

“TRADE AWARENESS WORKSHOP”

Cooperatives and Enterprise Development Support in Agriculture and Rural Development

Chief Directorate : Cooperatives Development

18 August 2021



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OUTLINE OF THE PRESENTATION

1. Mandate of the Chief Directorate: Cooperatives Development
2. Agribusiness Diagnostic Assessment Tool
3. Process Flow (AAT)
4. Business Plan (BP) Guidelines (Capacity Building Tool)
5. Business Plan (Process Flow)
6. Partnerships
7. Farm Together Cooperative Training Programme
8. Information Management System for cooperatives (CODAS)
9. AgriBEE Fund
10. Conclusion



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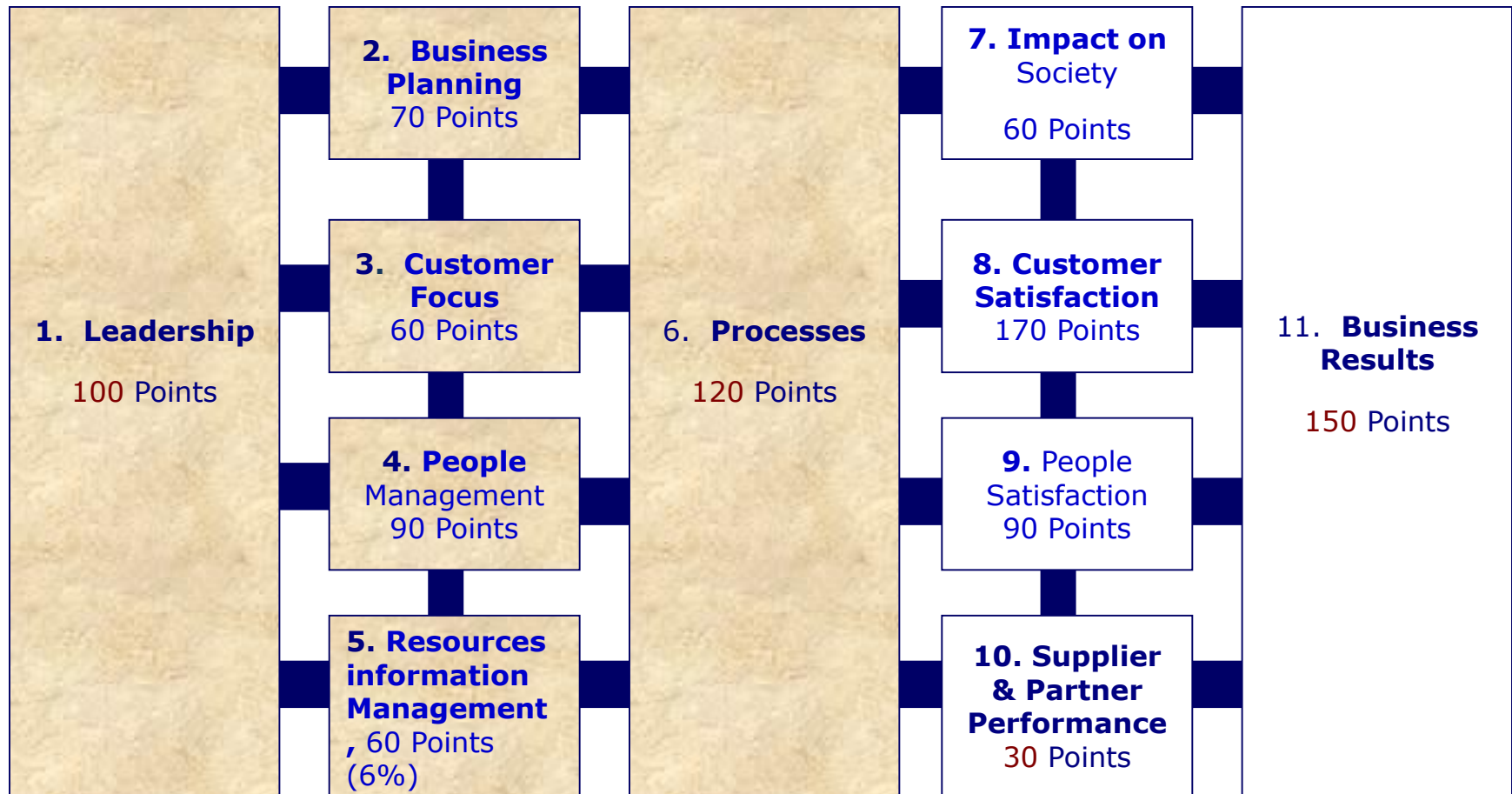


