

IDC ORGANICS VALUE CHAIN DEVELOPMENT STRATEGY

Primary Research 4: Outcomes of the Survey of Certified Organic Producers

Compiled For

The Industrial Development Corporation (IDC) and National
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1 INTRODUCTION

A survey was conducted of certified organic producers to contribute towards research being undertaken on the organics industry in South Africa. The aim of the survey was to obtain information on the the current production (supply) of organic produce in South Africa is, as well as volumes of sales and their markets (demand).

1.1 Obtaining Contact Details of Producers

Organisations providing certification services in South Africa were approached and requested to provide contact details of their certified producers¹. The results of the requests to the certifying organisations are provided below.

Table 1: Information Provided by Certification Organisations.

Organisation	Location of Offices	Information Provided	
		Number of Certified Producers	Contact Details
SGS	South Africa	No	No
Ecocert / Afrisco	South Africa	Yes	Yes
BDOCA / Debio	South Africa	Yes	Yes
SKAL / Controlunion	South Africa	Yes	Yes
BCS	South Africa	Yes	No
Soil Association	European Union	Yes	Yes
Institut fur Marktologie IMO (Swiss)	European Union	Yes	No
Organic Food Federation (OFF)	European Union	No	No
Lacon	European Union	Yes	No

Based on the information provided by certifiers, there are at least 279 certified organic producers in South Africa. This excludes the producers certified by SGS and by the Organic Food Federation (OFF), who did not submit details on number of producers they provide certification services to.

Lacon and BCS provided approximate numbers, but did not provide any contact details. Therefore, of the 279 certified producers mentioned by certifiers, contact details of 165 were obtained to which surveys were submitted.

¹ A certified producer refers to a single certificate. This certificate may be for primary production, packhouses, processing or any process related to the organic value chain. In cases of group certification, the certified producers are certified under a single certificate. The number of producers therefore does not include individual farmers operating under a group certification scheme.

1.2 Structure of the Questionnaires

The purpose of the questionnaire was to get a broad understanding of what is taking place in the South African organic industry. The first questionnaire was designed to capture detailed information under the following themes.

- Primary production
- Commodity groups grown
- Hectares under production
- Volume of production
- Inputs used
- Pest problems
- Employment trends
- Water use
- Markets and trends in growth of demand.
- Strengths / Weaknesses / Challenges related to organic agriculture

The detailed questionnaire may be viewed in Appendix 1

Initially, the survey was sent by email. 32 responses were received from the 165 emails sent, even after a number of follow ups requests. This gave a response rate of 19%. A response rate greater than 12% for such a survey is generally considered good and a group of 30 or more responses is considered sufficient information from which to identify trends with some confidence. However, given the diversity of production and producers positions in the value chain, it was felt that this information was not sufficient. It was therefore decided to follow up with the balance of stakeholders who had not responded telephonically.

A more simplified version of the questionnaire was used for the telephonic survey (Appendix 2). The modified questionnaire focussed on quantitative questions from the original survey rather than the qualitative. An additional 69 responses were obtained, giving a total of 101 responses to the survey, or 61%. Sections 2 to 7 below capture information from all 101 respondents. Section 8 captures some of the qualitative information provided by the 32 respondents to the original questionnaire.

The responses to the questionnaires are captured according the respondents role in organic agriculture *viz*

- Primary Producer
- Input Supplier
- Processor / Packhouse
- Agent / Exporter

It was found in a number of cases that respondents were performing multiple roles within these categories, for example some primary producers were also processors such as in the wine industry. Also, packhouses exported the produce that that they packed out. Consequently, the total of all categories is greater than the total number of respondents.

