and four other enterprises (processors).

In an effort to increase the economic impact achieved with the hosts, FAMU brought into the host portfolio more producer-processor and processor groups. This objective was achieved over the second half of the program. Of the 36 Hosts served over the LOP, 20 remained active and generated impact data reported at the beginning of this section. The table below illustrates the type of hosts served by timeframe and the attrition rate:

Number and Type of Host Institutions FY 2004 – FY 2008

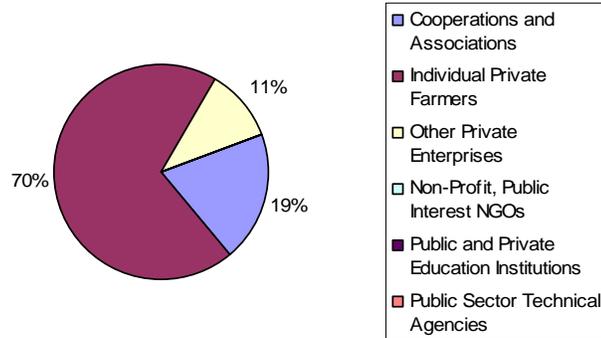
	Type of Host Institutions	No of Hosts	No of Hosts Discontinued
FY 2003-05	Individual Private Farms	19	15
FY 2005-08	Cooperatives and Associations	07	
	Individual Private Farms (includes 4 IPFs from 2003-05)	10	01
	Other Private Enterprises	04	
Total Hosts (Life of Project)		36	16
Total Relevant Hosts (Active through 2008)		20	

By mid-term, FAMU instituted several measures that resulted in the selection of more financially viable hosts with stronger income generating potential.

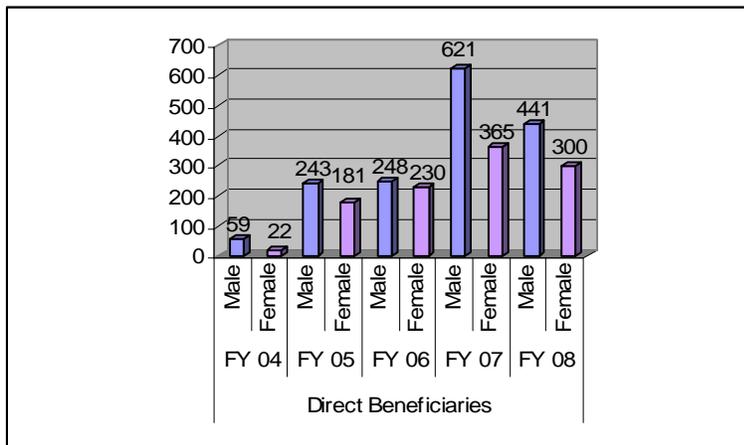
To aid in obtaining a minimum level of understanding of the financial status of these groups, FAMU developed a working collaboration with the Land Bank. This initiative resulted in a commitment to work together on common clients – the Land Bank providing feedback as to their financial status with the Bank and FAMU working to build their business skills and helping increase the farm’s productivity through specific FTF training programs. This relationship was developed in 2005 following the Partners Workshop which was held in South Africa, and greatly improved the selection of more financially viable hosts.

Figure 4e

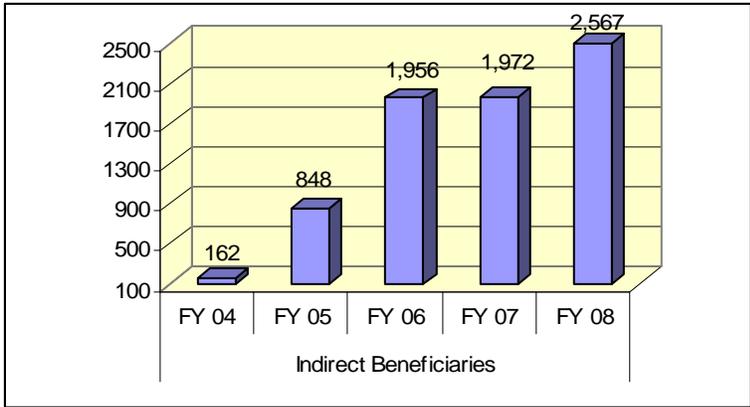
Types of Host Institutions



Standard Indicator Table 4b: Program Beneficiaries

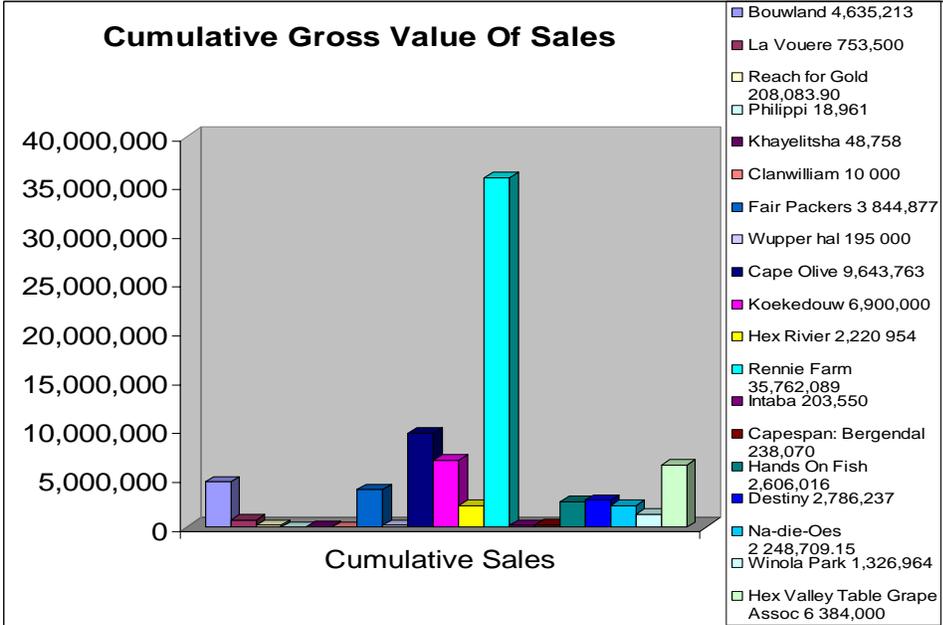


2,710 people received training, 1098 were female (41%). Annex 2 provides a listing of the type of training assignments delivered.

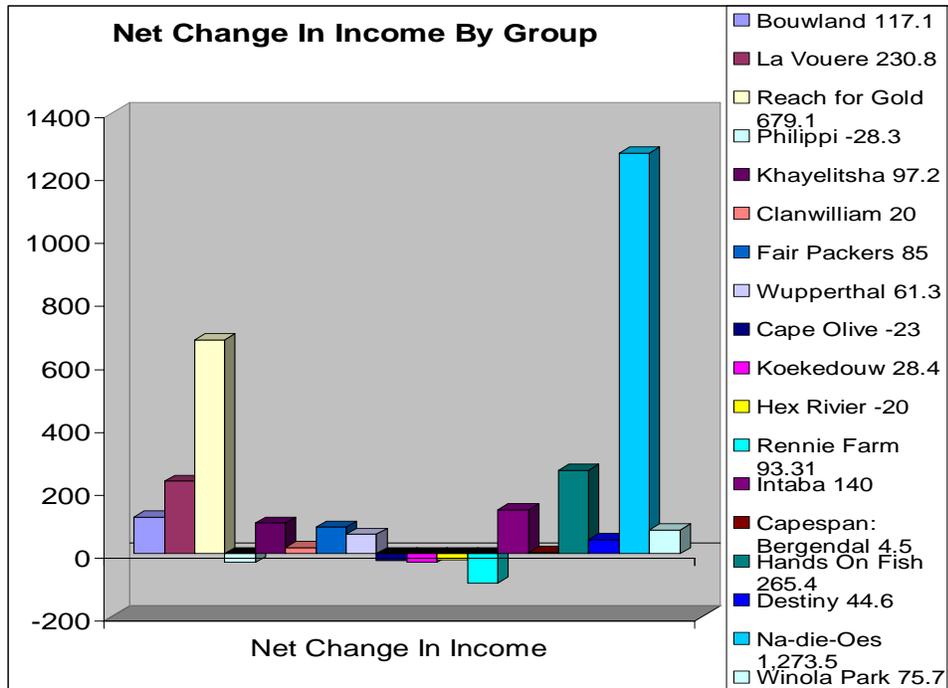


7,505 indirect beneficiaries were impacted by the training program.

Standard Indicator Table 5: Economic and Organizational Impacts



The total number of clients over the five years of the program, based on 20 relevant host, achieved **R81,638,985.60/US \$11,338,748**



The total increase in net income across all clients over the five year period was **R2,370,997.67/US \$329,305.23**

Public Outreach

Each fielded FTF Volunteer is provided with a Media Package, a suggested guide to outreach activities, and is encouraged to share their experience through different media (Power Point Presentations, short stories, articles, lectures, newspaper, radio, internet, etc.). Their efforts have assisted in spreading the word about the USAID and the FAMU Farmer to Farmer program; helped with recruiting new volunteers; informing the public about how their tax dollars are being spent; and enabled cross-cultural knowledge and understanding.

Standard Indicator Table 7 Public Outreach

Indicator	FY2003	FY 2004	FY 2005	FY 2006	FY 2007	LOP
Number of Volunteers Performing Public Outreach	4	2	6	8	8	28
Number of Press Releases to Local Media				3	3	6
Number of Media Events by Implementers and Volunteers	2	8	3	10	5	28
Number of Group Presentations by Implementers and Volunteers	7	5	4	15	5	37

Over the 5-year FTF Program (FY2003-2008), 28 USAID-FAMU South Africa FTF Volunteers have performed public outreach activities. FAMU and the SA FTF Volunteers have conducted 28 media events, and have given 37 group presentations to audiences totaling approximately 18,248 persons across the nation. For example:

Everil Quist received the President’s Volunteer Service Award as a result of his overseas volunteer work and his continued commitment to inspire others. The award was issued by the President’s Council on Service and Civic participation on behalf of the President of the United States. He was interviewed and gave a ten minute acceptance speech at a local banquet in Stevens Point, WI, where 50 volunteers were present. Mr. Quist also made a one hour presentation to his church Study Hour Group. 44 people attended this event. In addition, Mr. Quist was interviewed by the Portage County Gazette in Stevens Point, WI.

Brent Habig engaged in a number of outreach activities. Mr. Habig communicated with his local newspaper, the Hancock Herald, and his alumni magazines, Oberlin and Harvard Business School, to share the excitement regarding his volunteer experience. In addition, he published an article entitled “Business Training for Developing Sheep Farmers” in Beaufort West, South Africa.

Velma Gwishiri distributed flyers and presented a 30 minute presentation to her local church, the Poplar Springs Enrichment Center located in Ashley Chapel, NC. 36 people attended during her speaking engagement.

Kenneth Stokes engaged in several outreach activities. He was featured in his local newspaper, the Stephenville, Empire-Tribute with a circulation of more than 15,000 people. He spoke of his

volunteer experience to a group of 15 7th and 8th graders at Morgan Mill ISD located in Morgan Mill, TX. In addition, Mr. Stokes shared his experience to a group of 70 club members at the Stephenville Optimist Club in Stephenville, TX.

Richard Molinar presented a Power Point Presentation to the Gardening class of 14 people at the Reedley Community College. He also shared his experience with 8 staff members during the UC Cooperative Extension Staff Meeting in Fresno, CA.

ElGene Ver Dught gave a two hour presentation on his volunteer experience to a gathering of four counties of Foster Grandparents in Service in Higginsville, MO. 85 people attended this event. In addition, he also gave a one hour presentation 96 Rotarians at the Rotary Club in Independence, MO. Mr. Ver Dught has published an article entitled “Meditating in South Africa” in the Heartland Mediators Association (HMA) and the Association of Missouri Mediators (AMM) newsletters which covers KS, NE, IA, OK, MO and IL. The HMA has a membership of 100 and the AMM has 65 members.

Robert Clindaniel published an article about his volunteer experience in the September 2007 issue of Goat Rancher Magazine located in Sarah, MS. Mr. Clindaniel trained farmers at Beaufort West in sheep and goat production.

Lydia Andrew gave a presentation at PAW Mission Board of Directors in Dallas Texas to an audience of 15 people. She also made a presentation at the International Delegate Luncheon in Dallas Texas, 50 people were in attendance.

Ola Sylvia Lamar gave a presentation to the Greater Work Ministries, a church group where 350 members were present; at a community event where 250 people were present; and at a Straight Talk for Women Conference of 100 people.

Selected examples of Public Outreach Activities are included in **Annex 6**.

