



South Africa Siyasebenza

OVER A DECADE OF INNOVATION AND PARTNERSHIP



Ushintsho Olugqokazile

Jobs Fund Webinar

Witzenberg PALS-Beyond the Soil: Implementing tailormade solutions to support growth and sustainability for land reform beneficiaries

The event will start at 11h00



national treasury

Department:
National Treasury
REPUBLIC OF SOUTH AFRICA



National Treasury
REPUBLIC OF SOUTH AFRICA

Opening Address

Najwah Allie-Edries

Deputy Director-General: Employment Facilitation
(Head of the Jobs Fund)

Background to the Jobs Fund

Facilitator: **Nazeem Hendricks** (Jobs Fund)



- The **Jobs Fund** is a R9 billion challenge fund seeking to:
 - **Support sustainable job creation** in the short to medium term, and
 - **Identify scalable, replicable and sustainable job creation models** that lay the foundations for longer term employment.
- The Fund works with implementing partners (intermediaries), sharing risk and leveraging their networks, funding and technical expertise to access and provide support to the targeted market segment.
- It plays a complementary role in the social protection and employment landscape.
- The Jobs Fund was established with knowledge sharing as one of its foundational pillars and has a rigorous monitoring, evaluation, reporting, and learning framework.
- To this end, the Jobs Fund regularly hosts and participates in knowledge exchange sessions, together with its partners and the public.

BEYOND THE SOIL: IMPLEMENTING TAILORMADE SOLUTIONS TO SUPPORT GROWTH AND SUSTAINABILITY FOR LAND REFORM BENEFICIARIES

Witzenberg PALS' Speakers and job titles:

Lennox Plaatjies – National Liaison and Spokesperson

Gerrit van Vuuren – Strategic Advisor



PALS – PARTNERS IN AGRI LAND SOLUTIONS



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The initiative for inclusive agricultural growth and enterprise development that promotes job creation, food security, custodianship and social harmony.

www.sapals.co.za



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INTRODUCTION TO PALS



1. Land Reform in South Africa and the various sub-reform programmes are primarily the responsibility of the Government.
2. The Constitution stipulates that Land Reform has three pillars namely restitution, tenure reform and redistribution. Section 25(5) of the Bill of Rights requires the State to “take reasonable legislative and other measures, within its available resources, to foster conditions which enable citizens to gain access to land on an equitable basis.”
3. PALS support Government’s endeavours and collaborate with Government on all levels to enable meaningful Land Reform.
4. PALS is a private sector initiative that focusses primarily on redistribution and the sustainable productive use of restituted land.

PALS (PARTNERS IN AGRI LAND SOLUTIONS)

