

Background



- Started Kenokatha Farms in 2020 with the purpose of farming vegetables , we own the land
- Self funding
- We also got the PESI Voucher to the value of R20 000.
- Build up infrastructure such as irrigation , borehole , packhouse , cold storage , fridges and freezers , tables , scales and other equipment
- Planted baby marrows at the end of the planting window
- Demand was high due to shortage of supply
- R25 per kg
- No agro-processing

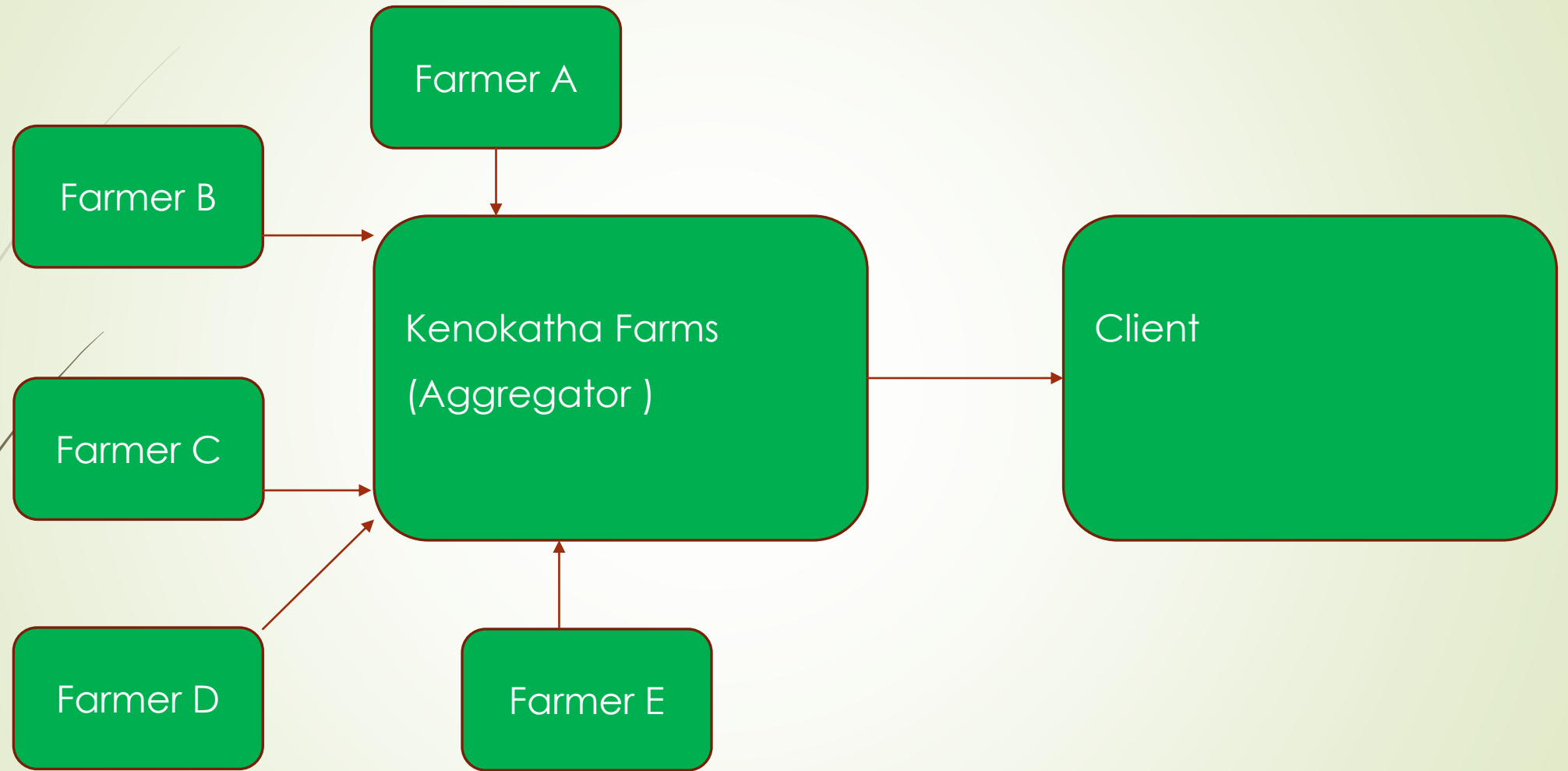


Background (cont)