Analysis of Key Impacts, Successes and Failures

Planning Matrix

Key Indicators	Outcomes Cumulative (LOP)
28 Farm Groups, averaging 25 members trained	36 Groups/Enterprises (17 Active – 3 Being Monitored; 16 No Longer in Program) ----- 2,710 persons trained/averaging 32 persons trained per assignment
30%-50% Women Participating	1098 Women Trained 41%
85,000 hours in Training	395,760 hrs in Business Training (465%)
85 Volunteers averaging 20 day assignments	85 Volunteers averaging 21 day assignments (Total 1790 Volunteer days)
1700 Volunteer days (LOP)	1790 Volunteer days achieved – cumulative (105% of target)
470 Volunteer days – FY 08	564 Volunteer days achieved (120% of target)
50% Increase in Sales	<p>Active Groups (Net Income Increase - LOP)</p> <ul style="list-style-type: none"> • 11 Enterprises increased net income over baseline: <ul style="list-style-type: none"> – Boumland increased net income by R284, 183 (117%) – LaVouere increased net income by R140,534 (230.8%) – Reach for Gold increased net income by R34,768 (679.1%) – FET Group Khayelitsha increased net income by R10,226 (97.2%) – FET Clanwilliam increased net income by R500 (20%) – Fair Packers increased net income by R99,010 (85%) – Wupperthal increased net income by R135,110(61.3%) – Intaba increased net income by R88,890 (140%) – Capespan: Bergendal increased net income by R4,230 (4.5%) – Hex River increased net income by R311,958 (20 %) – Hands on Fish increased net income by R513,084 (265.4%) <p>Group Being Monitored (Net Income Increase - LOP)</p> <ul style="list-style-type: none"> • 3 Enterprises increased net income over baseline: <ul style="list-style-type: none"> – Destiny increased net income by R517,805 (44.6%) – Na-die-oes increased net income by R110,157.67 (1,273.5%) – Winola Park increased net income by R120,542 (75.7%) <p>Total Increased Net Income LOP: R 2,370,997.67/US \$329,305.23</p> <p><i>See Table1 below Showing Changes in Income and Value of Sales</i></p>

<p>Farmers Make 3 Facility/Equip or Capital Improvements</p>	<p>LaVouere</p> <ul style="list-style-type: none"> - Planted 7ha of new peach trees (new technology) - Built paddocks to accommodate more horses <p>Reach for Gold</p> <ul style="list-style-type: none"> - Planted 7 ha of sod grass – this has led to them securing a R100,000 contract (2006-07) - Purchased sod-cutter (2007-08) – this allowed group to eliminate the middleman and they harvest and sell directly to wholesalers, increasing their profit margins. <p>Destiny</p> <ul style="list-style-type: none"> - Purchased new tractor, sprayer & mower - Built new fences to enclose fields - Planted 6.5ha of new fruit trees <p>Bouwland</p> <ul style="list-style-type: none"> - Purchased new tractor - Purchased new wine press - Received CASP Funds from WCDA R571,000 <p>Fair Packers</p> <ul style="list-style-type: none"> - Expanded factory – relocated to larger facility with more equipment - Added new product line (rooibos based comestics) - Expanding market to USA <p>Kliprivier</p> <ul style="list-style-type: none"> - None <p>Omega</p> <ul style="list-style-type: none"> - Planted an additional 45ha of Shiraz red wine grapes - Built 1 km of new fencing - Restored and old farm house and converted it into an office - Purchased a new truck <p>Kleinbegin Goedehoop (Trust Disbanded)</p> <ul style="list-style-type: none"> - Planted new fruit trees to replace ones past their productive years <p>Na-die-Oes</p> <ul style="list-style-type: none"> - Planted 4.5ha of wine grapes with the assistance of CASP funds <p>Gelukshoop (Farm No Longer in FTF Program)</p> <ul style="list-style-type: none"> - Purchased a new tractor - Planted 3.3ha of new grape vines <p>Valley Junction (Farm Sold)</p> <ul style="list-style-type: none"> - None <p>FET Group Khayelitsha</p> <ul style="list-style-type: none"> - Acquired 1.1 ha for planting organic garden/farm <p>Hands on Fish</p> <ul style="list-style-type: none"> - Expanding –development of a Primary Fish Processing Facility
<p>Farmers Improve Planning</p>	<p>LaVouere</p> <ul style="list-style-type: none"> - Record-keeping system on computer - Mastered horseman skills and can successfully trace the bloodlines of horses before buying.

	<p>Na-die-Oes</p> <ul style="list-style-type: none"> - Keeping good financial records, Meetings procedures and decision making on a good track, conflict resolved <p>Valley Junction</p> <ul style="list-style-type: none"> - Record-keeping system on computer (Farm Sold) <p>Destiny</p> <ul style="list-style-type: none"> - Established a financial management system <p>Bouwland</p> <ul style="list-style-type: none"> - Drafted a Market Plan that opened new markets in Netherlands, Europe, Uganda, India <p>Kliprivier</p> <ul style="list-style-type: none"> - Members meet regularly; Members understand that they are disadvantaged in the equity share business relationship with mentor <p>Omega</p> <ul style="list-style-type: none"> - Keep good financial records, meet regularly with members; voted to eliminate the mentor (who did not have a share in the property & little interest) <p>FET Group Khayelitsha</p> <ul style="list-style-type: none"> - Business Plan developed to secure funding for new projects. <p>Fair Packers</p> <ul style="list-style-type: none"> - New Corporate Identity – new logo and website - Diversifying to include new product offerings <p>Wupperthal</p> <ul style="list-style-type: none"> - Utilizing new accounting software to tract harvested tea - Created a web presence - new website <p>Hands on Fish</p> <ul style="list-style-type: none"> - Member of the group is traveling to the US for collaboration and touring Trout Farms
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In an effort to further maximize the economic impact and generate sustainability, over a two year period FAMU discussed with the Western Cape Department of Agriculture (WCDA) and the Cape Institute for Agricultural Training (CIAT), the cost-efficiency of utilizing FTF technical assistance to provide relevant training for the existing and new Farmer Support Extension staff, the Further Education and Training (FET) and the Higher Education (HE) staff/faculty to help build sustainability through a Train-the-Trainer (TTT) Program. FAMU designed a TTT Program specifically for the WCDA and CIAT faculty and staff, however, in spite of the WCDA-CIAT's agreement to implement the TTT Program using FAMU FTF consultants, the Department did not set a date to have their staff trained. This was the only objective that was not fulfilled during the project.

Table 1– Showing Changes in Income and Value of Sales

Trust/Year	# of Yrs	Total (Cumulative) % Change in Net Income	Average % of Change/Yr	Base Year Net Profit in SA Rand	Total (Cumulative) Profit/Loss in Rand	Gross Value of Sales in SA Rand
Na-die-oes 2003 - 2007	4	1,273.5	318.4	29,106	110,157.67	2,248,709.15
Reach For Gold 2004 - 2008	4	679.1	169.8	5,732	34,768	208,083.90
Hands on Fish 2006 - 2008	2	265.4	132.7	(193,123)	513,084	2,606,016
Omega 2003 - 2007	4	367.4	91.8	(13,070)	(145,202)	1,604,240
La Vouere 2004 - 2007	3	230.8	76.9	(60,534)	140,534	753,500
Bouwland 2003 – 2008	5	117.1	23	163,476	284,183	4,635,213
Intaba 2007-2008	2	140	70	(60,166)	88,890	203,550
Gelukshoop 2003 - 2008	3	182	60.7	59,927	123,161	640,000
Fair Packers 2005 2008	3	85	28.3	383,000	99,010	3,844,877
Wupperthal 2005 -2008	3	61.3	20.4	254,890	135,110	195,000
Khayelitsha 2005 - 2008	2	97.2	48.8	19,781	10,226	48,758
Winola Park 2005-2007	2	75.7	37.9	(159,212)	120,542	1,326,964
Destiny 2004 – 2008	4	44.6	11.15	(1,025,305)	517,805	2,786,237
Clanwilliam 2005 - 2006	1	20	20	19,781	500	10,000
Capespan: Bergendal 2006 - 2008	2	4.5	2.25	94,236	4,230	238,070
Hex River 2006 - 2008	2	(20)	(10)	1,559,059	311,958	2,220,954
Cape Olive 2006 - 2008	2	(23)	(11.5)	2,568,279	(632,892)	9,643,763
Phillipi 2005 - 2008	1	(28.3)	(28.3)	17,450	(4,936)	18,961
Goedehoop 2004 - 2006	2	(46.4)	(23.2)	(94,653.78)	(43,929)	1,160,787
Koekedouw 2006 - 2008	2	(28.4)	(14.2)	2,721,659	(771,659)	6,900,000
African Harvesters 2004 - 2007	3	(86.2)	(28.7)	78,000	(91,533.46)	120,778.95
Rennies Farm 2006 - 2008	2	(93.31)	(46.7)	1,614,926	(1,505,926)	35,762,089

Kliprivier	2	(248)	(124)	32,652	(80,974)	41,124
2003-2005						
Hex Valley Table Grape Association	1	N/A	N/A	*	*	6,384,000
2007-2008						
Farmyard LLC (Land O' Lakes)	1	N/A	N/A	*	*	*
2007-2008						

* No data available

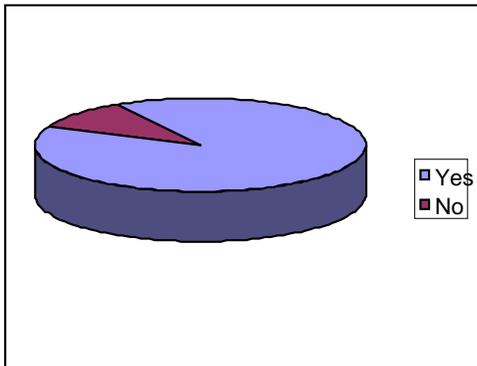
Summary of Exit Interviews

An end of project survey of clients (host groups) was conducted to assess the usefulness of the project as well as project outcomes and impacts. Survey questionnaires were emailed to 20 clients. Ten questionnaires were returned to the FAMU South Africa office by the close of the project which represented a 50% response rate. The findings are as follows:

Was the FTF Training Useful?

Yes (*****) 90%

No (*) 10%



How helpful was the FTF training

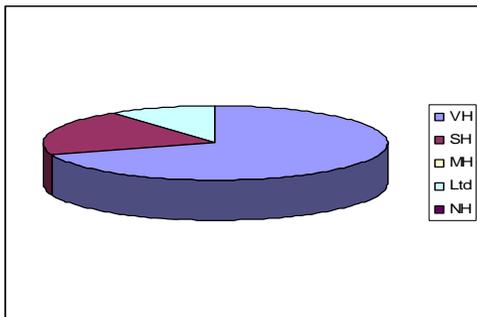
VH (*****) 70%

SH (**)

MH () 0%

Ltd (*) 10%

NH () 0%



Legend: VH=Very Helpful; SH = Somewhat Helpful; MH = Marginally Helpful; Ltd = Had limited benefit; NH= Not helpful

Project Outcomes:

In what way did the training benefit your group?

- The program empowered our people and gave them knowledge and confidence
- FTF training helped them learn how to handle conflict in the work place
- FTF training helped them handle conflict with their children/spouse
- Our people now know how to work on the computer
- The training helped us know how to work on a computer

- The training helped us know how to do the day-to-day bookkeeping
- The training helped us know how to manage our project well
- Improvement of labor issues
- Developed new markets
- Workshops for members
- Inputs with site selection
- Supply of training material
- Possibility of future collaboration
- Supply of audio-visual materials (video)
- Improvement in labor issues
- Better staff retention
- Development of staff
- Women involved in program have taken on more responsibility, and have been promoted internally. Household debt of people involved has decreased
- Koekedouw gained knowledge in production planning and scheduling
- Production Methods have changed
- Increased managerial capacity
- Collective Farming options
- Potential to increase the recovery of Table Olives by 20%
- Reduced fungal infections, pruning; less expenses
- Build the capacity of farmers
- Diversify our product (not to rely on Rooibos as the sole source of income)
- Farmers are more effective in financing their affairs
- More effective with soil management
- Stronger group

Increase in farm productivity (*****)

Increase in income (*****)

Improvement in labor issues (****)

Increased sales (*****)

Increase in new technologies (*****)

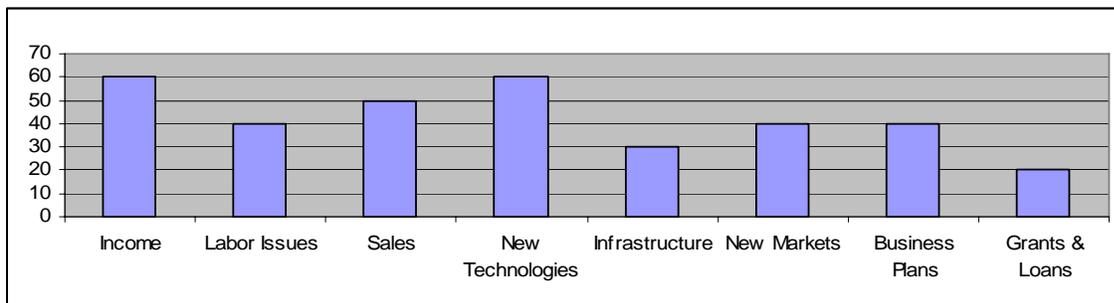
Improved infrastructure (***)

Developed new markets (****)

Developed new business plans (****)

Increase in grants/loans for production (**)

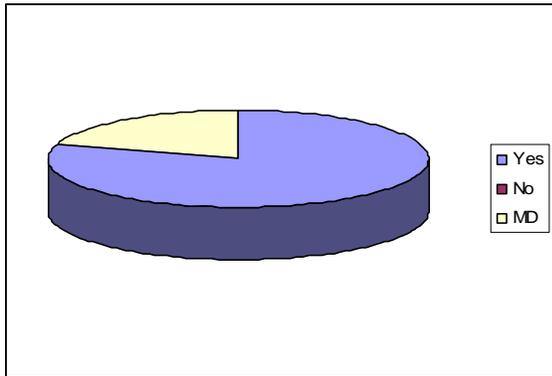
Other (*)



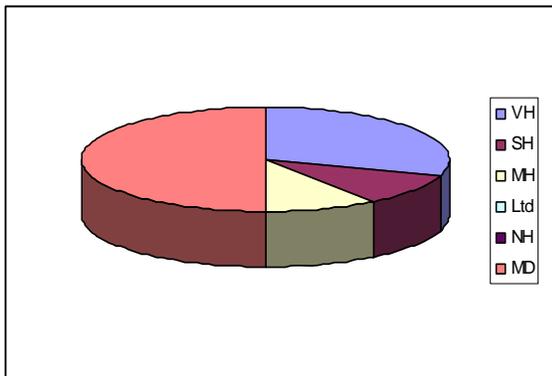
**Has
the**

condition of women improved as a result of the FTF training?