1. Mandate of the Chief Directorate : Cooperative Development

- ❑ Facilitates and supports the implementation of programmes, initiatives and partnerships to enhance the participation of cooperatives/SMMEs in the agriculture and agro-processing value chains thereby contributing to economic development
- ❑ Function : To develop financial and non- financial products to support cooperatives and SMMEs. Promote and develop entrepreneurial linkages
- ❑ Non Financial - Business planning guidelines, Agribusiness Assessment Tool, Farm Together
- ❑ Financial - AgriBEE Fund



2. AGRIBUSINESS DIAGNOSTIC ASSESSMENT TOOL



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3.P R O C E S S F L O W

Conduct diagnostic assessment

- Obtain responses to the questions in the assessment guide on all the 11 criteria and then calculate the scores

Analyze the results

- Identify the gaps and essential areas for improvement
- Discuss the results with the business

Develop and implement action plans

- Guide the business owners on the development of the action plans including timeframes
- Facilitate linkages and skills/capacity building interventions as and where required

Reassess the business after a year or more

- Conduct reassessment
- Analyze the results
- Develop a comprehensive comparative report



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4. BUSINESS PLAN GUIDELINES (CAPACITY BUILDING TOOL)



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5.P R O C E S S F L O W

Conduct Business planning workshop

- The BP guideline document is used to provide information to participants on the different areas of the BP
- Participants are required to draft a “business plan”

Draft Business plan

- After the training participants draft a partial business plan for evaluation

Evaluation of the Submitted drafts

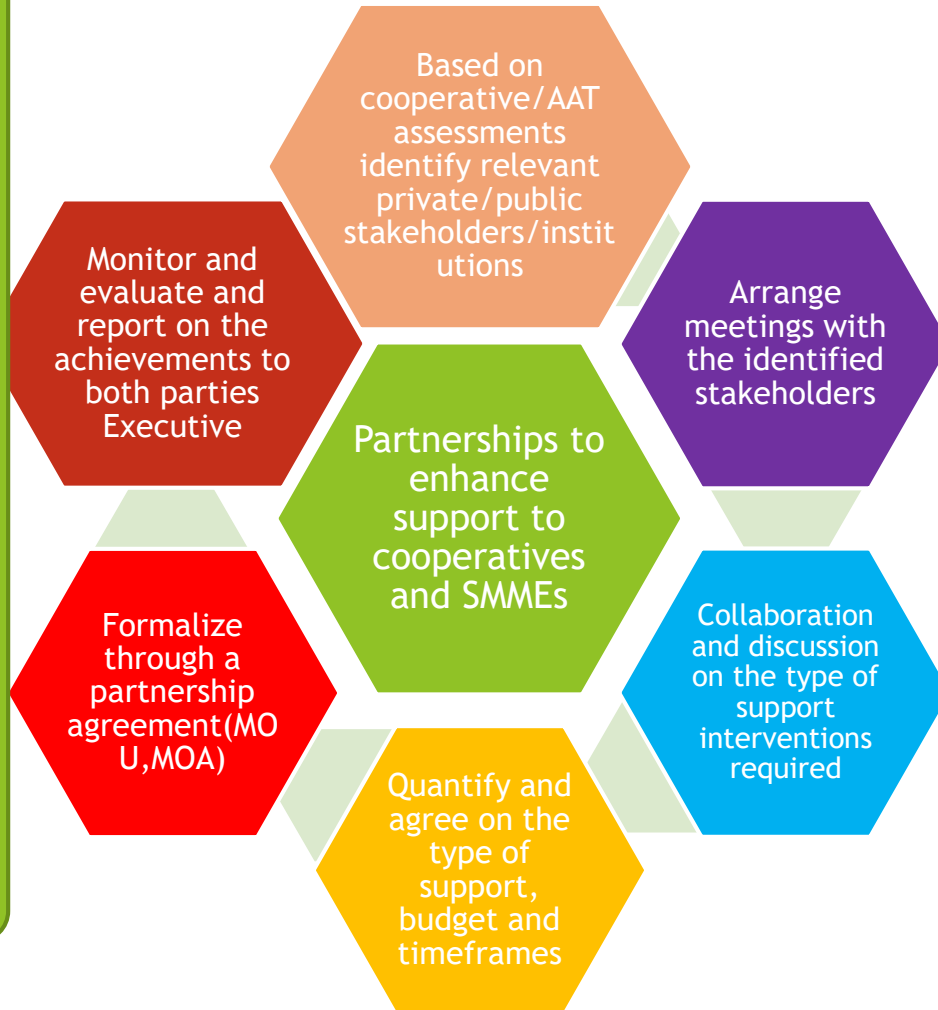
- The drafts are evaluated to assess the level of understanding of BP and reports are generated