Table 2: Respondents by Role in the Industry

Total Respondents	101
No of Primary Producer	60
No of Input Suppliers	13
No of Pack-houses / Processors	27
No of Agents / Exporters	19
Total of All Categories	119

2 GEOGRAPHIC DISTRIBUTION OF RESPONDENTS

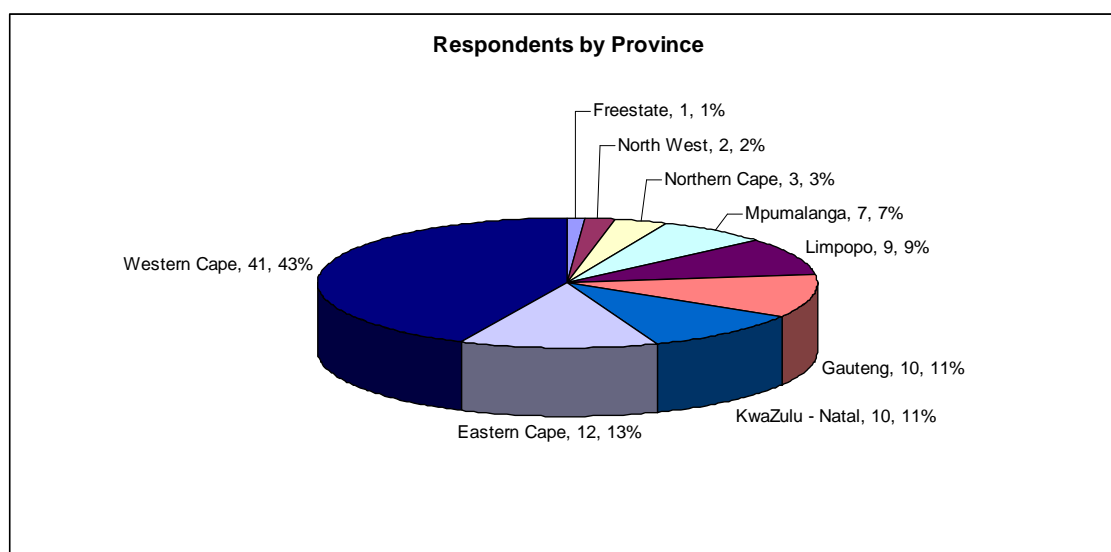


Figure 1: Distribution of Respondents by Province

The majority of respondents were from the Western Cape (41.3%), followed by the Eastern Cape (12%) and KwaZulu-Natal and Gauteng each with 10%. This indicates that a large proportion of organic producers are located in the Western Cape, but may be a result of geographic focus of certification agencies (i.e. those who didn't provide contacts many certify more people in eastern part of the country compared to those certifiers who did provide information). This is also not a representation of hectares of organic farms. Mpumalanga and Limpopo are underrepresented in this graph, as there are a number of organic producers operating in this region identified in the survey process who did not respond.