Yes (*****) 80% No () 0% Missing Data 20%



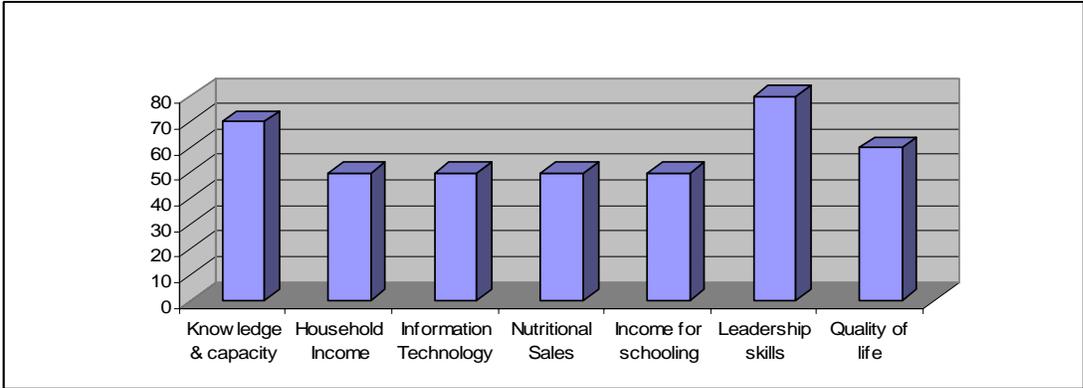
VH (***) 30% SH (*) 10% MH (*) 10% Ltd () NH () MD (*****) 50%



Legend: VH=Very Helpful; SH = Somewhat Helpful; MH = Marginally Helpful; Ltd = Had limited benefit; NH= Not helpful

What has been some of the impacts?

- Increase in knowledge and capacity (*****)
- Increase in household income (*****)
- Increase in information Technology (computer) knowledge (*****)
- Improvement in nutritional status for children/family (*****)
- Increased income used for children's schooling (*****)
- Greater leadership skills for females (*****)
- Improved quality of life (*****)

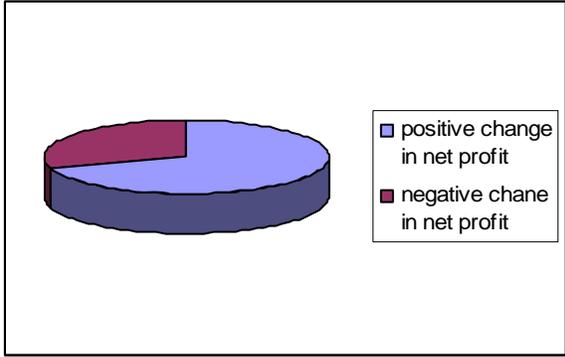


One group said “FAMU FTF empower females to be more independent and confident and now they believe in themselves and with the help of God they can achieve greater things and have a better life”

Overall the respondents reported achieving
 Increase in gross income (****) 40% Decrease in gross income (****) 40% MD (**) 20%

Increase in net income (****) 40% Decrease in net income (*****) 50%

However available Trust Financial data show that 14 of the 20 (70%) of the entities had positive change in net profit over the project period.



To what do you attribute the increase in income?

Partly due to the application of knowledge and skills acquired from the FAMU FTF training. Business Management training lead to a better understanding of the market environment Grant Support was increased to farmers and they learned how to deal with challenges. Increase in Gross and Net Income due to decrease on production cost. Increase in production: new members and technical assistance by FTF Volunteer

“Expenses decreased due to cutting on our production cost. Workers are not working a lot of overtime – we appointed workers to work in shifts. (Cut on our labour cost – financial management)”

“Gross increase due to increase in volumes, Good Agricultural Practices, FTF – Training Programs”

What do you attribute the decrease in income to?

“Global economic down turn and commodity shortages drove up prices of inputs such as fertilizers, seed, growing medium by 30% to 40%. Diesel price increased by 63% and packing materials by 20%, due to increased oil prices. All these prices are not controllable and resulted in a corresponding increase of R1.7million.”

“Low productivity and inactive shareholders; most of the income goes to packing cost; and having to pay for hired labor due to no help from shareholders.”

“During the year the co-operative sold fish and fingerlings to various customers. Prior to the delivery of the fish and fingerlings to the customers, at the agreed price, the fish and fingerlings were stored in the refrigeration units and, as a result of a mechanical fault the fish quality deteriorated, and so the fish could not be sold at the agreed price. The fish and fingerlings were then sold to customers at a substantial discount amounting to R478 918.”

“Drought”

“Debt”

“Decreased due to no money to pay laborers to harvest the grapes -- No money to pay laborers during harvest time, therefore no income or profit could be made.”

Major Lessons Learned

- FTF coordinators require a minimum of mid-level management training.
- Sufficient budget allocation for staff salaries and fringe benefits essential to maintaining quality staff over the long term.
- Access to client financial status is a critical element in effective host selection.
- The value of a FTF Program is highly dependent on the quality of the volunteers who carryout the technical assistance assignments.
- Effective strategic partnerships add value and create cost efficiencies.

Recommendations for Future

- All training programs in agriculture must have a Train the Trainer component to create sustainability and achieve a multiplier effect.
- All land beneficiaries must receive basic business skills training, farm management and production training prior to land transfer.

Table 3b: Farmer-to-Farmer Program Volunteer Assignments By Location in Commodity Chain - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Information and Input (pre-production) Support Services					On Farm Production Farmers					Processing (including primary and final product transformation, storage, transportation)					Marketing (including branding, advertising, promotion, distribution, sales)					Environmental Conservation					Overall Total Number of Volunteer Assignments										
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5						
FAMU	Southern Africa	South Africa	Producer Organizational Development	0	0	0	0	0	0	6	14	15	11	19	65	0	0	4	7	9	20	0	0	0	0	0	0	0	0	0	0	0	0	6	14	19	18	28	85
			Etc.																																				
			Total	0	0	0	0	0	0	6	14	15	11	19	65	0	0	4	7	9	20	0	0	0	0	0	0	0	0	0	0	0	0	6	14	19	18	28	85

Table 1a: Farmer-to-Farmer Program Volunteers FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	No. of Volunteers															Number of Volunteer Days Completed					Estimated FTF Program Expenditures					FTF Program Cost/ Volunteer-Day										
				Male					Female					Total					Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total									
				Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3													Year 4	Year 5	Five Year Total						
FAMU	Southern Africa	South Africa	Producer Organizational Development	4	9	12	15	20	60	2	5	7	3	8	25	6	14	19	18	28	85	129	301	416	380	564	1790	137,368	278,973	197,623	271,283	469,529	1,354,775	1,065	927	475	713	832	756
			Total	4	9	12	15	20	60	2	5	7	3	8	25	6	14	19	18	28	85	129	301	416	380	564	1790	137,368	278,973	197,623	271,283	469,529	1,354,775	1,065	927	475	714	832	756

Table 1b: Farmer-to-Farmer Program Funding Mobilized and Leveraged - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Value of Volunteer Professional Time (US\$)					Resources Leveraged by the Grantee/ Volunteers (US\$)					Value of Resources Mobilized by Host (US\$)					Estimated Value of Host Contribution (US\$)								
				Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total
				FAMU	Southern Africa	South Africa	Producer Organizational Development	53,019	148,460	207,621	215,037	259,657	883,794	400	1,000	6,090	3,046	691.9	11,228	0	388,636	409,866	295,417	120,711	1,214,630	14,000	28,511
			Etc.																								
			Total	53,019	148,460	207,621	215,037	259,657	883,794	400	1,000	6,090	3,046	692	11,228	0	388,636	409,866	295,417	120,711	1,214,630	14,000	28,511	63,000	88,412	22,402	216,325

Table 2 - Number of Volunteers by Gender and US State of Residence FY 2004 - FY2008

Regions	States	Year 1			Year 2			Year 3			Year 4			Year 5			Five Year Total		
		Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total	Male	Female	Total
Northeast	Connecticut																		
	Delaware				1		1	1		1	1		1	1		1	4		4
	Maine				1		1	1		1						2		2	
	Maryland													1	1	1	1	1	1
	Massachusetts							1		1			1		1	1	1	1	2
	New Hampshire								1							1		1	
	New Jersey								1							1		1	
	New York		1	1				1	1	2			1		1	2	2	4	
	Pennsylvania							1		1						1		1	
	Rhode Island					1	1										1	1	
	Vermont																		
	Washington, DC																		
	Subtotal	0	1	1	2	1	3	6	2	8	1	0	1	3	1	4	12	5	17
Southeast	Alabama													1		1	1		1
	Arkansas																		
	Florida	2	1	3					3	3	3		3	4	2	6	12	3	15
	Georgia													1	1		1	1	
	Kentucky																		
	Louisiana										1		1				1		1
	Mississippi																		
	North Carolina				1	1	2		2	2		2	2				1	5	6
	South Carolina													1	1			1	1
	Tennessee																		
	Virginia				1	1	2	1		1							2	1	3
	West Virginia																		
	Subtotal	2	1	3	2	2	4	4	2	6	4	2	6	5	4	9	17	11	28
Midwest	Illinois																		
	Indiana													1		1	1		1
	Iowa																		
	Kansas																		
	Missouri					1	1				1		1				1	1	2
	Nebraska													1		1		1	
	Ohio																		
	Subtotal	0	0	0	0	1	1	0	0	0	1	0	1	2	0	2	3	1	4
Upper Midwest	Michigan					1	1	1							1	1		2	2
	Minnesota				1		1	1		1	2		2	2		2	6		6
	North Dakota																		
	South Dakota																		
	Wisconsin	1		1				1		1				1		1	3		3
	Subtotal	1	0	1	1	1	2	2	0	2	2	0	2	2	1	4	9	2	11
Rocky Mountain	Colorado				2		2				1	1	2	2	1	3	5	2	7
	Idaho														1	1		1	1
	Montana													1		1	1		1
	Utah																		
	Wyoming																		
	Subtotal	0	0	0	2	0	2	0	0	0	1	1	2	3	2	5	6	3	9
West Coast	Alaska																		
	California								3	3	2		2				2	3	5
	Hawaii																		
	Oregon				1		1										1		1
	Washington										1		1				1		1
	Subtotal	0	0	0	1	0	1	0	3	3	3	0	3	0	0	0	4	3	7
Southwest	Arizona																		
	Nevada																		
	New Mexico	1		1													1		1
	Oklahoma																		
	Texas				1		1				3		3	4		4	8		8
	Subtotal	1	0	1	1	0	1	0	0	0	3	0	3	4	0	4	9	0	9
Other																			
	Subtotal	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	TOTAL	4	2	6	9	5	14	12	7	19	15	3	18	20	8	28	60	25	85

Table 3a: Farmer-to-Farmer Program Volunteer Assignments By Type of Volunteer Assistance FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Technology Transfer					Oranizational Development					Business/Enterprise Development					Financial Services					Environmental Conservaiton										
				Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	
FAMU	Southern Africa	South Africa	Producer Organizational Development				3	6	9	1	7	5	8	4	25	5	0	14	7	18	44	0	7	0	0	0	0	7	0	0	0	0	0	0
			Etc.																															
			Total				3	6	9	1	7	5	8	4	25	5	0	14	7	18	44	0	7	0	0	0	0	7	0	0	0	0	0	

Table 4a Farmer-to-Farmer Program Number and Types of Host Institutions - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Cooperatives and Associations					Individual Private Farmers					Other Private Enterprises					Non Profit, Public Interest NGOs					Public and Private Education Institutions					Rural Financial Institutions					Public Sector Technical Agencies					Total Number of New Host Institutions																	
				Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5	Year 1	Year 2	Year 3	Year 4	Year 5													
				Five Year Total					Five Year Total					Five Year Total					Five Year Total					Five Year Total					Five Year Total					Five Year Total																						
FAMU	Southern Africa	South Africa	Producer Organizational Development	0	0		1	2	7	7	12	3	2	1	25	0	0	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	12	9	5	3	36
			Total	0	0		1	2	7	7	12	3	2	1	25	0	0	2	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7	12	9	5	3	36						

* New hosts assisted.