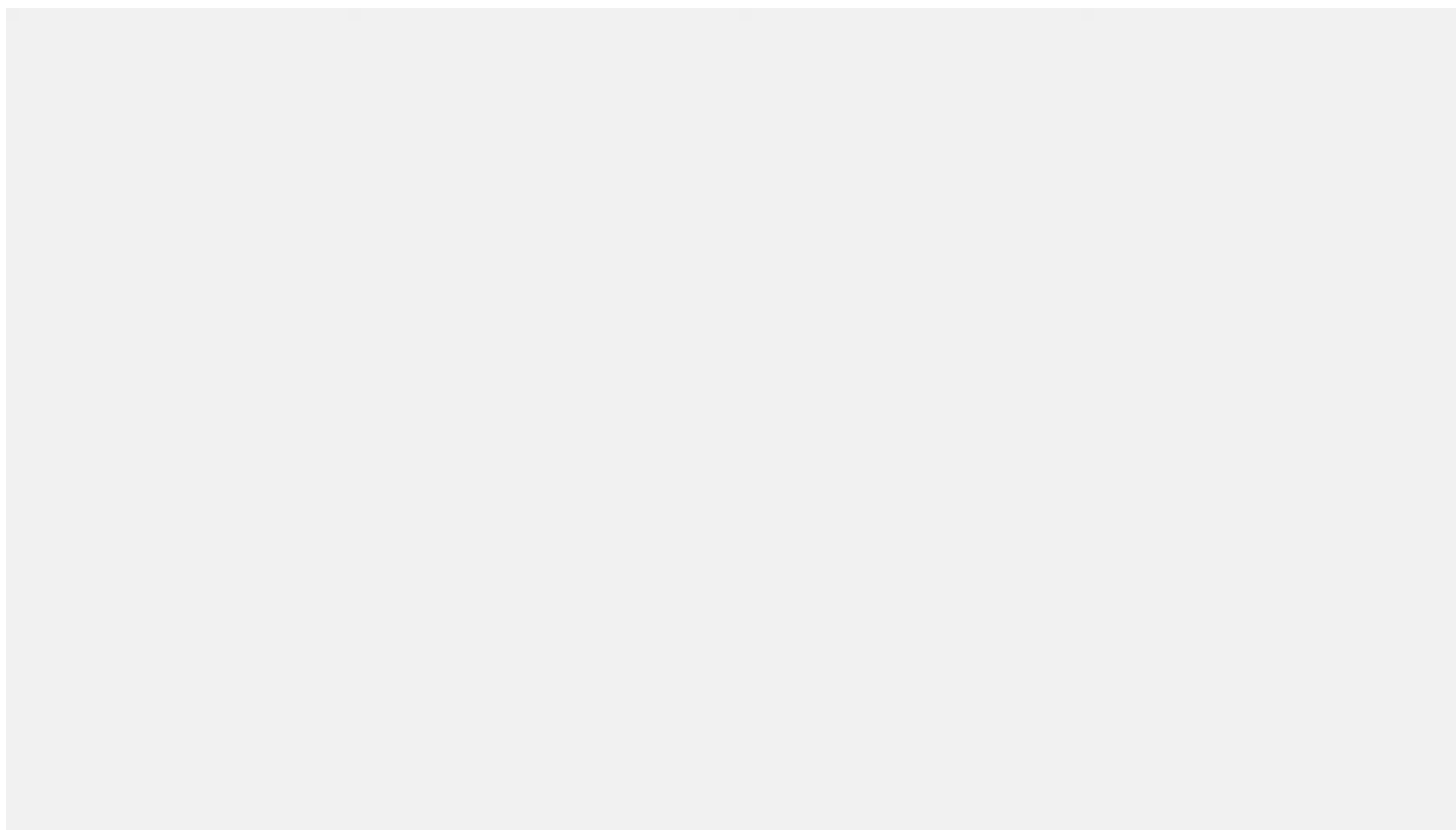


-  PALS is a private sector initiative by black and white farmers in cooperation with all spheres of government and the community.
-  The PALS framework is a registered trademark. It addresses the 8 critical success factors for a sustainable enterprise. It is based on sound business principles, solid legal structures, mentorship and training.
-  The PALS centre operates as a “one-stop-shop” and facilitates enablers, coordinate and monitor all aspects pertaining to training, mentorship and the sustainability of new enterprises.

VIDEO



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REASONING FOR ESTABLISHING PALS



1. Recognition of history of inequality.
2. South Africans faced with triple challenges of inequality, poverty and unemployment: We need working solutions.
3. Address challenges with inclusive economic activities and enterprise development.
4. Country belongs to us all – obligation to make country work (government can not do it alone).
5. PALS was invited to co-create solutions.
6. PALS chose to be part of the solution.
7. Job creation, food security, custodianship and social harmony in our best interest.



THE CHALLENGE FOR LAND REFORM BENEFICIARIES



- **Entry is difficult:**

- Suitable land
- Capital to develop
- Funding for production and inputs

- **Sustainability**

- Management capabilities needed in difficult farming sector
- Markets determine income
- Exit strategy
- Dispute Resolution
- Continuous legal and admin support and training



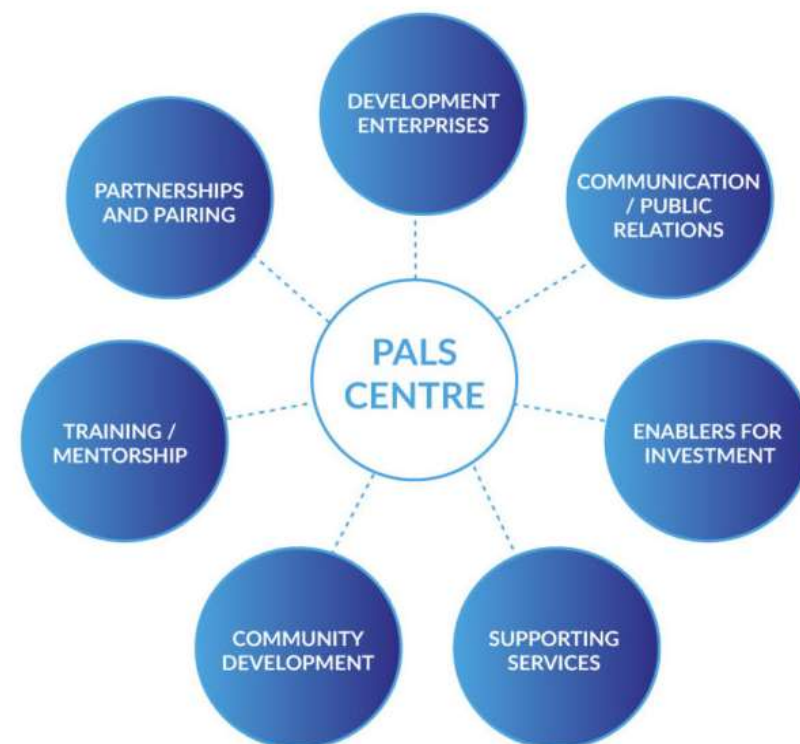
PALS SERVICES



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PALS services includes Comprehensive development / Support approach