September 2021

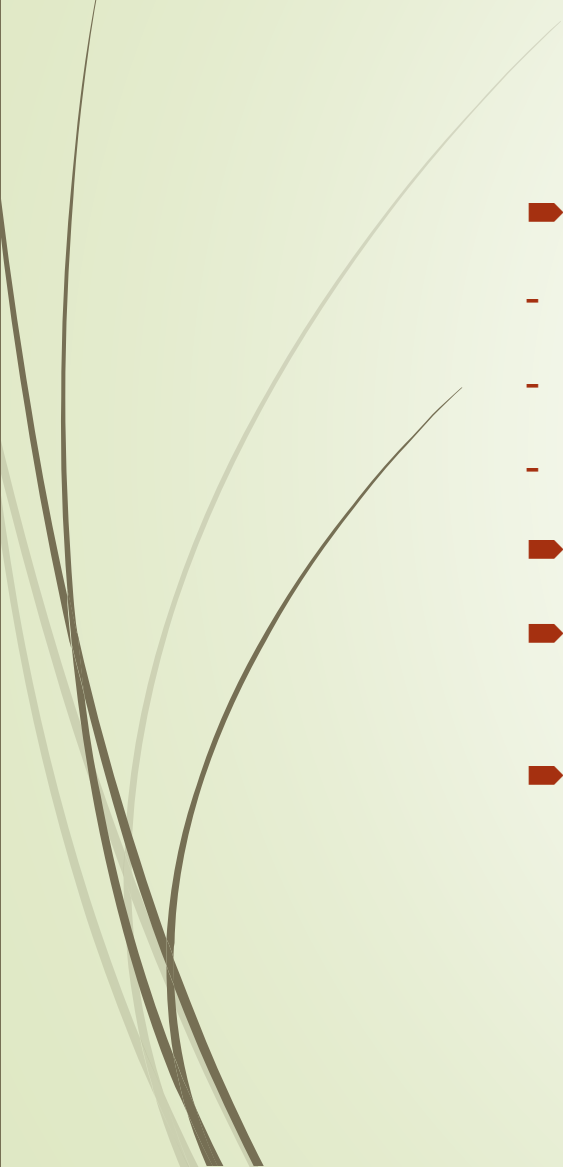
- Planted 1,5ha baby marrows
- Ready for market in November
- Price R3 per kg
- Agro-processing through washing, grading , packaging and labelling (with barcodes
- -Trademarked our brand Veg and more
- Secured retail market
- Signed up with online platform
- Secured a corporate client