Table 4b Farmer-to-Farmer Program Beneficiaries - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Direct Beneficiaries															Beneficiaries Receiving Training															Indirect Direct Beneficiaries											
				Male					Female					Total					Male					Female					Total					Male											
				Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total						
FAMU	Southern Africa	South Africa	Producer Organizational Development	59	243	248	621	441	1,612	22	181	230	365	300	1,098	81	424	478	986	741	2,710	59	243	248	621	441	1,612	22	181	230	365	300	1,098	81	424	478	986	741	2,710	162	848	1,956	1,972	2,567	7,505
			Etc.																																										
			Total	59	243	248	621	441	1,612	22	181	230	365	300	1,098	81	424	478	986	741	2,710	59	243	248	621	441	1,612	22	181	230	365	300	1,098	81	424	478	986	741	2,710	162	848	1,956	1,972	2,567	7,505

* Individuals counted only once with first FTF program benefits.

Table 5: Farmer-to-Farmer Program Economic and Organizational Impacts - FY 2004 - FY 2008

Implementing Agency	Geographic Region	Country	Focus Area	Economic Impacts						Organizational Capacity Impacts					
				No. of Relevant Hosts ⁶	No. of Hosts Adopting Vol. Recommendations	No. Hosts Reporting improvement	No. of beneficiaries associated with hosts reporting improvement	increased incremental net income across all hosts adopting (US\$)	increased gross value of sales (US\$)	No. of Relevant Hosts ⁶	No. of Hosts Adopting Vol. Recommendations	No. Hosts Reporting improvement	No. of beneficiaries associated with hosts reporting improvement	increased Revenue (US\$)	increased Number of New Products and Services
FAMU	Southern Africa	South Africa	Producer Organizational Development	20	20	19	5420	\$329,305	\$11,338,748	20	20	19	5420	\$1,214,630	3
			Etc.												
			Total	20	20	19	5420	\$329,305	\$11,338,748	20	20	19	5420	\$1,214,630	3

Table 7 - Increased Awareness in the U.S. Agricultural Sector Concerning International Agricultural Development

Implementing Agency	Geographic Region	Number of Volunteers Performing Public Outreach Activities						Number of Press Releases to Local Media						Number of Media Events by Implementors and Volunteers						Number of Group Presentations by Implementors and Volunteers					
		Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total	Year 1	Year 2	Year 3	Year 4	Year 5	Five Year Total
FAMU	Southern Africa	4	2	6	8	8	28				3	3	6	2	8	3	10	5	28	7	5	4	15	6	37

ANNEX 2 – List of Volunteers and List of Host

List of Volunteers				
Name	Hosts Assisted	Assignment Dates (from/to)	Number of Volunteer Days	Type of Assistance
Sophia Forbes	Daniels	06/20/04 - 07/11/04	24	Financial Record-Keeping & Business Planning
Andy Prochnow	Kliprivier & Omega	06/30/04 - 07/19/04	22	Financial Management
Zaach Olurunnipa	KoeKedouw	07/29/04 - 08/16/04	11	Financial Management & Recordkeeping
Stovall, Scott	Kweeekvlei	08/08/04 - 08/28/04	10	Financial Record-Keeping & Marketing
Odemari Mbuya	Nooitgedaaght Swellendon	08/09/04 - 08/29/04	22	Recordkeeping
Olivia Williams	Gelukshoop	08/13/04 - 09/01/04	19	Social Skills
Marvin Haas	Bowland Partnership	10/25/04 - 11/15/04	22	Business Management
Barbara Lemaire	Na die Oes (Bonnievale)	11/09/04 - 11/29/04	21	Social Skills & Development
James Estes	Nooitgedaaght Swellendon	02/05/05 - 02/25/05	21	Performance Evaluation
Jean Schwaller	Na die Oes (Bonnievale)	03/01/05 - 03/21/05	21	Farm Management & Entrepreneurship
Michael Heny	Bowland Partnership	06/18/05 - 07/05/05	18	Institutional Organizational Management
Okechukwu Ukaga	Kliprivier & Omega	06/19/05 - 07/09/05	22	Marketing
Margaret Morse	Kleinbegin-Goedehoop	06/27/05 - 07/18/05	22	Marketing
Randall Dickey	Destiny Farmers	07/26/05 - 08/14/05	24	Farm Management
David Bernheisel	Broadway Pty	07/28/05 - 09/10/05	18	Benefit Analysis & Tunnel Management
Dean Peterson	Na die Oes (Bonnievale)	08/25/05 - 09/09/05	16	Financial Management
Velma Gwishiri	Cottatrade	08/31/05 - 09/20/05	21	Marketing
Bernadette Radke	La Voure	09/01/05 - 09/20/05	20	Marketing Management
John Caldeira	Valley Junction	09/11/05 - 09/30/05	21	Farm Management
Chris Maloney	Valley Junction & Gelukshoop Boerdery	09/29/05 - 11/01/05	34	Eco-Tourism
James Estes	African Harvesters	10/09/05 - 11/02/05	22	Business Management
Pamela White	Beaufort West/Long Tom/Bostander Trusts	10/17/05 - 11/06/05	21	Dorper Sheep Management
Ariff Hajee	Na die Oes	11/19/05 - 12/11/05	24	Social and Human Resource Development
David Johnson	Destiny Farmers	03/05/06 - 03/25/06	21	Organizational Structures and Development
Joseph McFadden	Ashley Mentor & Reach for Gold	04/01/06 - 04/25/06	25	Financial and Business Management
David Bernheisel	Impact Assessment and Evaluation in SA	04/04/06 - 04/18/06	18	Impact Assessment and Evaluation in SA

James Morse	Aqua Blanc	04/16/06 - 05/06/06	21	Market Planning
Everil Quist	Reach for Gold & SAQA Training	04/17/06 - 05/13/06	27	Farm Management and Entrepreneurship
Velma Gwishiri	Cottatrade	04/19/06 - 05/10/06	22	Financial and Business Management
Rosie McVey	Winolapark	05/10/06 - 05/31/06	23	Farm Management and HR Development
Ramana Govin	Fair Packers Pty. Ltd.	05/15/06 - 06/04/06	21	HACCP Certification Process
Kenneth Bellemere	Fair Packers Pty. Ltd.	06/17/06 - 07/08/06	22	Administrative Officer
Kamal Hyder	Fair Packers Pty. Ltd.	06/17/06 - 07/08/06	22	Production Controller
Brent Habig	Beaufort West/Long Tom/Bostander Trusts	06/26/06 - 07/16/06	24	Financial and Business Management
Julie Mazo	Fair Packers Pty. Ltd.	07/02/06 - 07/26/06	21	Capacity Building
Okechukwu Ukaga	FET Cape Town Metropole	08/09/06 - 08/27/06	18	FET Training: Financial Management
Gwishiri, Velma	FET Clanwilliam	09/05/06 - 09/25/06	20	FET Training: Financial Management
Radke, Bernadette	La Vouere	09/07/06 - 09/26/06	21	Financial and Business Management
Rosie McVay	FET Cape Town Metropole	09/14/06 - 10/04/06	23	FET Training: Project Mgmt and Conflict Mgmt.
Esther Cowell	Reach for Gold & SAQA Training	10/25/06 - 11/14/06	21	Project Management & Entrepreneurship
Velma Gwishiri	Fair Packers Pty Ltd & Wupperthal Rooibos	03/26/07 - 04/15/07	22	Office Administrator
Henry McNeilly	Ceres Koekedouw	03/26/07 - 04/17/07	22	Organizational Structures and Development
Kamal Hyder	Bergendal Workers Trust	04/30/07 - 05/19/07	20	Organizational Structures and Development
Dickey Randall	Bowland Partnership Trust	06/10/07 - 06/30/07	10	Project Management & Basic Computer Training
Sean Flynn	FAMU & LOL Client Cases	06/11/07 - 06/15/07	22	Land Reform Policy Study
Robert Clindaniel	Beaufort West Farms	06/25/07 - 07/15/07	23	Sheep and Goat Production
Elgene Ver Dught	Fair Packers	08/11/07 - 08/31/07	21	HR Guidelines & Documentation
David Bernheisel	Wupperthal	08/13/07 - 09/02/07	22	Office Management Financial Administration
William Krueger	Cape Olive	08/24/07 - 09/08/07	16	Mission Olive Production
Michael Chambers	Reach for Gold	08/27/07 - 09/16/07	22	Conflict Management & Planning-Project Management
Sonny Moss	La Vouere	09/06/07 - 09/26/07	22	Public Relations (Marketing with clients)
Kenneth Stokes	Ceres Koekedouw	09/17/07 - 10/07/07	22	Farm Planning and Agricultural Management
Richard Molinar	Fair Packers/Wupperthal	09/24/07 - 10/14/07	22	Lemon Grass Production

Laurie-Jo Jones	Hex River	09/27/07 - 10/17/07	23	Organizational Structures & Development
Kamal Hyder	Rennies Farms	09/28/07 - 10/20/07	24	Financial Management
John Caldeira	Cape Olive	09/30/07 - 10/20/07	22	Understanding a Business Plan & Financial Management
Henry McNeilly	Rennies Farms	09/30/07 - 10/20/07	24	Organizational Structures and Development
Lydia Andrew	FET Khayelitscha/Phillippi	10/12/07 - 11/02/07	21	Capital & Finance in Agribusiness
Gonzalee Martin	FET Khayelitscha/Phillippi	10/12/07 - 11/01/07	22	Organizational Structures and Development
Kamal Hyder	Intaba	02/25/08 - 02/29/08	5	HACCP
Kamal Hyder	Cape Olive	03/03/08 - 03/07/08	5	HACCP
Wayne Burselson	Koekedouw	03/11/08 - 03/31/08	21	Farm Management/Production Capacity
Daniel Dunn	Ceres Koekedouw	03/21/08 -04/10/08	21	Marketing Strategies and Development
Robert G. Neville	Fair Packers/Cape Olive	04/21/08 - 05/11/08	21	Marketing Development
Ernest Jones	Fair Packers/Cape Olive	04/25/08 - 05/15/08	21	Public Relations(Marketing)
Merritt Taylor	Koekedouw	05/08/08 - 05/28/08	21	Farm Management/Vegetable production
Randall Dickey	Fair Packers/Reach for Gold	05/23/08 - 06/12/08	21	Basic Computer Training/Office Management
David Bernheisel	Rennies Farm	06/03/08 - 06/24/08	21	Personal Finance
Tim Dolan	Farmyard LLC - Land O' Lakes	06/12/08 - 06/30/08	19	Business Plan (Poultry)
Lynn Oglesby	Wupperthal Rooibos Tea Association	06/23/08 - 07/13/08	21	Basic Computer Training
John Sloan	Wupperthal Rooibos Tea Association	06/30/08 - 07/20/08	21	Good Agricultural Practices (GAP)
John Caldeira	Reach for Gold	07/04/08 - 07/24/08	21	Business Plan (Olive Production)
Ariff Hajee	Wupperthal Rooibos Tea Association	07/13/08 - 08/02/08	21	Project Management
Wendy Sealey	Hands On Fish	07/20/08 - 08/09/08	22	Aquaculture Development (Trout Production)
Roy Luke	Hands On Fish	07/22/08 - 08/12/08	22	Aquaculture Development (Water Quality)
Faye Olsgard	Fair Packers	07/25/08 - 08/14/08	21	Branding & Marketing
Randall Dickey	Wupperthal Rooibos Tea Association	07/25/08 - 08/14/09	21	Financial Management
Gary Frank	Wupperthal Rooibos Tea Association	07/28/08 - 08/17/08	21	Farm Planning and Agricultural Management
Charlotte Parris	Hands On Fish	07/28/08 - 08/17/08	21	Aquaculture Development (Marketing)

Michael Chambers	Reach for Gold	07/31/08 - 08/20/08	21	Conflict Management
Louise Swartzwalder	Wupperthal Rooibos Tea Association	08/07/08 - 08/27/08	21	Marketing Strategies for Tea Business
Gene Gage	Nqeleni Village	08/11/08 - 08/31/09	21	Lemongrass
Tondalaya Nelson	Reach for Gold	09/05/08 - 09/25/08	16	Basic Computer Training
Ola Sylvia Lamar	Fair Packers/Wupperthal/Cape Olive/Reach for Gold/Rennies	09/05/08 - 09/21/08	20	Communication/Public Relations(Marketing)
Alex DeJarnett	Hex Valley Table Grape Association	09/09/08 - 09/27/08	19	Conflict Management
Okechukwu Ukaga	Hex Valley Table Grape Association	09/13/08 - 09/27/08	15	Financial Management

