



Entry / nomination form

for individuals to partake in the
2017



Toyota New Harvest of the Year Competition

Background:

Historically disadvantaged farmers (or “New” farmers) find it challenging to compete with farmers with sufficient resources. Over and above the normal impediments of agriculture, these HDI’s (black, coloured and Indian farmers) have, in most cases, to overcome limited access to farming land and capital, as well as insufficient knowledge of farming and business practices. Nevertheless, some of these farmers had overcome all these barriers and, by utilising all the available opportunities, had become very successful and competitive commercial farmers and is performing extremely well. The objective of this competition is to recognize and reward exceptional farmers by identifying and selecting them by means of a competition for “new” farmers.

The challenge will be to *identify* the most deserving farmers. Many institutions/organisations are involved in the development of newly settled, historically disadvantaged farmers, as well as with well established successful commercial black farmers. By challenging these institutions to identify their most successful candidates, deserving finalists will be identified and rewarded.

Advantages of entering:

By entering this competition, the winner will receive the prestigious “2017 Toyota New Harvest of the Year” trophy and a Toyota Hilux bakkie. The nominating agency will receive a cash prize of R10,000 from Toyota SA which could be used for the development and assistance of more (HDI) farmers.

Entry requirements:

All competition entrants will be nominated by representatives of a **nominating agency**. These agencies include companies, organisations or institutions (e.g. farming enterprises, AFASA, NAFU, National and Provincial Department of Agriculture, DDLR, Provincial Agricultural Unions, commercial banks, commodity organisations such as NWGA, MPO, RPO, NERPO, Grain SA, private commercial farmers, etc.).

Entry requirements are the following:

- Entrants must be from a historically disadvantaged background (HDI’s = Black/Coloured/Indian);
- Entrants can be male or female of any age;
- Entrants must be an individual who has **owned/rented/occupied and managed/operated a farm for not less than five (5) years**;
- Entrants can be an individual with a farming unit comprising singular (e.g. only broilers) or multi-disciplinary enterprises (mixed farm);

- Entrants can be a person who farms as an individual or who may farm in partnership with others. If the candidate is farming as part of a group, he/she must have specifically allocated responsibilities and decision-making authority on which he/she will be judged. This means that the candidate must be involved in the execution of all the management functions (planning, implementation and control) in all the respective fields (production, marketing, finance & labour management), even though it may involve only some of the farm's enterprises. Individuals who are only responsible for e.g. the staff and marketing functions on a farm, do not qualify for the competition. In the case where an individual is managing an entire enterprise such as the irrigation of potatoes, while another person is responsible for the cattle enterprise, both these individuals may enter the competition and will be judged on their respective enterprise only.
- Entrants will be provided with an equal opportunity to win the competition and will be judged on his/her management philosophy/ability and technical acumen, irrespective of what farming type the entrant practices (e.g. game/livestock, grain/fruit/wine or mixed farming);
- Valid entrants include individuals that may not have or have entered the competition in the past and that may have been a finalist or a non-finalist. Previous winners of the Toyota New Harvest of the Year Competition may not enter again.

Procedure:

- Deserving HDI farmers may request that a participating company/organization nominate him/her, on condition that the company/organisation played a significant mentoring role in his/her development to a successful commercial farmer.
- Each nominating agency may nominate more than one candidate per province if all these nominees are on a very high management level.
- When a deserving farmer is nominated by a nominating agency, entry forms have to be completed. **Section A** must be completed by the nominee and **Section B** by the nominating agency.
- The completed Sections A and B must be submitted by the nominating agency via email, post or fax to the chairperson of the adjudicators, Prof. Carlu van der Westhuizen, to reach his office no later than **25 August 2017**. His contact details are:
 - Tel.: 083 445 2662 / 051 507 3788
 - Postal address: Department of Agriculture, Central University of Technology Free State, P/Bag X20539, Bloemfontein, 9301
 - Scan and email to cvdwesth@cut.ac.za or carluvdw@gmail.com.
- From 4 to 7 September 2017 a panel of 4 adjudicators (+ 1 observer) will judge all entry (nomination) forms to identify 5 finalists. If necessary, nominating agencies will be contacted to verify/confirm information provided or to obtain additional information.
- On 8 September 2017 the names of the finalists will be send to all the nominating agencies and Toyota SA. On this day the finalists will be phoned to inform them that they have been entered in the final round of the competition.
- Once the finalists have been notified, their names, overview of their farming practices and the names of the nominated agencies will be published in the media.
- The Chairperson of the adjudication panel will liaise with the selected finalists to finalise an on-farm visiting schedule between 18 and 29 September 2017 for the adjudication panel to adjudicate each farm.

