

CONVERSATION

News from Timbali Technology Incubator

December 2017 / January 2018

TIMES ARE CHANGING *Radically*

Read about change at :

- **Public- Private-Partnership level**
- **Personal level**
- **Technical level**
- **Market Intelligence level**

Way back in 1964, Bob Dylan sang his famous song...

*Come gather around people
Wherever you roam
And admit that the waters
Around you have grown
And accept it that soon
You'll be drenched to the bone
And if your breath to you is worth saving
Then you better start swimming or you'll sink like a stone
For the times they are a-changing*

...and as we enter a brand-new year, there is no slowdown in the pace of change, and we need to swim harder than ever!

Initiating, dealing with and adapting to change is both daunting and exciting. It's vogue in today's world to talk about 'radical' change, but what this actually means, and who, how, when and where it takes place is not so clear. Maybe we could learn from US President Obama's recent tweet, thanking the American people for supporting him during his term of office, and exhorting them to embrace change. He said:

"Thank you for everything. As I have said before - I'm asking you to believe, not in my ability to create change, but in yours."

~ **Barack Obama**



At Timbali we not only want to adapt to change, but to initiate and create productive change at all levels, innovating at a technical level; enabling our farmers to become more successful; developing unique public private partnerships; achieving breakthroughs in the markets and building lasting personal and business relationships.



LIMPOPO
PROVINCIAL GOVERNMENT
REPUBLIC OF SOUTH AFRICA

DEPARTMENT OF

AGRICULTURE AND RURAL DEVELOPMENT



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TIMBALI
TECHNOLOGY INCUBATOR

Public-Private Partnership Growth Timbali 'Case Studies' in Change –

Timbali's partnership with the Limpopo Department of Agriculture and the Jobs Fund will soon lead to the opening of a state-of-the-art, GlobalGAP accredited pack house

in Nwanedi, Limpopo Province. It will open its doors early in 2018, giving 150 small farmers access to export, local and retail markets (115 permanent jobs, 900 short term and 400 seasonal permanent jobs will be created). 33 Farmers have already received the training and support to operate and maintain the sophisticated irrigation systems which are in the process of being installed on their

farms. The total investment amount to R120 m.

Timbali is responsible for the implementation and management of the contract which will be handed over to a local Nwanedi co-op in 2020. We are already close to the halfway mark of the contract period, with planned capital expenditure on track to meet budget.



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Personal Change: “Replace I wish, with I will”

Queen Moyane a mother of two children, was born in Nkomazi in 1986, the third of six siblings.

She started her business life as a hair stylist in Cape Town, but was forced to move back home due to her father’s illness. Struggling to make ends meet, in May 2016 she took the opportunity to enter Timbali’s incubation program.

She had no idea what she was in for. She had no technical skills, but as time went on, with Timbali’s training, assistance and the help of her peers in her cluster she soon learnt the ropes on production and how to keep a record of sales and costs. Queen appreciates fully that without Timbali and the peer-to-peer clustering system, she would never have been able to access markets or to minimise her expenses.

Her results speak for themselves. She has produced approximately one ton of high quality patty-pans over the last month, which have been sold mainly in the export markets, generating sales of close to R 36 thousand. Queen says that of all the elements Timbali taught her, it has been the ‘life skills’ component which has been of most value.



She goes on to say “We need to develop sound and lasting relationships to become comfortable in a new and unfamiliar environment”, and pays tribute to Timbali’s training for helping her to build these relationships with the people she is working with. She mentions the importance of Timbali’s Business Development training, which taught her to **“replace I wish with I will”**. She quoted her mother who used to tell her that **“independence is the first step to success”**, she feels that she is developing that independence, because all positive things comes from commitment

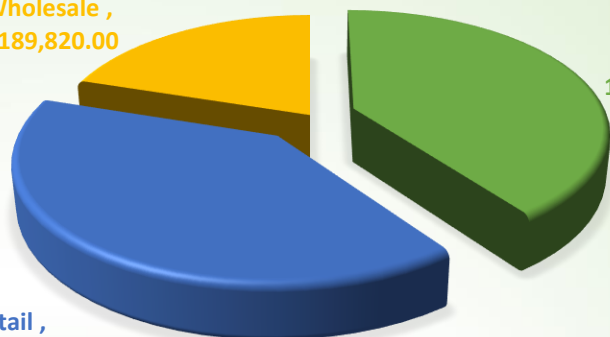


YELLOW PATTY PAN MARKET SPLITS

Wholesale ,
7,189,820.00

Export ,
14,357,710.00

Retail ,
14,340,000.00



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Market Intelligence Change



Operating as individuals, young aspiring farmers find it impossible to gain a foothold in markets, as well as manage the logistics of getting the goods to the market and cope with the price risks. Timbali researches, calculates and provides a 'dumping price' benchmark for each product, providing a guide as to when products should be dumped and not supplied to markets



Technology Change



Timbali continues to raise awareness for 'climate-smart agri-business' through perfecting our practice of 'minimum tillage', with vegetables planted in fixed permanent beds. Advantages gained are improved soil structure, optimal fertilizer efficiency, more efficient water use and higher yield. This methodology involves working on fixed ridges, leaving in place the residue of the previous crop to improve organic content of the soil.



76% Farmers are Women

The theme of Timbali's flower arrangement for January:

LEADERS IN HEELS ARE PASSIONATE.

We are energetic and curious.

We love life and actively craft it to create happiness
And reach our dreams.



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