List of Host Organizations

- 1 Daniels Trust
- 2 Koekedouw Beginners Trust
- 3 Kweekvlei Farmers Trust
- 4 Swellendam (Nooitgedact)
- 5 Klipriver
- 6 Omega
- 7 Gelukshoop
- 8 Bouwland
- 9 Na-die-Oes Boerdery
- 10 Broadway
- 11 La Voure
- 12 African Harvesters
- 13 Valley Junction
- 14 Destiny
- 15 Cotta Trade
- 16 Beaufort West (Bostander/Long Tom/Hoekskuil/West-Ngondo)
- 17 Kleinbegin-Goedehoop
- 18 Reach for Gold/ Ashley Manor
- 19 Lutouw Estates and Aqua Blanc
- 20 Reach for Gold/ Ashley Manor
- 21 Lutouw Estates and Aqua Blanc
- 22 Winola Park
- 23 Fair Packers
- 24 Wupperthal
- 25 Cape Olive
- 26 FET Cape Metropole (Khayelitsha)
- 27 FET Cape Metropole (Philippi)
- 28 FET Clanwilliam
- 29 Berg-en-dal
- 30 Ceres Koekedouw
- 31 Hex-River
- 32 Rennies Farm
- 33 Intaba
- 34 Farmyard LLC (LOL)
- 35 Hands On Fish
- 36 Hex Valley Table Grape Association

ANNEX 3 – Lists of Major Reports and Studies

Report	Author(s)	Date
Review of Fair Packers (Pty) Limited, Cape Town, South Africa, on operation, corporate strategies and profit and loss projections	Kamal U. Hyder, Ph.D	7/8/06
The Bulungula Incubator Essentials Oils Cluster – “An income generating project to promote rural development.”	Charles Starling and Gene Gage	9/6/08

ANNEX 4 – Key Personnel

Name	Title	Period of Service
Harriett A. Paul	Director	2003 - 2008
Project Managers – South Africa		
Robertson, Raynita	Project Manager	05/01/04 – 04/30/06
McVay, Rosalie	Project Manager	04/01/07 – 10/07/07
Hyder, Kamal	Project Manager	03/01/08 – 04/14/08
Brand, Dirk	Project Manager	05/23/08 – 09/29/08
Program Coordinators - USA		
Golay, Patricia	Program Coordinator	06/10/04 – 08/05/08
Hyder, Sophia	Program Coordinator	10/11/05 – 10/13/06
Robinson, Elizabeth	Program Coordinator	04/26/07 – 09/29/08

ANNEX 5 – Success Stories

Bouwland



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Tucked away in the Stellenbosch wine valley lies the Bouwland Estate; the largest agricultural empowerment venture in the Western Cape's wine industry. Over R10 Million has been invested in the project, however Bouwland's success stems from the partnerships and assistance with such organizations as the South African LRAD Programme, Khula, Absa Bank Services, and Beyerskloof winery. Located in the prime agricultural region for red wine, Bouwland is able to cultivate good quality wine grapes and produce exceptional wines such as Pinotage, Cabernet Sauvignon, Merlot, Cabernet Franc, and Shiraz.

The Bouwland trust is comprised of 39 families who own 74 percent of the shares in Bouwland Estate (Pty) Ltd. In addition, the BPT consists of 60 shareholders and six trust members. These members and farm workers are specialist in vineyard cultivation, but moreover, they are actively engaging themselves in the day to day operations of the vineyard, a crucial step that is ensuring the success of the vineyard.

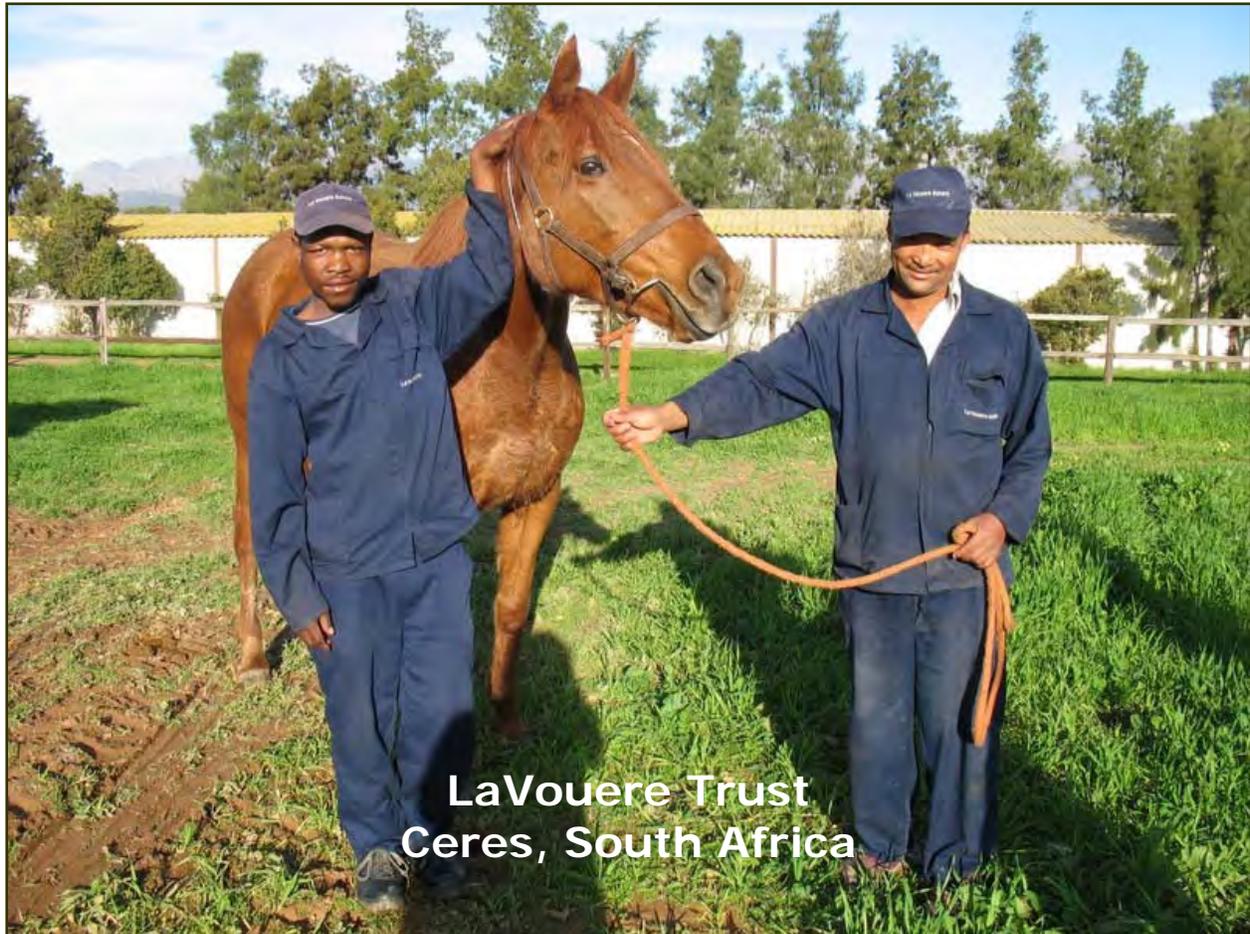
The Bouwland Partnership Trust (BPT) was established from the Beyerskloof Estate as an initiative to empower farm workers as an integral part of the wine making process. Beyerskloof has played an important role by acting as a mentor to Bouwland in their infancy stage. Since that time, the Bouwland brand has established itself in Holland Belgium, Denmark and the United Kingdom.

To date, the Farmer to Farmer (FTF) program has recruited two candidates to volunteer their time and knowledge at the Bouwland Estate. Marvin Haas, an expert in agriculture business management, was the first to volunteer with the BPT in October of 2004. During his 21 day stay, Dr. Haas conducted a SWOT analysis, and developed a three year business plan for the vineyard. Six month after Dr. Haas' visit, Michael Heny volunteered with the BPT in June of 2005. The goal of Mr. Heny's assignment was twofold: to establish a marketing plan and to facilitate communications among trustees and management. In addition to his extensive marketing knowledge, Mr. Heny discussed the differences in agricultural techniques in wine making between the United States and South Africa.

In the short time since Mr. Heny's volunteer opportunity ended, the Bouwland Partnership Trust has made significant advances, most notably by increasing their production yield by 80 tons. Bouwland's intermediate success stems from the knowledge provided by the two volunteers of the Farmer to Farmer program. Since the last volunteer, Bouwland has independently established a new business plan, and a five year marketing plan. Coordinator Cecil Jaap, is confident in the both plans due to the hands on experience he received as well as the ability to change the preexisting marketing and business plans.

With their new business and marketing plans, Bouwland has secured itself interim financial sustainability, by obtaining over R571,000 in grant money from the Department of Agriculture for a new tasting lab, and tractor and R280,000 from the Department of Water Affairs for one water pump and two spray pumps. This intermediate sustainability has allowed Bouwland to expand in several ways. In the past, jobs at BPT were on a voluntary basis, however, today, BPT is proud to employ two sustainable consultant positions. Furthermore, Bouwland is in the process of harnessing the skills of their shareholders and actively engage them in the day to day operations of the vineyard. These two operations have allowed for Bouwland to increase productivity in marketing and technical training. Presently, BPT has an employee in the United States learning grape cultivation techniques in California's Napa Valley region and plans on sending another employee with the South African Wine Industry Trust (SAWIT) and the Vineyard Academy. Furthermore, Bouwland has increased its marketing by partnering with the ABSA festival to promote their fine red wines at national and international festivals. Other partnerships include working with the South African International Business Linkages (SAIBL) to promote and sell their wines in the United States, and the United Kingdom and Europe.

Together with the involvement of the FAMU agribusiness and marketing development training, the BPT is looking toward the future. Currently, the Bouwland Estate is preparing to expand for the tourist rush of the 2010 World Cup to be held in neighboring Cape Town. Bouwland is preparing for the addition of a wine cellar, management center, restaurant, and guest accommodations. The training provided by volunteers Michael Heny and Marvin Haas, were crucial to the improvement and growth of the vineyards business and marketing enterprises in the Stellenbosch wine valley. After two successful trainings, the BPT feels that they will be ready, and welcome a third training in early 2007 to be conducted to improve their management and computer skills. The employees at the Bouwland Partnership Trust are in high spirits and are armed with a strong confidence to face the challenging years ahead.



South Africa's Land Reform for Agricultural Development (LRAD) Program is allowing new entrepreneurs from previously disadvantaged groups to break new ground in commercial ventures that have been traditionally off-limits. One such example is the LaVouere Estate, a 110.8 hectare commercial stud farm.

Established in December 2003 through a land grant from the Department of Land Affairs, LaVouere Estates' thirty enthusiastic shareholders have defied the odds by not only maintaining their farming operation, but expanding their business during the first three years of operation. The group was the beneficiary of a R730,993 grant from the Western Cape Provincial Government and the members include largely family groupings, and 17 of the 30 members are females. All members of the project were previously involved in farming activities and bring a variety of skills, enthusiasm and energy to the project.

The ultimate goal of the group is to establish the first racehorse-breeding farm managed and owned by black farmers in the country. The farm's secondary enterprises include cattle, wheat and peach trees.

Florida A&M University's (FAMU) Farmer to Farmer (FTF) Program became acquainted with this group through Kevin Maart, the Koekedouw Beginner's Farmers Officer. Having assessed

the financial and human capacity of the group, their work ethic, transparency, commitment to the business, and the market for the goods and services they offered, it was agreed that FAMU would provide two-three volunteer assignments.

The goal of the FTF training was to improve the marketing and management skills of the group to strengthen their networks, improve professionalism, and establish sound business skills.

To help this group achieve success required the skills of a uniquely talented specialist. Ms. Bernadette Radke, a racehorse breeder from Missouri was selected for the assignment. An experienced horse breeder, Ms. Radke has great competence in dealing with and evaluating racehorses and she was able to provide a hands-on-training that also raised the competency of the LaVouere Estates members. As an example, she saw that Raymond's mentor, who was to be guiding his learning process, was a poor handler of horses and was teaching poor techniques. Bernadette gave Raymond the confidence to terminate his relationship with the mentor, which both increased the immediate income and improved the performance of the horses. She was also able to convey her competence to other individuals in the racehorse community and the credibility that they saw in her raised the credibility of the farm as a desirable place to board racehorses.

The income of the farm has increased in the last year. This increase has come from both increase in prices for the same goods or services over the previous year and from having increased goods and services to sell. Examples of the former are:

- The rent per hectare of crop land for wheat went from R250.00 to R300.00
- The charge for boarding race horses went from R16,000.00/mo to R30,000.00/mo, and
- The value of cattle (none sold this year as they are on an 18 month cycle) has increased by about seven per cent.
- Planted 7 ha of new peach trees
- Build paddocks to accommodate more horses

The number of horses boarded, which is the farm's primary business, has gone from 22 to 32. With a very successful calving season and the purchase of selected stock, the cattle herd has gone from 12 to 25. The amount of cropland rented out actually dropped from 50 to 45ha as the farm needed the land to support its own operations.

The increase in the farm's income has not yet resulted in income distribution to the members as the funds have been dedicated to the growth of the farm's operation. The first distributions of income are projected to be in 2007 with the sale of the first peach crop.

These are clear and quantifiable results. The long term impact of Bernadette's contribution is that the group has been provided with the type of training that identifies the farm as an emerging, significant member of a prestigious community. Their continued work in this area has a strong potential to lead to sustainable increase in income indefinitely.