- During these visits finalists are expected to point out critical aspects of their farming business.
- A representative of the nominating agency may accompany the group of adjudicators during this on-farm visit as an observer.
- On the day of the on-farm visit, finalists must provide the economist (financial expert) on the adjudication team with audited financial statements of the past 3 years of their farming business.
- The duration of the on-farm visit be no longer than 2.5 hours, of which at least 45 minutes will be in the office where the finalist must provide evidence of his/her record-keeping and farm planning systems.
- Once the on-farm adjudication schedule has had been finalised, no changes will be accommodated. Finalists that hereafter being unable to accommodate the adjudication panel on the scheduled date will be disqualified from the competition.
- Entry forms will be treated confidentially and destroyed by the organisers after the winning finalist has been announced.
- The organisers and sponsors will invite the finalists and their nominating agencies to a prize giving event on 19 October 2017 at a venue in Gauteng (place to be confirmed by Toyota SA) when the winner will be announced and presented with his/her prize.

Adjudication panel:

The adjudication panel will consist of three or four independent unbiased experts who have extensive skills, experience and knowledge in specific agricultural fields. They will use an objective, scientific method to identify the winner based on a range of predetermined national and international management criteria.

The decision of the panel of judges is final. No reasons, comments or technical feedback will be given to nominees or nominating agencies.

Judging criteria:

Judging criteria will address the management/business philosophy of the farmer as well as the technical competence with which this philosophy is applied. Although the background of the finalist, new farming machinery, the role of participating partners in the business, the enterprise compilation and size, as well as other related issues are taken note of, it should be stressed that these factors *do not* play a significant role in the evaluation process, as the focus is mainly on the **management philosophy of the farmer** whereby **excellence** and **execution** is more important. The overall judging criteria are as follows:

- 1) **what** are the farmer's agricultural practices;
- 2) **why** does the farmer employ these farming practices; and
- 3) what **alternatives** are available and were considered for these practices.

The on-farm judging criteria include the following areas:

- Finalist's vision of the future;
- Financial management (budgets, records, financing, investment philosophy and filing system used including the finalist's insight into these aspects);
- Production: Livestock (technical aspects, e.g. breeding / genetic improvement, reproduction / offspring, feeding / nutrition, disease control / health, pasture system, fodder planning, general herd management, record keeping, milk harvesting, etc.);

and / or

 Crops/orchard (technical competence and philosophy regarding cultivars used, plant spacing, fertilisation, weed control, entomology, plant pathology, cultivation practices, etc.);
- Marketing strategy (including processing [if applicable], contracts, risk hedging, etc.);
- Maintenance policy and practices;
- Personnel practices, labour philosophy and housing;
- Background and professional profile of the finalist. This category includes the following:
 - How and whether the finalist utilized opportunities, bringing about significant changes to his/her farming enterprise;
 - Insight demonstrated by the finalist in response to questions posed by the adjudicators;
 - During the on-farm visit, finalists will be assessed for their ability to present their farming business and activities in an organised and systematic manner to the adjudication panel;
 - On-farm experiments and trials;
 - Finalist's experience/exposure regionally, nationally and/or internationally;
 - Layout (efficiency) and appearance of the farmyard and farm;
 - Environmentally-friendly actions and practices (conservation) relating to long-term sustainability of the farm.

Method of scoring:

- Each of the criteria will be weighted according to their relative importance;
- Marks will be allocated for each of the criteria determined through a process of discussion and consensus reached, thereby eliminating the possibility to manipulate the outcome of the judging process.

In conclusion, by nominating a suitable candidate for this competition, the nominating agency could feature prominently in the media together with their successful nominee. This competition will further provide a platform for nominees and finalists to receive recognition for their contribution to developing agriculture in South Africa. The winner of this competition stands to win a brand new Toyota Hilux bakkie that can be used on the farm!

For further information or an electronic entry form please contact the chairperson of the panel of adjudicators:

Prof. Carlu van der Westhuizen
Tel.: 083 445 2662 / 051 507 3788
E-mail: cvdwesth@cut.ac.za

SECTION A: (To be completed by the candidate/nominee)



1. Biographical information

- 1.1 Surname:.....
- 1.2 First Name:
- 1.3 Initials :
- 1.4 Age : years
- 1.5 E-mail address:
- 1.6 Marital status: Name of spouse:
- 1.7 Number of children:
- 1.8 Name of farm:
- 1.9 District:
- 1.10 Postal address:
..... (Postal code)
- 1.11 Telephone numbers:
(Cell).....
(Telkom)
- 1.12 Provide accurate en detailed directions to your farm mentioning names of towns, road numbers (if available) and approximate distances in km:
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- 1.13 Coordinates of farm (if available):°.....'....."S,°.....'....."E
- 1.14 Academic/technical/schooling qualifications:
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- 1.15 How did you acquire the farm?
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1.16 What support did you receive from government/private organisations?

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1.17 What external person or company contributed most to your success and why?