- Planning
- **Structuring** of **enterprise**
- **Negotiations** for land and **enablers**
- Screening of possible partners / Selection criteria
- **Coordination** and **facilitation** of project phases
- Motivation of funding applications
- **Facilitation of supporting services** such as business planning, legal agreements, stakeholder engagements and finance acquisition through regional centres.
- Training and monitoring / Capacity development



Video



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INTEGRATED DEVELOPMENT PLAN FOR ESTABLISHING NEW ENTERPRISES



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Nduli Piggery



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Video: Nduli Piggery



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IMPORTANCE OF PARTNERSHIPS



- Government (an important enabler)
- Organised agriculture
- Existing farmers
- Stronger together (What South Africa needs)

New enterprise benefits:

- Shared growth and inclusivity
- Knowledge and skills transfer
- Risk mitigation
- Access to markets and networks
- Inclusivity and support





Characteristics of PALS projects

- Company or other legal entity with incorporation agreements / documents protecting the parties
- Executable and bankable business plan
- Skills transfer through mentorship
- Rights of first refusal / option to protect / reserve the property for the shareholders and PALS objectives
- Skin in the game by all parties involved
- Social and economic benefits for workers via discretionary employees trust (profit share or shareholding) or in other suitable manners
- Substantial compliance with critical success factors



REPUBLIC OF SOUTH AFRICA
Certificate of Registration

2018/11030

THE TRADE MARKS ACT, 1993

TRAINING AND CAPACITY BUILDING



PALS CENTRE TRAINING (INTRODUCTORY LEVEL)

- Directors, shareholders, and trustee training
- Leadership training and youth development
- Mentorship, coaching, and relationship training
- Money and Land Reform



NEXT LEVEL TRAINING (ADVANCE LEVEL)

- Responsible Leadership and Mentorship
- Financial and Business principles
- Management Information
- Marketing
- Capacity Building
- Tertiary student development
- Youth outreach and development

MOTIVATE ENABLERS



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- ❖ Water licenses
- ❖ Affordable financing
- ❖ Subdivision or similar approvals
- ❖ Tax incentives or exemptions
- ❖ Electricity
- ❖ Infrastructure

BLENDED FINANCE SCHEME (BFS)



agriculture, land reform
& rural development

Department:
Agriculture, Land Reform and Rural Development
REPUBLIC OF SOUTH AFRICA

CHALLENGES AND SUCCESSES



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- Inundated with requests
- Money and capacity to engage, consult and facilitate new enterprise development

Jobs Fund grant enabled:

- Appointment of employees
- Equipment for PALS centre (virtual meetings)
- Travel and engagement with stakeholders across South Africa
- Project structuring, business plan support, legal and admin support to projects
- Project Implementation and new enterprise development – Pele ea Pele (Piketberg) and KLP Agri (Robertson)
- Improved PALS systems: Reporting, data capturing, electronic filing, etc.
- Corporate governance improved
- Partnership between Government and private sector. (Blended Finance)