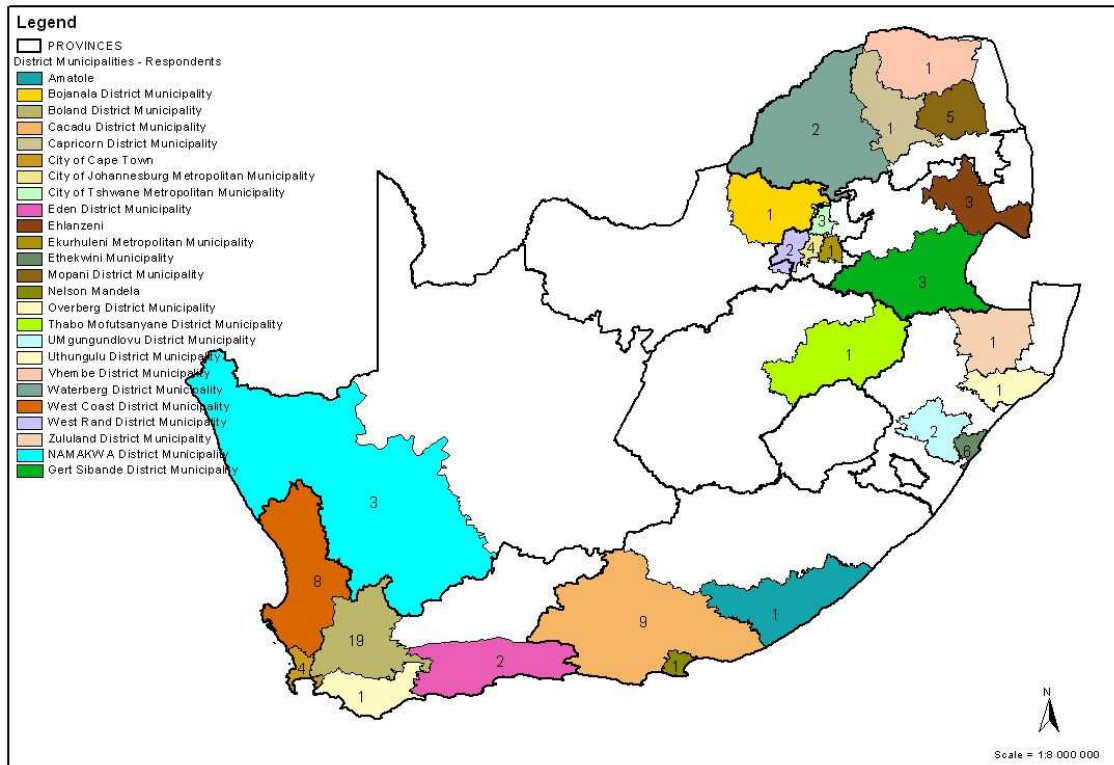


Figure 2: Distribution of respondents by District Municipality

In terms of Municipalities, Boland District Municipality in the Western Cape had the highest number of respondents (19). This is the centre of the Cape wine producing area and the majority of these respondents were grape farmers and / or wine producers. Second was Cacadu District in the Eastern Cape (9). This is a well known citrus producing area. A large proportion of South Africa’s organic citrus is produced and packed in this district. Third was West Coast District (9), which is a grape and field crop producing area. Additional municipalities that had more than one respondent are Waterberg (Limpopo), Mopani (Limpopo), Ehlanzeni (Mpumalanga), Gert Sibande (Mpumalanga), Namakwa (Northern Cape), City of Johannesburg and Ekurhuleni (Gauteng), Ethekewini (KZN) and Mgungundlovu (KZN).

3 PRIMARY PRODUCERS

Respondents who indicated that they were primary producers were asked to provide information on area under crops, the yields, and price received as well as an indication of the percentage split between local sales and export sales.

In cases where prices or yields were not provided by some respondents, the lowest values from other respondents in the same commodity category were used. For example, if a respondent indicated that they produced 5 hectares of table grapes, but did not provide an indication of yield or price received, the lowest yield and the lowest price received from all other table grape producers were used. Where no yields or prices received were recorded for a given commodity group, values could not be ascribed and these were not included in the figures provided below. The values of exports and local sales are as a result likely to be underestimates of the actual value of production by respondents who indicated that they are primary producers.

Of the 60 respondents who indicated that they were primary producers, the hectares under organic production are 8 437. The value of local and export sales are estimated at R84 million and R75 million respectively, giving a total value of sales R160 million from all respondents.

Vegetable production commands the highest value of both local and export sales, followed closely by fruit sales, which comprise primarily citrus and avocado. A more detailed breakdown of commodity groups is provided in Appendix 3 and the tables below.

Table 3: Crops / Commodities Being Grown by Primary Producers

Commodity	No Of Times Recorded	Ha	Value Local Sales	Value Export Sales
Compost	2	5.0	8,500,000	0
Fallow	1	0.0	0	0
Fodder	1	5.0	0	0
Fruit	52	1,435.5	34,777,252	30,354,717
Grapes - wine	9	337.0	1,155,750	9,074,250
Grapes - table	6	164.5	396,910	2,643,690
Herbs / Spices	25	18.1	138,000	32,000
Livestock	8	5.0	193,483	0
Nursery	2	0.3	99,000	0
Nuts	4	71.5	2,676,000	714,000
Row crops	6	162.0	175,000	480,000
Teas	3	5,382.0	120,000	1,050,000
Vegetables	71	848.6	36,136,466	31,194,657
	190	8,434.47	R84,367,860	R75,543,314

