



**THE CO-OP
DIE KOOPERASIE**



EMPOWERMENT PROJECTS & PROFILES



COMPANY OVERVIEW

The Humansdorp Co-operative is an agricultural co-operative, based in Humansdorp, South Africa and was established in 1944. Its Head Office is located adjacent to Jeffrey's Bay and approximately 90km from Port Elizabeth and has been referred to as The Co-Op since 2013.

Originally created as a Milling company to support local grain farmers, its members unanimously decided to convert the company to The Humansdorp Co-operative Ltd. in 1961. It has since developed to provide support to dairy, citrus, deciduous fruit, sheep, ostrich and grain farmers throughout South Africa and is regarded as one of the biggest co-operatives in the country.

VISION

The leading agricultural business in Africa that ensures the profitability of our members and the development of our communities and environment on a sustainable basis.

MISSION

The maintenance of a healthy balance sheet through cost-effective service delivery and collective bargaining for quality products, in partnership with personnel, clients, suppliers and communities.

Growth & Development through Empowerment

FINANCIAL MODELS TO ASSIST EMERGING FARMERS AND FARMING BUSINESSES

One of the models is the Straight Finance Model that caters for farmers who can provide the necessary surety and is able to comply with the prerequisites set out by the Credit Committee of The Co-op. This model requires a mentor or a strategic partner with up to 50% equity in the business.

Another model is available that caters for farmers/farming businesses or communities that do not have the collateral or strategic partnerships required to access finance. The BEE Division of The Co-op was granted authority to act as a strategic partner, in cases where there is insufficient collateral for security.

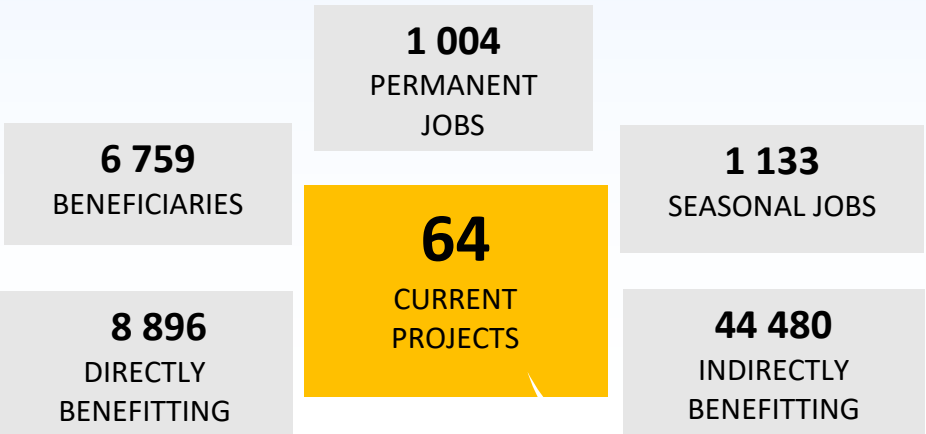
This has enabled businesses and communities to access the finance required to develop and enhance the quality of their lives. Simultaneously, despite the risk, it enables The Co-op to fulfil its role in the sustainable development of communities. This significant contribution has long-surpassed any prescribed obligation, and has allowed The Co-op sufficient oversight in the various business interests to mitigate potential risk and ensure a profitable enterprise for all involved.

Fast Facts on Current Projects

The Co-op employs expert technical staff, including a veterinarian, agronomists, agricultural economists and irrigation technicians. These expert services are made available to emerging farmers to enhance the production capacity of their businesses.

In conjunction with Land Bank and the South African Government, The Co-op offers financing to emerging black farmers. Whilst the funds are provided through governmental channels, The Co-op is responsible for: the assessment of applications; administering of facilities and credit control; and the bearing of all risks relating to the loans.

The Co-op furthermore provides farmers with project management and planning support, as well as financial training to impart the necessary business acumen required to be profitable and sustainable.



Some Current Projects

WITTEKLEIBOSCH DAIRY TRUST

This project situated in the Tsitsikamma, started in 2002 as a 50%-50% partnership between the Wittekleibosch Development Trust and commercial partners funded by The Co-op.

Total Employment

32 Permanent Workers

6 Seasonal Workers

EVE BRAND FARMS (Pty) Ltd

The Co-op funded partnership started in 2004 and today the farm mostly grows apples and pears. The 51% BEE component has since grown to 75.5%. This Langkloof business has recently acquired additional land to develop its deciduous fruit farming.

Total Employment

110 Permanent Workers

50 Seasonal Workers

240 Beneficiaries

REBOKRANT WORKERS' TRUST

This dairy project was funded by The Co-op in 2006 and the BEE component has since progressed to 60% shareholding. Since early 2017, the Trust fully owns the land it is farming on.

Total Employment

33 Permanent Workers

59 Beneficiaries



Pictured here from left to right: Entabeni Board Chairperson: Khaya Katoo; Co-op BEE Manager, Deon Heyns; Entabeni Administrator: Crewelyn Katoo, and Entabeni Project Manager: Louis Nel

THE ENTABENI SUCCESS STORY

From operating at a loss, The Co-op and its partners joined forces in 2014 to nett a six-figure profit after only one year. This mixed farming enterprise near Patensie in the Gamtoos Valley, comprise of 48ha citrus and about 120ha mixed cash crops like maize, potatoes, wheat, pumpkins and teff.

MORE THAN FARMING

Awarded the top Orange Producer Award of the 2015/16 season by Frudata, this enterprise was also nominated as one of the Top 5 Soft Citrus Producers in the Eastern Cape. This award emphasizes the commitment and passion the partners have for their business and see it as further motivation to develop the farm.

As a result of their good business practices and The Co-op financing scheme, Entabeni can now plant additional orchards and acquire new farming equipment and implements from their very own earnings.

Entabeni has 8 shareholders totaling 80% of the shareholding and a Workers' Trust owning 20% of the shares. There are 20 worker-beneficiaries on the farm, whilst the land is owned by the Department of Rural Development and Land Reform.

Exciting Future with New Projects

- Mthabazo Progressive Farmers (Pty) Ltd
- Soutvlei Farming (Pty) Ltd
- Waterfall Farming (Pty) Ltd
- Craighead Farm



Mthabazo Progressive Farmers

This project has combined farming and educational principles. Three villages have pooled their land of 147ha to form a Trust. The Co-op partnered with the Trust to form an operational company that will run the farming operation. With an ample water source, the expansion will focus on vegetables, maize and lucern production. Permanent job opportunities for 26 employees and 50 seasonal staff will be on offer.

Soutvlei Farming

This farm is situated in die Middleton area, Eastern Cape, and comprises approximately 2 600ha, of which 200ha is irrigable land. Alongside the Great Fish River, chicory and lucern will be produced respectively. In addition, pastures will be established to enable future sheep farming. Permanent job opportunities for 19 employees and 40 seasonal staff will be provided.

Waterfall Farming

Located near Peddie, along the Keiskamma River, the Waterfall Farm comprises 148ha of new land that will be irrigated to develop a citrus farm. At the initial vegetable production period, 13 permanent job opportunities will be provided. As the farm becomes established, an additional 54 permanent and 140 seasonal jobs will be provided.

Craighead Farm

With the land owned by Government, the lessor has partnered with The Co-op to establish a citrus farm. The 300ha of arable land will initially produce cash crops, and has additional water rights pending. At first there will be 26 permanent job opportunities provided, whereafter another 108 permanent and 280 seasonal jobs will become available.



commitment today • prosperity tomorrow

THE CO-OP

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