USAID-FAMU Farmer-to-Farmer Program Assist Start-up Business to Achieve Export Readiness and Become Profitable

Fair Packers (Pty) Limited (FPL) is a start-up company in Cape Town, South Africa that can process, package and export Rooibos tea. FPL was assisted by the United States Agency for International Development (USAID) - Florida Agricultural & Mechanical University (FAMU) South Africa Farmer-to-Farmer (FTF) Program to achieve export readiness status which opened the door for the sale of Rooibos tea to markets in Europe and the U.S. Rooibos tea is unique and grows only in specific areas in the Western Cape Province of South Africa. FPL and its partner producer group are producing Rooibos under Organic Registration of South Africa and they abide by the rules of the International Fair Trade Organization. Since opening its doors in June 2006, FPL exported about 25 Tons of tea in its first year of operation and that number is projected to be more than double by 2008, showing 30 percent annual rate of growth. FPL ownership includes nearly 100 families of farmers who grow the tea or work in the factory and benefit from this venture. The major benefit from FPL is that it provides livelihoods for over 150 families or 750 persons. It is expected to be a 5 million US dollar per year business that can impact over 200 families of farmers and factory workers.

Although the FPL processing plant and export facility is based in Cape Town, their Rooibos tea is grown organically in the picturesque valley of Wupperthal that lies on the western slopes of the beautiful Cederberg Mountains about 100 Kilometer away . The tea has about 30 times the anti-oxidants compared to the Chinese green tea and is caffeine free, fat free, calorie free, low in tannins and rich in vitamins and minerals. This venture is headed by Charles Starling, a young South African entrepreneur who believes in the South African Empowerment Program. He and two small farming communities of Wupperthal and Heiveld have participated in the formation of FPL. Each invested R200, 000 in the packing

facility with the small farmers having a majority of two-thirds ownership and two-thirds vote on the board of directors. This initiative represents a unique partnership between a commercial venture and small farmer groups for the packing of fair trade, organic Rooibos tea in South Africa.

The original goal of the organization was to establish the first Fair Trade, Organic Registered Rooibos tea packaging facility in the world with full Hazard and Critical Control Point (HACCP) accreditation. It was also designed to have the capacity to pack retail boxes of teabags and loose pouches of tea with the ability to blend organic certified flavors. With the USAID-FAMU assistance these goals were achieved.



Fair Packers' worker packaging tea.

Details of the Assistance

After assessing the organization's technical, financial and organizational needs, the FTF program provided technical assistance from six U.S. agricultural experts from FAMU's database of volunteer/consultants. FPL identified four major areas of need:

- Hazard Critical Control Points (HACCP) training,
- Corporate coaching and strategic planning,
- Training of administrative staff and production controller, and
- Capacity building skills needed to achieve the goal of becoming a successful international model of Fair Trade value adding enterprise

Dr. Ramana Govin, a HACCP specialist was the first candidate to assist FPL before the opening of the factory. He utilized the HACCP quality control principles to assess the factory layout and devised a flow chart specific to the processing plant. As a result, the plant has already begun to generate HACCP records, and has built two quarantine structures for the sanitary processing and packaging of Rooibos tea. Reflecting upon his HACCP training with Dr. Govin, Mr. Starling stated, "I did not even know where to begin with the HACCP training. Dr. Govin's suggestions were very helpful, and I now know what kind of revisions need to be made to the packaging facility in order to comply with the HACCP standards. I am very hopeful that we will get this certification soon."

Dr. Kamal Hyder was the second expert to work with FPL and the Wupperthal Tea Association. Dr. Hyder worked closely with Mr. Starling to discuss his vision statement in order to develop a strategic plan for the next five years. He was also able to provide some follow up assistance on Dr. Govin's HACCP recommendations, further suggesting that FPL should follow Good Manufacturing Practices (GMP) in order to meet the US and European standards. He provided a GMP Manual that would serve as a guideline. At the completion of the assignment, not only did Mr. Starling have better knowledge of the standard practices involved with trading in Western nations, but he also constructed a three year projection of profit and loss statement enabling Mr. Starling to track the progression of his financial needs, cash flow and sales requirements on a monthly basis.

Mr. Kenneth Bellemare assisted FPL in June 2006 with their administrative needs. He worked with the staff to develop a uniform system of communication at the factory level. He implemented the use of white boards to track phone messages, meetings, and delivery dates which the factory is currently using on a daily basis. He also developed a log book system to keep track of the operating procedures (failures, usage, production turnover, and operators) of all machinery in the factory. They have found this process to be highly effective and more efficient than their former operating system. Mr. Bellemare stressed transparency among the staff. He also assisted the company's staff learn how to answer the phone in a professional manner. He helped develop titles for the staff members with defined responsibilities thereby giving them recognized status within the company which Mr. Starling noted, "this really boosted the morale level of the staff."

Ms. Julie Mazo was the fourth volunteer to FPL. She worked to build the capacity of the workers and improve the work environment during her assignment in July 2006. She spent several hours a day observing the work environment to study the interactions between the staff members. Ms. Mazo then explained the methods of communication to address interoffice issues in order to develop a healthy and transparent relationship between CEO and his staff members. She also addressed the issues related to conflict resolution. After several workshops the whole factory now works and operates as a team.

Ms. Velma Gwishiri, the fifth volunteer to provide technical assistance to FPL conducted intensive training on the management of production and quality control at the plant in March 2007. She also conducted several training sessions in basic record keeping focused on tea production and sales.

Mr. Elgene Ver Dught was the sixth and final volunteer at FPL and provided training in the development of Human Resource (HR) Guidelines during his August 2007 assignment. He developed HR Policies to ensure fair and equitable policies for operating a successful modern integrated tea packing facility. The eighteen HR documents and ten forms created will provide direction to FPL on maintaining excellent working relationships with its employees.

Conclusion: Successful Result and a Win-Win Situation

The start up was very successful due to a well trained staff, clean and sanitary facility for tea packing and above all a company that has vision and a business plan to steer in to expanded markets in Europe and the US. The cooperation between the packing plant and the tea growing



Workers spreading Rooibos Tea

farm in the communities of Wupperthal and Heiveld has created a unique professional relationship besides being shareholders. All the training from USAID-FAMU program has been instrumental in the successful start-up of the Fair Packers (Pty) Ltd. It has led to increased tea production and sales both locally and internationally. The strong niche market demand for the production of Rooibos tea, as well as its promotion in the organic market is being fully capitalized upon to help the farmers at the production sites in Wupperthal and Heiveld and the factory workers at the packing plant. FPL gross sales of R 1,008,877 less overhead cost of R 600,000 have yielded a net profit of R 408,877. The factory is now operating at full capacity and expects to expand its operation to a larger facility in 2008.

ANNEX 6 – Public Outreach Examples

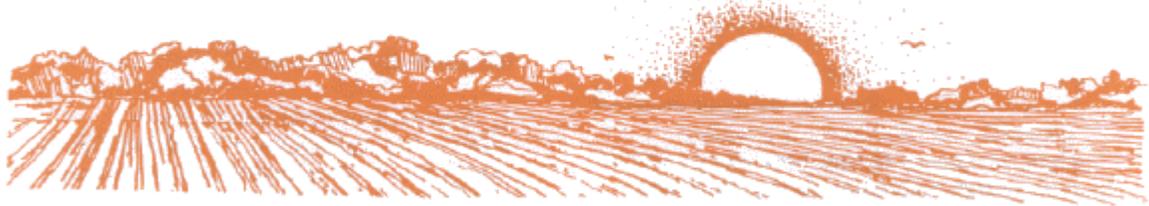
Florida A&M University’s Farmer-to-Farmer Volunteers have participated in a wide range of public outreach activities following the completion of their assignments. Volunteers have promoted the agricultural development objectives of the USAID FTF Program and linked their contribution to building the business and management skills of South Africa’s farmers and agricultural entrepreneurs to enhance their economic status and quality of life. Following are selected examples of outreach activities conducted by FAMU’s FTF Volunteers:

Title	Source	Date
FTF Ag Development Program, Cape Town, South Africa	New Horizons – Purdue University Cooperative Extension Service	December 2007
Molinar helps South Africans grow lemongrass	Division of Agriculture and Natural Resources – ANR Report	January 2008
Putting Con-Res to work on an Orange Farm	University Denver - website	January 2008
Indiana Educator uses Extension skills to train South African Farmers	Purdue University – Cooperative Extension Service	January 2008
G. Creek Woman Lives Dream	The Post and Courier – Charleston.net	August 16, 2008
Yanks Gee Opleiding	Valleier – Newspaper	September 2008
Impact Made From USAID-FAMU-SA Project with South African Land Redistribution for Agricultural Development (LRAD)	Jefferson County Living – Newspaper	October 2008

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COOPERATIVE EXTENSION SERVICE



ALLEN COUNTY OFFICE



New Horizons
by **Gonzalee Martin, Purdue University**
AGNR Educator

December 2007 – February 2008

Upcoming Programs and Workshops:

- January 15-17, 2008** *Fort Wayne Farm Show, Coliseum, Fort Wayne, IN*
February 13-16, 2008 *National Farm Machinery Show & Championship Tractor Pull, Louisville, KY*
February 28-March 1 *Commodity Classic, Nashville, TN*

In This Issue:

- Firewood Pests
- Purdue Crop Performance 2007, Corn and Soybeans
- Variable Land Rental Agreements
- Farmer to Farmer Ag Development Program, Cape Town, South Africa
- Ten Common Pesticide Infractions

January 15, 16 & 17, 2008
Allen County War Memorial Coliseum
Ft. Wayne, Indiana 46805

Tradexpos is proud to present the 2008 Fort Wayne Farm Show at the Allen County War Memorial Coliseum, January 15, 16 & 17, 2008.

When Jack Thill started the Fort Wayne Farm Show in 1989, he envisioned a trade show where the farm community could come together with agri-business leaders to compare and learn about the latest equipment and products in this ever-changing marketplace.

Jack's "vision" has grown each year and has become one of the most respected farm shows in the Midwest, attracting qualified attendees from many states.

Our exhibitors not only present the latest farm technology the industry has to offer, but the area's largest variety of farm machinery and equipment in one location. Education seminars produced by Northeastern Indiana Soil and Water Conservation Districts and Purdue Cooperative Extension Services are presented daily.

Farmer to Farmer Agribusiness Development Program Cape Town, South Africa

by Gonzalee Martin, Agriculture Educator

I would like to share with you my volunteer assignment recently in South Africa. My assignment was Organizational Development, and I was to ensure understanding of group dynamics and strategies to deal with differences and conflict.

The farming communities in the Cape Town Metropole do not have ample land to cultivate their crops, yet the Farmer Support Development (FSD) group is in the process of obtaining new land for clusters of farmers encompassing a variation of low-literacy and illiteracy levels.

Some small-scale farmers in the area are growing a variety of crops to sell to local restaurants and supermarkets year-round. The variety of vegetables found within the Cape Town Metropole includes spinach, lettuce, leeks, onions, celery, peas, radishes, and carrots.

The training was made possible through the United States Agency for International Development (USAID)—Florida A & M University's (FAMU) South Africa Farmer to Farmer Program in cooperation with the South Africa Department of Agriculture. The training was funded by USAID and paid for by American people. The South Africa Extension office provided the training venues and transportation for the participants.



Field in Cape Town, South Africa

Summary

The objectives for this conflict and leadership training were that (a) farmers would gain knowledge and understanding about how to identify conflict situations, (b) be able to differentiate between feelings and actual conflict, (c) be able to demonstrate how to resolve conflict situations effectively, and (d) be able to lead a team through shared decision-making.

There were 58 under-served low-income participants in these training workshops. The groups consisted of a mixture of three tier levels: 1) redistribution groups, 2) restitution and 3) the tenure reform groups. One group of farmers were going to develop a cooperative. While one group will focus on raising and selling traditional vegetables. The cooperative focused on a niche market by producing organically grown produce and poultry.

These organic farmers will not use synthetic pesticides or fertilizers and adhere to government standards. These organic products will provide premium prices to farmers for their extra management time and risk.

The training provided knowledge and understanding of how to identify conflict situations and resolving conflict. A total spent in training were a total of roughly 36 hours for each group.

Some techniques taught and demonstrated were eliminating false conflicts, identify concerns and analyze interests, arranging concerns in priority order, making concessions, developing a written agreement, and setting a date for follow-up.

Farmers were given a post training evaluation to gauge understanding of subject matter. A second impact would be that a total of 58 farmers in Khayelitsha and Philippi increased their knowledge and understanding in conflict resolution and leadership.

INSIDE

- 2** [Calls for proposals: Analytical Lab, SFREC Employment opportunities](#)
- 3** [Names in the news](#)
- 5** [ANR Retirees gather in San Diego Dooley meets with rice growers](#)
- 6** [Molinar helps South Africans grow lemongrass](#)
[In memoriam: Marvin Davis, John Wagenknecht, Ed Weber](#)
- 7** [Mosquito research grants awarded](#)

Changes in UC policy

UC announced the following policy changes effective Jan. 1.

Mileage reimbursement rate increased

The standard reimbursement rate for the use of a privately owned automobile for UC business travel has increased from 48.5 cents per mile to 50.5 cents per mile. The change conforms to new standard mileage rates announced by the IRS.