Our operating model



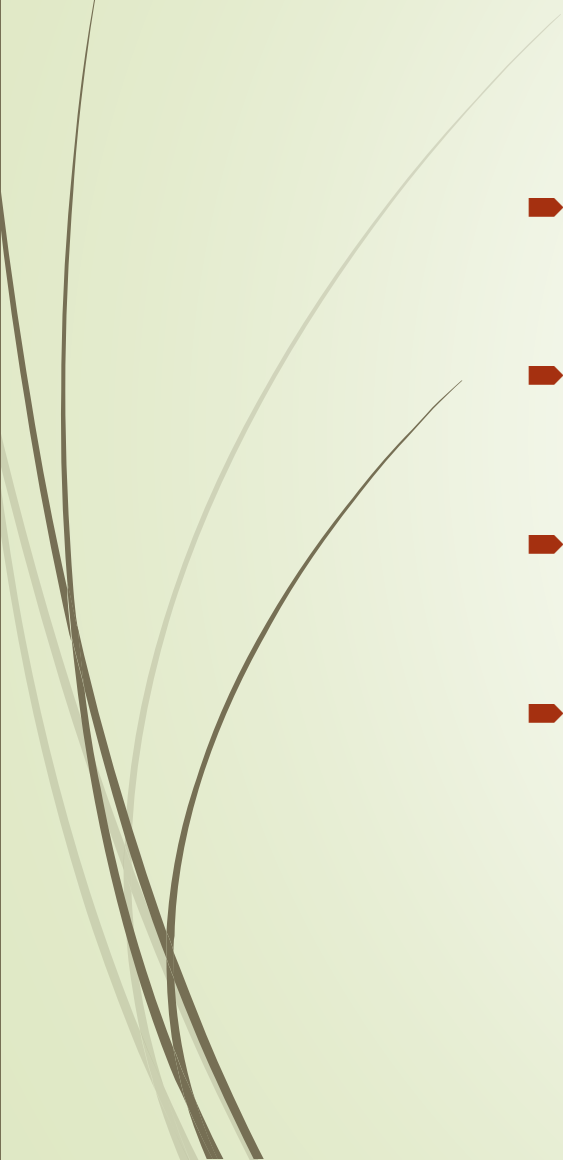


Our Experience with ESD programme

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- South Africa requires an economy that
 - Create jobs
 - reduce inequality and
 - alleviate poverty
 - SMMEs has a role to play
 - It is through the ESD Programme that the SMMEs can be given the opportunities to participate in the value chain
 - The programme must be designed such that they are effective and impactful

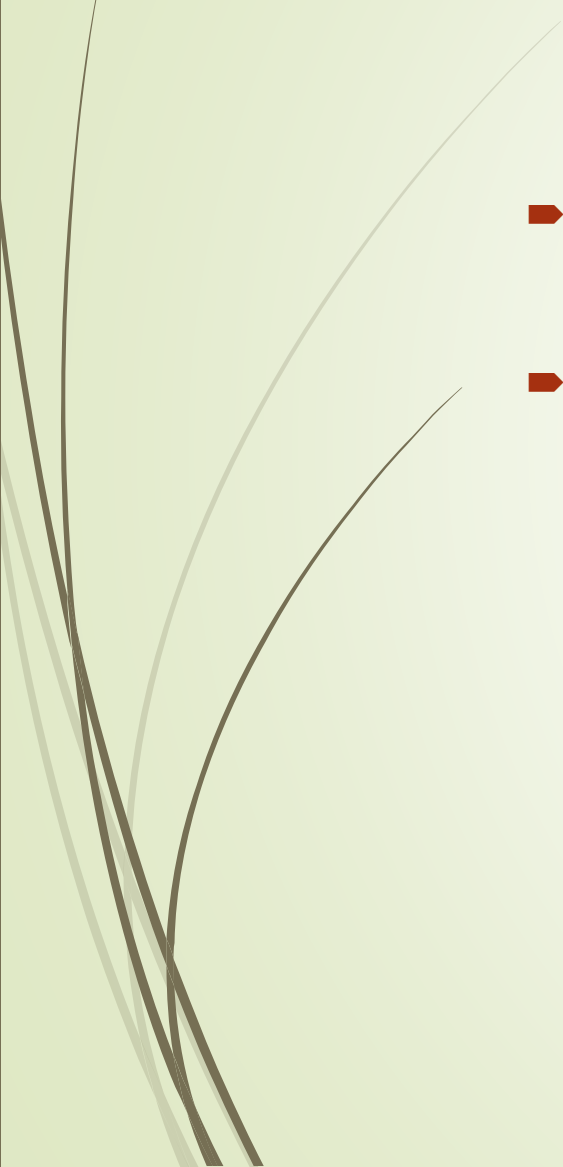


Our experience with ESD programmes

- No supplier agreements
 - Back up supplier
 - Inconsistency in ordering
 - Price dictation
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Our experience with ESD Programme

- Unfavorable payment terms
 - Lack of coordination among role players
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Interventions to supporting small agribusiness

- Funding support for infrastructure and necessary equipment
- Compliance with regards to food safety
- Facilitation of opportunities by the role players



THANK YOU