Monitoring

- Visits to the businesses that attended the BP workshops to check if they developed and are using BP



6.P A R T N E R S H I P S



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7. FARM - TOGETHER COOPERATIVE TRAINING PROGRAMME

Core learning areas (Methodology)

Simulation (testing farmers' production and investment choices and the consequences thereof)

Farmtogether check ups (Assist farmers to evaluate their business using 8 key focus areas of farm land, resources, markets, skills,systems,support, externals and vision)

Agreement Dilemmas (conflict resolution)

Home tasks (to complement the module content)

Skills gaps addressed

Production Planning

Marketing Function

Conflict Resolution

Financial Management

Governance

Record Keeping

Capacity building (Farm together)

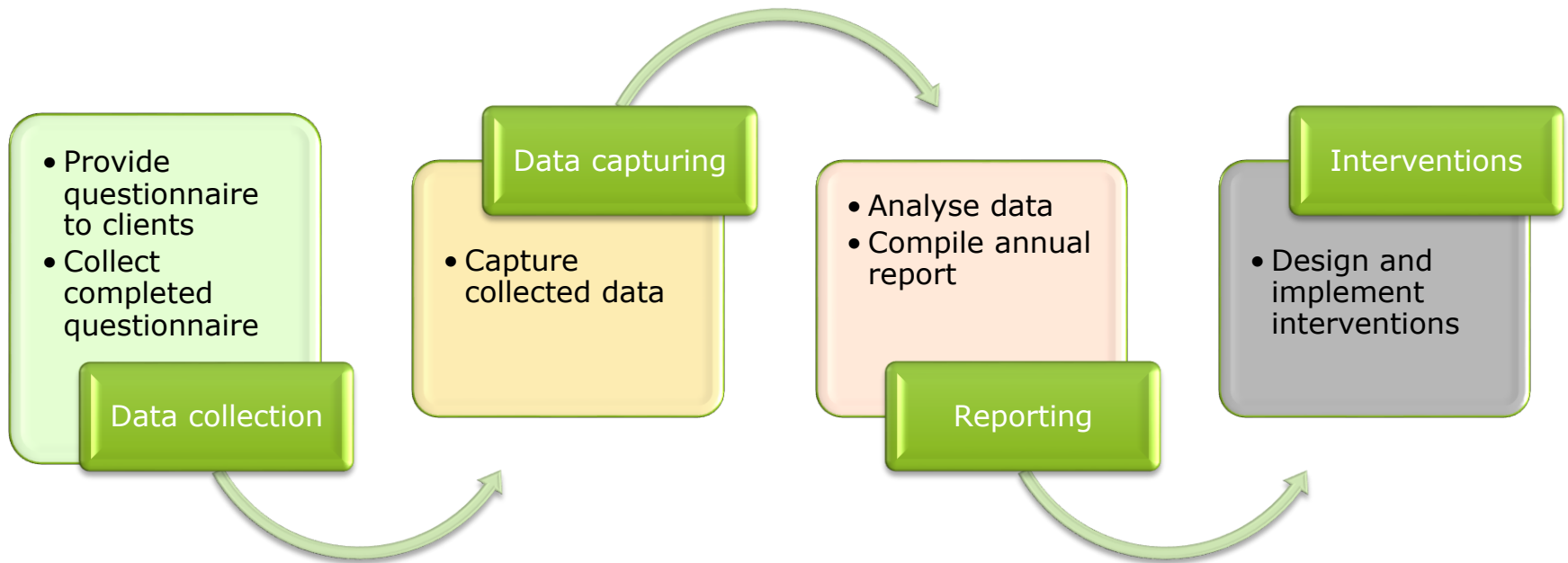


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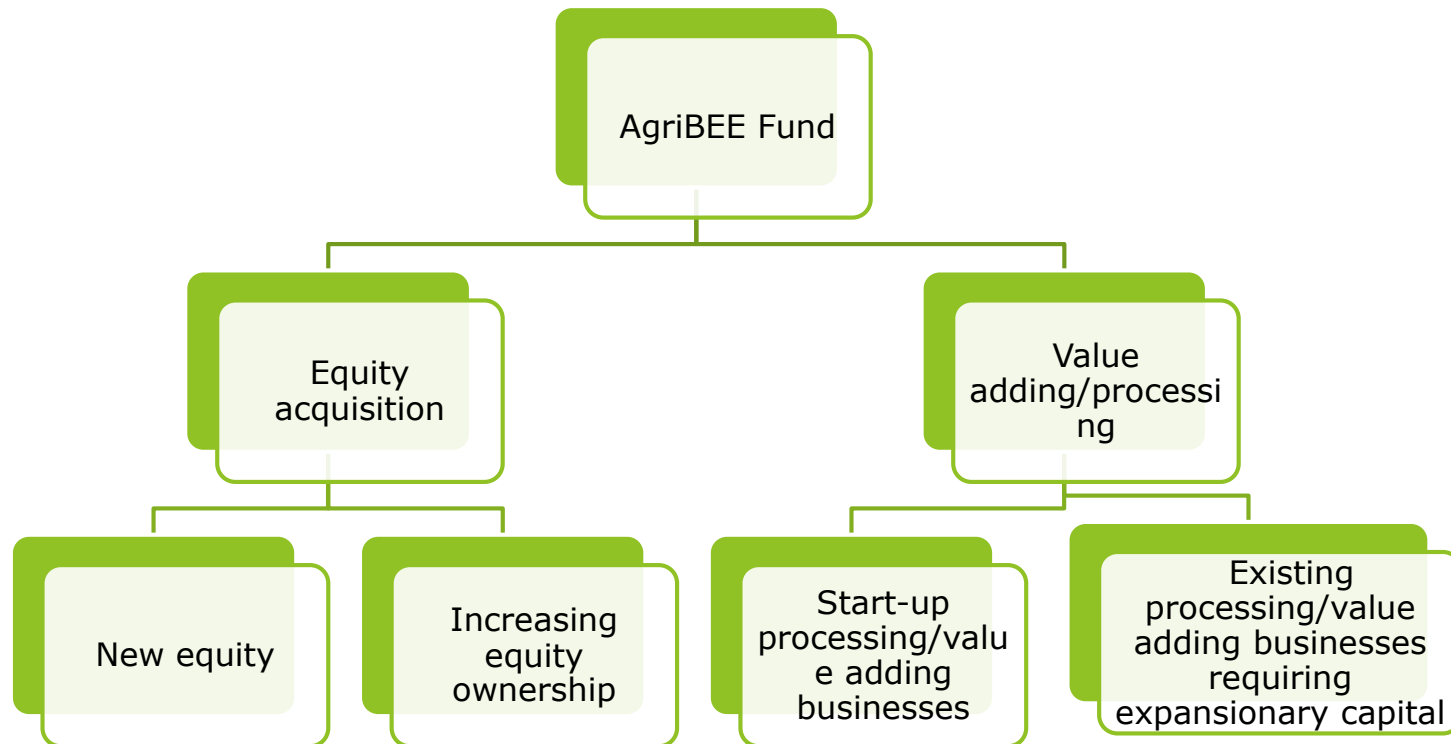
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8. INFORMATION MANAGEMENT SYSTEM FOR COOPERATIVES



9. THE AGRIBEE FUND



10. Conclusion

- ▶ All support interventions are geared towards developing the rural economy, ensuring food-security, and creating decent and inclusive employment and entrepreneurial opportunities for all participants in the agriculture and agro-processing value chains.



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Thank You



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