Pretax transportation limits increased

The university's pretax payroll deduction limit for parking expenses has increased. The change conforms to new rates announced by the IRS pursuant to Revenue Procedure 2006-53.

The federal limit for pretax parking expenses paid by payroll deduction will increase from \$215 to \$220 a month.

The pretax deduction limit for the combined value of transit passes and vanpooling expenses will increase from \$110 to \$115 a month.

These pretax limits also apply for purposes of California income tax withholding. The new limits will be effective with paychecks issued on or after Jan. 1.

Program Council posts potential advisor position proposals

ANR remains committed to the recruitment and retention of our advisors, specialists and AES faculty in order to maintain our premier research and extension programs. Due to uncertainties in the state budget, and therefore the ANR budget, it is not known how many, if any, positions will be able to be filled in fiscal year 2008-09.

"Our first priority remains with filling the remaining five positions approved for FY 07-08," said Barbara Allen-Diaz, assistant VP-Programs. "However, we still need to understand statewide needs and priorities, and therefore, we are asking for FY 08-09 position requests."

Regional directors and program leaders have developed "raw" lists of positions that may be proposed for FY 08-09. These

lists of potential position proposals represent the range of positions that have been identified and have not been prioritized. ANR members can review the lists and give feedback on individual positions by logging onto the surveys posted at the following sites:

Ag Policy/Pest Management:

<http://ucanr.org/fy09appmrawlist>

Ag Productivity:

<http://ucanr.org/fy09aprawlist>

Human Resources:

<http://ucanr.org/fy09hrrawlist>

Natural Resources/ Animal Agriculture:

<http://ucanr.org/fy09nraarawlist>

Regional directors and program leaders will develop their final FY 08-09 advisor position proposals by the end of February as part of the ANR budget process.

Dynes tours Coachella Valley



From left, UC regent Phil Bugay, CNAS interim Dean Don Cooksey, tour host John Powell, Peter Rabbit Farms president; President Dynes, Anne Dynes, and UC Riverside entomologist Tom Perring observe as Ismael Hernandez of Ocean Mist explains how much stalk is included when broccoli is harvested. A group including Dynes, VP Dooley and others visited ANR collaborators in the Coachella Valley on Jan. 18. Details about the tour will be published in the February issue of ANR Report.

Molinar helps South Africans grow lemongrass

Richard Molinar, UC small farm advisor for Fresno County, traveled to South Africa last fall to teach small farmers how to grow lemongrass.

The red-colored herbal tea rooibos is currently an important crop in the country. However, due to an oversupply of rooibos, U. S. Agency for International Development (US AID) provided funding to Florida A & M University to teach farmers about producing alternative plants that can be combined with rooibos to make specialty teas.

Florida A & M University recruited Molinar because of his experience researching organic lemongrass production at the Kearney Research and Extension Center.

On short notice, Molinar made the 26-hour plane trip to Cape Town and then traveled for three hours by truck on a treacherous road to Wupperthal. He spent the next 10 days in the rural village and in even more remote communities that were accessible only by foot.

In all, Molinar gave six presentations and helped plant nine lemongrass plots on local farms. In Wupperthal, he planted a quarter-acre demonstration plot of lemongrass.

"It reminded me of my time in the Peace Corps," Molinar said.

Since returning home, he is maintaining contact with

the villagers via e-mail (there are two computers in the area) and has shipped several lemongrass varieties for the farmers to try. – *Jeannette Warnert*



Richard Molinar, right, advises these farmers in Wupperthal on growing lemongrass for specialty teas.

In memoriam

Marvin Delano Davis

Marvin Delano Davis, a former San Mateo County farm advisor, died Nov. 30 in Springfield, Ore., at age 74.



Born in Oroville, Davis graduated in agronomy from UC Davis. He served in the U.S. Army in Korea and was honorably discharged in 1961. Davis served as an agronomy farm advisor in San Mateo County from 1959 to 1967. He left to become a project specialist in Vietnam for USDA Agricultural Research Service and other various overseas research assignments as a rice breeding specialist.

His late father, Loren Davis, was also a well-known rice researcher and extension specialist with the University of California and the U.S. Department of Agriculture.

Davis is survived by his wife, Margaret of Springfield, and a son, Anthony Davis of Clovis, and sister Rosalie Higgins of Carmel.

John Wagenknecht

John Wagenknecht, 4-H youth development advisor emeritus, died Jan. 14 at age 76.

Wagenknecht was born in Portland, Ore., and raised in the suburb of Milwaukie. In 1955, he joined UCCE as a farm advisor assistant in Humboldt County. He became a farm advisor for Tulare County in 1957, then transferred to Napa County in 1960. In 1972, his title changed to 4-H youth advisor. He served as acting county director from 1991 to 1993 and retired from ANR in 1994.

"John based his educational thrust on two major precepts," recalled Dean Donaldson, former Napa County director and Wagenknecht's supervisor. "First, that youth development begins at a very early age and occurs first and most importantly in the home with parents or other significant caregivers. Second, in order for a family to raise children effectively, the family must receive positive and tangible support from the community."



Wagenknecht developed parent and child programs like kite day, quail-raising and tree-growing. He and colleague Marciel Klenk developed L. I. F. E. – Learning in Family Experiences, a newsletter for new parents – which explained the stages of a child's growth and development, suggested play activities, and told how children learn while playing.

Wagenknecht earned a bachelor's in animal husbandry from Oregon State University, a master's in adult education from George Washington University, and a second master's in family and community development from UC Davis.

He is survived by wife, Pat, their children Brad Wagenknecht, Karen Albrecht, Steve Wagenknecht and Susan Ceballos; seven grandchildren; brothers Lee and Mark Wagenknecht; and sister, Maxine Collins.

Contributions can be made to the John Wagenknecht Memorial Scholarship Fund through the Napa County 4-H youth development program at 1710 Soscol Ave., Suite 4, Napa, CA 94559; or to If Given A Chance at P.O. Box 2607, Napa, CA 94558; or to Kaiser Hospice at 975 Sereno Dr., Vallejo, CA 94589.

Continued on page 7

Announcements:

The Office of Graduate Studies is implementing an **electronic final submission process for theses** and dissertations. Students who are graduating in winter quarter (March 2008) have the option of paper or electronic submission. For students who are graduating in spring quarter or later: electronic submission will be required. More information about this switch can be found at the following locations:

- [Electronic Submission Announcement](#)
- [Graduation and Program Resources](#)
- [Submitting your Thesis via ETD Administrator](#)

CRGSA (Con-Res Graduate Student Association)

CONGRATULATIONS TO THE NEW CRGSA BOARD MEMBERS!

President - Sara Noel

Treasurer - Tabitha Reed

Activities Coordinator - Lindsey Sexton

Secretary - Holly Guthrey

Recent CRGSA Events:

Conflict Resolution Day:

Check out our [event coverage](#) in the Clarion!

Events On and Off Campus:

****Students and Faculty: Let us Know of Other Upcoming Events to Post Here!**** email event info to <mailto:hpeckruh@du.edu> or margaret.patton@du.edu

PUTTING CON-RES TO WORK ON AN ORANGE FARM!

Laurie-Jo Jones

Con-Res Alumni Laurie-Jo Jones has been in South Africa for the past several weeks working with orange farmers in the town of Citrusdal (north of Cape Town). No - she hasn't given up on the conflict resolution world to take up the life of a citrus farmer. Laurie-Jo is working with the Farmer-to-Farmer program, teaching organizational and development skills to farmers. Most of these farmers are from previously disadvantaged groups who have been the recent beneficiaries of agricultural lands through the Government of South Africa's land reform program. As such, this program is teaching organization, management, and other important skills to these farmers with the goal of improving their productivity and income.



Laurie Jo says that she had really good responses from her trainee's - about 150 in all- despite working with less than ideal conditions and resources. "I have to be really creative and improvise and make the best out of the situation" she says. She added: "there's much work to be done! My organizational management and conflict resolution skills are definitely coming in handy!"

[Return to top](#)

Indiana Educator uses Extension skills to train South African farmers



When the call went out for an extension educator to train farmer groups in South Africa, Gonzalee Martin (pictured above left) didn't hesitate in stepping up to the plate.

Martin spent the period of October 12th-26th in South Africa as part of the USAID Farmer-to-Farmer agribusiness development program organized in conjunction with Florida A&M University. During that time, Martin worked with two separate groups of farmers in the Khayelitsha and Phi-

lippi communities. One of these groups was in the process of developing a cooperative targeted at a niche market of organic produce and poultry. The other group was focused on the production and sale of traditional vegetables.

In two weeklong workshops, Martin trained each group in conflict resolution to assist them in the success of their endeavors. The majority of the 58 participants had spent much of their life working on plantations, and were establishing their operations on newly allocated land granted by the South African land reform program. This meant that they had strong technical skills but were in need of assistance related to business and management issues, presenting the opportunity for Martin to guide several in the creation of business plans. In addition he helped them gain knowledge and

understanding of leadership skills and crisis management.

The Farmer-to-Farmer training opportunity was not Martin's first experience in Africa. In 2005, he took part in another Farmer-to-Farmer assignment in the east African country of Uganda, where he trained farmers in safe pesticide utilization and application techniques. The differences between the two experiences, says Martin, are monumental, and each one taught him unique lessons that will continue to serve him in his work, his community and beyond.

-- Kira Everhart-Valentin



International visitor brings tropical agriculture and new perspectives to Purdue



While Agribusiness might not be the first thing that comes to mind upon hearing the word, "Jamaica," it turns out the Caribbean island and Indiana have much to learn from one another.

In a four-day visit to Purdue's College of Agriculture on November 27-30, Oswald Badresingh (above center with Dr. Balschweid and Dr. Talbert) from the College of Agriculture, Sciences and Education (CASE) in Port Antonio, Jamaica brought his expertise and experience in Jamaican agriculture to Purdue faculty, staff and

students, Indiana producers, Extension and agribusiness players.

Badresingh, who serves as the Director of International Programmes at CASE, shared his background of farm manager, extension officer and lecturer as he highlighted both the present and future of Jamaican agriculture. He was a guest presenter in two courses, and he also offered a comparison of the Jamaican and United States extension systems in a presentation to Extension Educators and specialists. His largest seminar, "Current Agribusiness Issues for Jamaica and Its Partners," highlighted important challenges and developments that are affecting Jamaica's relationship with its trade partners, particularly the United States.

During his time at Purdue, Badresingh had the opportunity to visit the Center for Food and Agri-

cultural Business, the Beck Agricultural Center as well as the operations of two local producers.

Badresingh expressed enthusiasm at the opportunity to establish valuable relationships with Purdue faculty and staff, particularly in the areas of aquaculture and Extension, which he sees as future collaborative opportunities between Purdue and CASE.

Badresingh's visit was part of the International Agribusiness Speakers' Forum, funded by an International Science and Education grant from the USDA. Each semester, International Programs in Agriculture invites an influential player in international agribusiness to visit Purdue University and build ties and share knowledge with faculty, staff, students and industry representatives.

-- Kira Everhart-Valentin

G. Creek woman lives dream

Teaches computer skills in South Africa

By Jasiri Whipper

The Post and Courier

Wednesday, August 6, 2008

Lynn Oglesby of Goose Creek has always had a heart for Africa.

She recently fulfilled a personal dream by teaching computer skills to the people of Wupperthal, South Africa, in the John Ogonowski Farmer-to-Farmer Program.

The Farmer-to-Farmer program is a volunteer program that was created to improve economic opportunities in rural areas of underdeveloped countries. Supported by the Agency for International Development or USAID. Farmer-to-Farmer brings together agricultural professionals and community-minded individuals from the around the world. Volunteers from the United States work with farmers in South Africa to identify local needs and design projects to address them, Oglesby said in a press release.

For two weeks in July, Oglesby taught computer courses to tea farmers who are members of the Wupperthal Rooibos Tea Association. She provided basic training to introduce computer technology to the tea farmers. Many of the tea farmers are competing with larger more sophisticated businesses, Oglesby said. She hopes the skills they learned will make them more competitive in the global market.

She taught about 40 students ages 16 to 60 at a school in Wupperthal, a village that sits northwest of Cape Town.

"It's like nothing else I've ever done," Oglesby said. "It felt like a vacation. I worked a lot but it was like the best vacation I've ever had."

She plans to return and will continue working with the farmers of Wupperthal.

Oglesby was accepted to the Farmer-to-Farmer program through an application process. The program provided the transportation, meals and lodging. She was only required to volunteer her time and efforts, she said.

In general, the volunteers are not overseas development professionals.

Many work on farms or are retired persons. Oglesby, who works at the Charleston Air Force base, was able to use her background in information technology to assist the Wupperthal people. She recommends the experience to others in the Charleston area.

"Doing something like this, you touch other people," she said.

For more information, visit www.usaid.gov.

Reach **Jasiri Whipper** at 745-5863 or jwhipper@postandcourier.com.