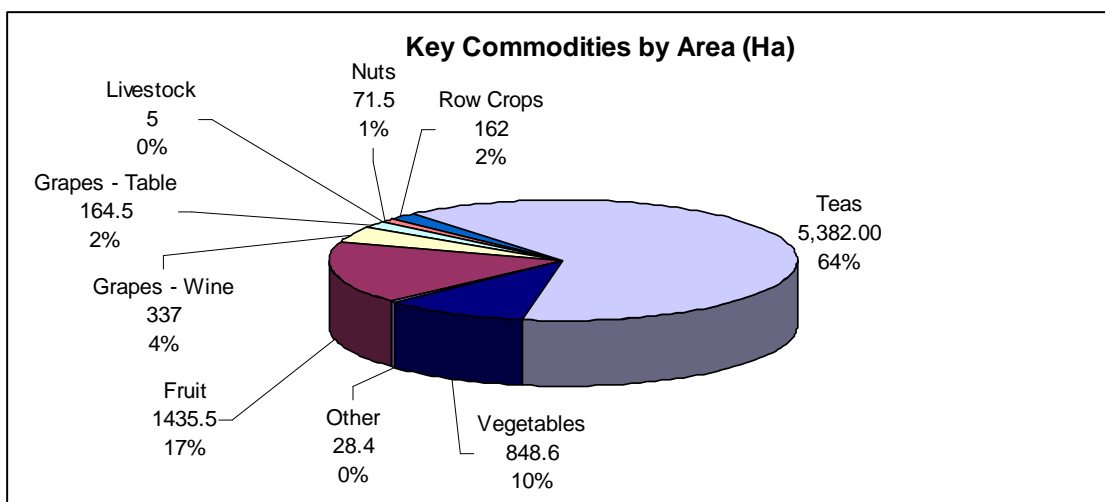


Figure 3: Key Commodities by Area

An analysis of areas under commodities being produced by respondents shows Teas to be the highest area under production at 64%. The teas comprise mainly of Rooibos and Honeybush teas, some of which are harvested from the wild over large expanses, accounting for the large area. Fruit production accounts for the second largest by area under

crops, accounting for 17%, followed by vegetables accounting for 10% and being the most intensively produced commodity.