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1.18 Total farming experience:..... years

1.19 How long have you been farming on this unit/farm?years

1.20 What is your responsibility/decision-making authority on the farm ? / Who is making the decisions? Who is farming with you?

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1.21 If you are not farming on your own, what is your percentage share in the business?

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1.22 What are the most important changes in the farming business the past 5 years that can be attributed to your personal inputs/initiatives?

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1.23 With what enterprises are you farming, what are their respective contributions by percentage in terms of turnover, and what is the size of the enterprise in terms of hectares (ha), large-stock units (cow of $\pm 500\text{kg}$ = 1 LSU) or small-stock units (ewe of $\pm 50\text{kg}$ = 1SSU)?

Farming enterprise (e.g. maize, dairy cattle, broilers, tomatoes/vegetables, mangos)	Size (ha or number of animals)	% contribution to turnover (if available)

2. **Vision**

2.1 What is your vision of the future of your farm? / Where do you see your farm in 10 years' time?

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2.2 What are your priorities for the coming season?

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2.3 How important is farming in a socio-economical sense in South Africa and how do you see the future of farmers in this country?

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2.4. What do you think is important for farmers to have success with farming in South Africa?

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2.5. What factors/attributes were most important in your own success?

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3. **Financial information (Budget and records)**

3.1 Describe your method of record keeping:

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3.2 What was the tendency of your farming turnover over the last three years? (increasing/decreasing)

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3.3 What was the tendency of your farm's real profit over the last 3 years?

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3.4 Describe your financial control/monitoring of your farming business:

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3.5 What is the role of foreign capital (borrowed money) in your farming business?

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3.6 What was your farm's net capital ratio (total assets vs. total liabilities) during the past 3 years? (Complete the info hereunder)

2015: Total market value of farm: R..... Total debt of farm: R.....

2016: Total market value of farm: R..... Total debt of farm: R.....

2017: Total market value of farm: R..... Total debt of farm: R.....

(Finalists must have audited financial records available at the time of the on-farm adjudication).

4. **Production management**

4.1 What information sources/services do you use and why?

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4.2 What resource conservation practices do you apply? (How do you look after your land and veld?)

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4.3 How do you ensure optimal utilisation of your farm's potential?

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4.4 Mention five factors (in order of importance) that you take into account when making production decisions:

- 1)
- 2)
- 3)
- 4)
- 5)

5. **Marketing**

5.1 Please describe your marketing policy.

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5.2 What market indicators do you use?

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6. **Risk management**

6.1 What are the most important risks with regard to your farming business and how do you make provision for it?

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6.2 What research/experiments/trials are being done on your farm?

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7. **Maintenance**

What is your policy regarding the replacement of vehicles, implements and equipment and the maintenance of fences, roads, etc. on your farm?

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8. **Organising and control of labour/staff**

Please describe your labour policy and practices (personnel management style) on the farm:

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9. **Organised agriculture, study groups and community involvement**

9.1 To what extent are you involved in organised agriculture?

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9.2 To what extent are you involved in a local study group (if available)?

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SECTION B: (To be completed by the nominating agency)



NB. After the nominee/candidate has completed Section A, the nominating agency must complete this section. It can be completed by hand or electronically and must be faxed or emailed (together with Section A) to the main adjudicator (Prof. C. van der Westhuizen) not later than 25 August 2017 (Fax: 051 507 3355, Email: cvdwesth@cut.ac.za). Please provide information on your organisation's farmer development programme/practices and provide an unbiased and accurate perspective on the performance of the nominee. The nominee should not have insight into this section (Section B) and the organisers will also not reveal this portion completed by you to the candidate.

Name of candidate/nominee:

Name of candidate's farm:

Name of nominating agency/organisation/company:

Organisation/Company address:

.....

Name of **contact person** filling this form:

Telephone numbers of contact person: Cell:..... Telkom:.....

Fax: E-mail:

Position of contact person in organisation:

B1. Please specify how your organisation/company is/was involved in the development of the candidate (in less than 80 words):

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B2. What other farmer developmental initiatives does your organisation/department/company have? (In less than 80 words):

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B3. What is your general impression of the candidate's/nominee's farming business?

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B4. What is the frequency of communication between you and the candidate?

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B5. To what extent is the candidate involved in the decision-making processes on his/her farm?

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B6. To what extent is the candidate presently regarded as a leader and/or model farmer among the farmers in the region?

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B7. Any other comments regarding the candidate?

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I hereby indemnify the sponsors and the national judges in respect of any damages whatsoever which I may suffer as a consequence of my participation in the Toyota New Harvest of the Year Competition ("The Competition") or as a result of any information or advice given to me by any person involved in the Competition or any occurrence related to the Competition.

Signed at on thisday of 2017.

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Signature of nominating person/company representative