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Photo provided by Lynn Oglesby



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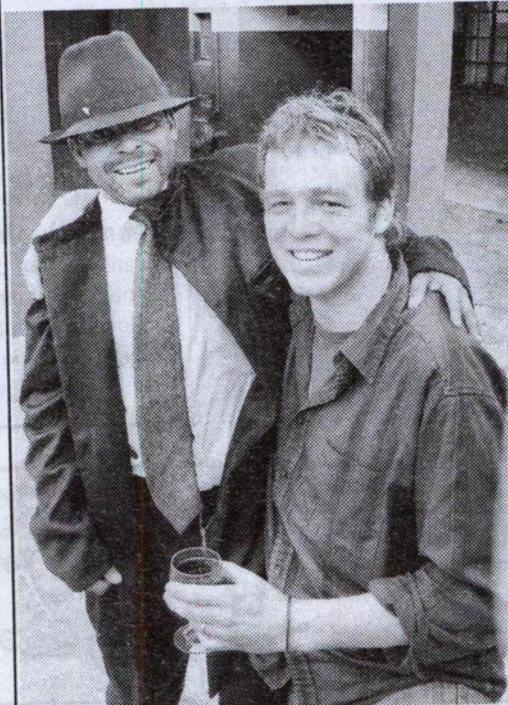
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JINX IN VALLEI



Bo: Valiant Swart kniel hier by Riaan Jokka (Worsie vanwee sy lengte) om hom in die oë te kan kyk!

Valiant Swart het Woensdagmiddag as gaskunstenaar opgetree tydens die inwyding van Hexview se nuwe ontspanningsaal. Die gaste was almal aangenaam verras toe Valiant sy verskyning maak terwyl hy as Jinx die vorige aand nog vir Katryn op SABC 2 aan die troos was.

Die werkers het dit aan mnr. Marais le Roux, eienaar van Hexview genoem dat hulle 'n behoefte aan 'n saal het waar hulle en hul gesinne kreatief kan ontspan. Mnr. Le Roux verskaf produkte vir die uitvoeremark aan Green Marketing en Waitrose Foundation. Al die betrokke partye het op die een of ander wyse bygedra om die wens van die werkers te laat realiseer en so het die Hexview Ontspanningsklub tot stand gekom.

Ongeveer 60 gaste het die opening bygewoon en dominee Johnny Tromp het met skriflesing en gebed geopen. Hy het in sy openingswoord gesê hy hoop dat alles wat by die saal gebeur, hetsy opvoedkundig of ontspannend, 'n diep positiewe invloed op die mense se lewens sal hê. Faith Brown van Waitrose Foundation het beklemtoon dat indien produsente aan sekere vereistes voldoen, dit Waitrose se uitgangspunt is om

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MINISTER GEE GROEN LIG

Die minister van Vervoer en Openbare werke van die Wes-Kaap, Kholeka Mqulwana, het die groen lig gegee vir die oprigting van 'n tolhek tussen De Doorns en Worcester.

Ten spyte van al die vertoë wat gerig is teen die oprigting van sodanige tolhek, wil dit voorkom of die owerhede die verdienste uit so 'n tolhek bo die belange van die gemeenskap stel. Die drukgroep wat in die lewe geroep is en bestaan uit belanghebbendes van Worcester sowel as De Doorns, gaan egter nou 'n advokaat se dienste bekom om die grondwetlikheid van so 'n tolhek te ondersoek.

'n Aanvanklike bedrag van R80 000 word benodig en moet so spoedig moontlik deur die geaffekteerde groepe ingesamel word. Die drukgroep vra almal dus dringend om deur hulle bydraes te help om hierdie bedrag te verwesenlik. As 'n mens dink aan die verreikende negatiewe impak van die tolhek op al die verskillende sektore, is die R80 000 die spreekwoordelike druppel in die emmer.

Bydraes kan inbetaal word by:

Rekeningnaam: Muller Terblanche en Beyers
Bank: ABSA Bank Bpk. Worcester
Rekeningnommer: 440 000 045
Takkode: 503 107
Verwysing: "Tolhek" & u voorletters en van
Skakel Boetie Kriel vir nadere besonderhede 082 210 2865

REËN, REËN LIEFLIKE REËN

Op 11 September het die Watergebruikersvereniging reeds 449 mm reën vir die afgelope jaar gemeet. Hierdie lesing word geneem op die Proefplaas. Die gemiddeld vir De Doorns is in die omgewing van 331 mm. Dit was in 1996 laas so nat toe meer as 500 mm gemeet is. Na alle aanduidings is dit ook nog nie klaar gereën nie. Op sommige plase is alreeds meer as 600 mm gemeet. Sigwater loop in strale langs paaie af na die Hexrivier toe. Die Roode Elsberg-, Lakenvallei- en Osplaasdam loop steeds oor. Fonteine wat in jare nie geloop het nie, loop bykans almal spontaan uit. Alhoewel dit nie in 'n boer se natuur is om te kla oor reën nie, is daar tog kommer dat die wingerde vir te lang periodes te nat is.

HOËRSKOOL HEXVALLEI TENNISKLUBHUIS OPENING

Woensdag, 24 September. Kom geniet 'n dag van tennispret en plesier.
Oud en jonk welkom! Baie pryse te wen!

Kontak Minette Bruyns by 083 321 5904



YANKS GEE OPLEIDING

'n Paar Forum-lede van De Hoop en Naudeshof het die afgelope week die voorreg gehad om 'n geakkrediteerde kursus by mnr. De Villiers Graaff se opleidingsfasiliteit by te woon. Die aanbieder is Alex de Jarnett en Prof. Okechukwu Ukaga van Florida Universiteit. Prof. Ukaga is oorspronklik van Nigerië en is al twintig jaar in die VSA. Sy doktorsgraad is in Landbou en hy het 'n passie vir volhoubare landbou ontwikkeling in Afrika.

Die kursugangers moet 30 uur insit, wat vir 'n SAQA sertifikaat vereis word. Konflikhantering, Projekbestuur en Leierskap is van die afdelings wat behandel is. Aan die einde van die kursus sal hulle sertifikate van Elsenburg ontvang.

Links: Agter v.l.n.r. Prof. Ukaga, F. Bantam, D. De Bruyn (Skills for U - vertaler), A. De Jarnett. Voor v.l.n.r. S. Pietersen, J. Swartz en A. Geduld

BAIE DANKIE AAN DANILLER GRONDWERKE

Die Beheerliggaam van Sandhills Primêr wil graag in die besonder vir Daniller Grondwerke bedank vir die skenking van 'n vrag gruis wat deur hulle aangery is tot opknapping van die skoolterrein.

Ons wil graag hierdie besigheid aanbeveel !!

Jefferson County Living

Founder's Garden Circle Meets At One Heart Earth Center

BIE SNAPP
Jefferson County Journal
 Staff Writer
 Founder's Garden Circle members met at the One Heart Earth Center last Thursday, Sept. 11 for a meeting and program on native and herbal plants.

Member Toni Lane presented the program at the business location of member and hostess Sallie Coley. Lane gave a demonstration about making decorative and delicious planters by using different types, sizes, and colors of plants.

She noted that the key to making is in the preparation and materials used, such as the different types, sizes, and colors of herbs and flowers. This craft gives these otherwise "throwaway" planters a new life, a way to recycle, interesting and lovely to view and display, and are surely pleasing to the eye. A fun day was had by

all, with a delicious luncheon and fresh herbal creations to taste, and to take home.

Those attending the Founder's Garden Circle Sept. 11 meeting were, from left to right, Claudette McRae, Ardis White, Toni Lane, Becky Clayton, Mary Ann Miller, Norma Wilson, Linda Caminez, Carol Austin, Chair Suzanne Peary, Kaye Faarmeyhough, JC Smith, Monticello Garden Club President Jan Wadsworth, and Gloria Brown, photographer/secretary.



IMPACT MADE FROM USAID-FAMU-SA PROJECT with SOUTH AFRICAN LAND REDISTRIBUTION for AGRICULTURAL DEVELOPMENT (LRAD)

Direct outcome aligns FAMU'S "Excellence with Caring" motto

From Stellenbosch, South Africa (Special Submission)—

Clearly, change is a constant occurrence of life and the United States Agency for International Development-Florida Agricultural and Mechanical University-South Africa (USAID-FAMU-SA) is committed to and involved with that reality. The South African Land Redistribution for Agricultural Development (LRAD) is just one would-be aberration that has become actuality for some of the residents of the Western Cape of South Africa. This is due in large part to a grant funded by the USAID through FAMU's Center for International Agricultural Trade, Development Research and Training (CIAT-DRT) Office of International Agriculture, where Director Harriet A. Paul is the principal investigator and project director.

From the panoramic view of the Cape Town city bowl of the waterfront to Table Mountain, the mother city or the Tavern of the Seas lives up to its motto of: Spes Bona (Latin for "Good Hope.") The NEW! South Africa has a vision of hope and prosperity for all of its citizens. Looking into a bright future through an open window of opportunity, the USAID-FAMU-SA Farmer to Farmer (FTF) Program is striving to enhance entrepreneurship and economic empowerment through capacity building. The BEE (Black Economic Empowerment) initiative has indeed been instrumental in allowing the farmers/producers who are working the land to see their benefits increase as they ac-

tively share in the full, hands-on experience as a shareholder through South Africa's LRAD. Diverse and related agricultural projects are established in five (5) venues of South Africa: Hands on Fish Farmers Co. (Department of Genetics, University of Stellenbosch, SA); Reach for Gold/Hex Rivier (yes, Rivier) Valley (home of the Simonsig Vineyards); Wupperthal Rooibos (Tea Cooperative), Wupperthal, SA; Fair Packers Limited Factory (tea distributors), Stellenbosch, SA; and Rennie Farms (Growers and Packers of Quality Vegetables), Paarl, SA. It was an humbling, life-changing experience for me to interface with all these members of humanity, new-found friends of many colors and hues—friends for life, about 10,000 miles away, just across the Atlantic Ocean—truly amazing! We all have something in common—economic empowerment and self-sufficiency with dignity, strength training and sustainability.

"Nothing breeds success like success; nothing excels like qualified competence which yields a quiet assurance of productivity!"

FAMU, an historically black college/university believes in the importance of serving an underrepresented and traditionally disenfranchised population globally. Known as Florida's opportunity university, FAMU has worked in the developing world for more than 35 years to improve the quality of life of underserved citizens. Through funding from the USAID, FAMU has taken on a



Photos Submitted

Dr. Lamar and some of the youth of the Hex Rivier (yes, Rivier) Valley, South Africa in front of one of the many majestic mountains of the region. The Hex Rivier Valley is one of five projects where the USAID-FAMU-SA Farmer to Farmer Program is implemented.

Above, Dr. Lamar outside the University of Stellenbosch, South Africa where the Hands On Fish Farmers Company resides.

new agricultural development program in South Africa focused on building the necessary skills to promote entrepreneurship and to build sustainability among previously disadvantaged groups.

FAMU was founded on October 3, 1887, as the State Normal College for Colored Students and began classes with 15 students and two instructors. Today, FAMU is part of the State University System of Florida and has an enrollment of 12,000 students. A four-year, public, co-ed-

ucational institution, FAMU is fully accredited by the Southern Association of Colleges and Schools (SACS). The main campus is comprised of 422 acres located on the highest of seven hills in Tallahassee, the capital of Florida. FAMU offers 63 bachelor's degrees in 94 majors/tracks, and 37 master's degrees with 50 majors/tracks and one specialist degree program. The university has 13 schools and colleges and 1 institute. FAMU offers three professional degrees: the JD, PharmD, and the doctor of physical therapy. FAMU has 11 doctoral degree programs including ten Ph.D. degrees and one Doctor of Public Health (DPH) degree. Please visit www.famu.edu

Truly, there are many success stories that marry South Africa's LRAD and the USAID-FAMU-SA initiative. Conquering the challenge of people's false expectations to experience overnight success—overcoming any and all obstacles with opportunities—turning stumbling blocks

into stepping stones are where commitment and involvement merge in these processes. Humanity has been underdeveloped long enough universally, and there is none like one who's had enough disparity and is ready, willing and able to be about progress through process, and then promotion to facilitate a difference that lasts. One's mindset must be changed and willing to change, in order to accomplish what lies ahead and beyond the majestic mountain ranges of South Africa and her neighboring countries, and the world at large!

Forward thinking and moving swiftly—always, is the apparent and necessary mantra as South Africa's LRAD and USAID-FAMU-SA move onward and upward! Yes, we can peacefully co-exist—there's more than enough to go around, if we but will give peace a real chance; with anticipation and admiration, let's watch what happens, just on the horizon. Stay encouraged and encouraging; do it now!

Central Church of Christ
 US 19 South at Cooper's Pond Road 997-1166
 Carl Desmartin, Minister
 Sunday: 10 AM Bible School 11 AM Worship Hour
 Wednesday: 7 PM Bible Study

1 John 2:24-27 *ESV*
 Let what you heard from the beginning abide in you. If what you heard from the beginning abides in you, then you too will abide in the Son and in the Father. (25) And this is the promise that he made to us—eternal life. (26) I write these things to you about those who are trying to deceive you. (27) But the anointing that you received from him abides in you, and you have no need that anyone should teach you. But as his anointing teaches you about everything—and is true and is no lie, just as it has taught you—abide in him.

Come and worship with us! (John 4:24)



Marianne Arbulo for School Board
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