IMPACT AND SUCCESSES



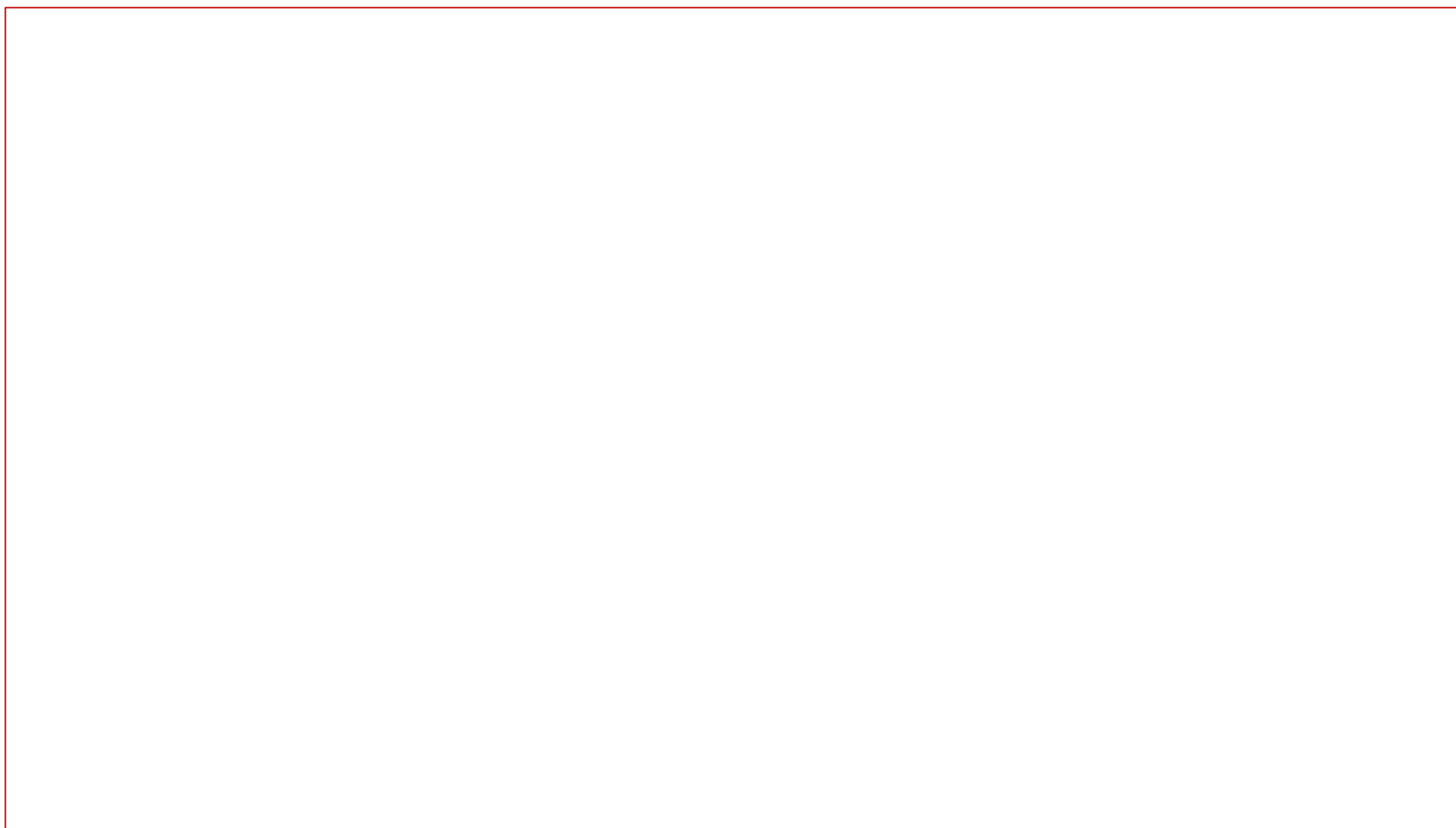
- Engagements with all three spheres of Government
- Job Creation
- Expanded awareness of the PALS initiative
- Projects in more provinces:

Mpumalanga, North West, Limpopo, Free State, Eastern -, Southern -, Northern – and Western Cape.

- Development of systems and policies for screening, monitoring and pairing of beneficiaries.
- Recognition / Awards from Western Cape Department of Agriculture and Hortgro



PALS 10 Year Video



LESSONS LEARNED



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- Foundation is vital
- Follow tried and tested phases with listed actions



PALS

The house on the rock

CHALLENGES STILL REMAINING



- Silos
- Hidden agendas
- Enablers

Solutions

- ❖ Establishment of CALAD (Coordinating Agency for Land and Agricultural Development)
- ❖ Screening / Robust pairing selection criteria
- ❖ Government decisions on Recognition, Tax, Blended Finance and importance of sustainable responsible use of land.
- ❖ Partnerships with Public and Private Sectors

FUTURE STRATEGY



- Increased engagements and expansion of the PALS initiative to all regions of the country.
- Onboarding, planning and implementation of more PALS projects in all types of commodities in all provinces of the country including the value chain.
- Expand training through the PALS virtual platform and extend training curriculums.
- Strengthen cooperation government and strategic partners.
- Increase awareness.
- Align with and support Sustainable Development Goals (“SDG’s”).
- Invite international funds to assist with funding focused on food security for communities, regenerative practices and expedited land reform.
- Become a PAL of PALS to involve the whole population of South Africa





Pause for Questions

Closing Address

Nazeem Hendricks (Jobs Fund)



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Thank you



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