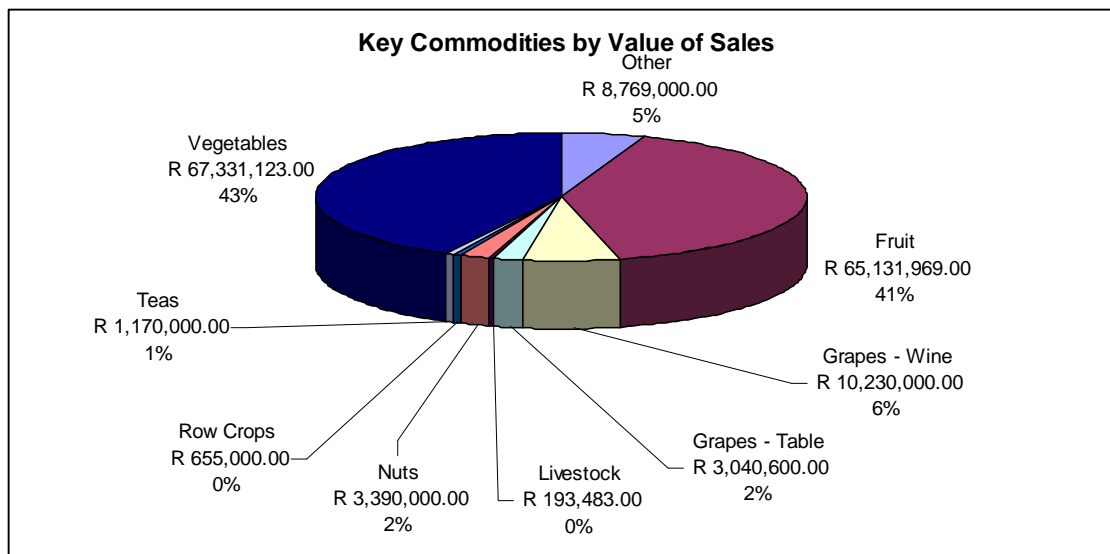


Figure 4: Key Commodities by Value of Sales

In terms of value of sales, fruit and vegetables stand out as the major earners, accounting for 84% of all sales reported by respondents. Grapes in the form of table grapes and wine account for 8% of sales, while Other and Nuts also contribute.

The value of sales and hectares of production of vegetable crops are provided in Table 4. The information in this table indicates that the commodities grown in large volumes with high value of sales are grown by a few producers. Most of these producers are supplying to retailers or processors on specific supply contracts. In many cases the vegetables are produced on more than one farm. The highest value of crops producers are in descending order Broccoli, Asparagus, Green Beans, Cauliflower and Pumpkin. The total local sales for these products are R30 million, while export sales are indicated as R31 million, indicating that 51% of the product is exported. These sales are approximately 37.5% of total sales captured by the survey, and are in the hands of 7 producers. It is likely that there are more large and medium scale producers who have not been captured in this survey.

In contrast, crops grown by the highest number of producers are in descending order Lettuce, Onions, Butternut, Spinach, Beetroot and Garlic. The total local sales for these products are R2 million, while export sales are indicated as R200 000, indicating that only 10% of this produce is exported. There is also a tendency for the smaller farms to produce more for local markets and the larger farms focussing mainly on export markets. In addition smaller vegetable farms tend to produce a larger variety of crops, in line with organic principles of diversity and crop rotation.

Table 4: Vegetables Recorded as being produced by respondents.

Vegetables	No Times Recorded	Ha	Value Local Sales	Value Export Sales	Totals
Broccoli	2	175.5	20,944,000	20,825,000	41,769,000
Asparagus	2	323	4,500,000	4,500,000	9,000,000

Green Beans	2	160.3	3,029,100	3,005,100	6,034,200
Cauliflower	1	25	1,312,500	1,312,500	2,625,000
Pumpkin	1	2	315,000	1,260,000	1,575,000
Mixed Vegetables	1	7.8	927,075	0	927,075
Green Peppers	2	6.8	847,590	46,353	893,943
Lettuce	7	17.8	768,900	0	768,900
Beetroot	4	4.5	652,500	0	652,500
Tomatoes	2	5	569,100	0	569,100
Garlic	4	11.5	452,250	42,000	494,250
Brinjals	2	3.5	377,000	0	377,000
Onions	6	9	143,979	179,150	323,129
Baby Marrow	2	4.5	244,336	11,544	255,880
Sweet Potatoes	2	6	236,000	4,000	240,000
Gem Squash	1	5	201,696	0	201,696
Mixed Vegetables	1	55	200,000	0	200,000
Beans	2	2.5	106,390	4,810	111,200
Leeks	2	2	76,000	4,000	80,000
Butternut	5	8.2	53,750	0	53,750
Chilli	2	3.3	50,000	0	50,000
Radish	1	2	50,000	0	50,000
Peas	2	0.6	42,500	0	42,500
Carrots	2	0.7	25,200	0	25,200
Sweet Corn	2	0.5	7,000	0	7,000
Spinach	4	1.8	4,600	200	4,800
Cabbage	2		0	0	0
Patty Pans	1	5	0	0	0

Table 5 below shows a contrasting picture in terms of fruit production. The largest value of production also has the largest number of producers. Citrus and Tropical Fruit are major exports from South Africa, and this is reflected in the value of organic trade as well.

Table 5: Fruit Recorded as Being Produced by Respondents

Fruit	No Times Recorded	Ha	Value Local Sales	Value Export Sales	Totals
Citrus	17	349.5	20,654,625	17,545,875	38,200,500
Avocado	5	429.5	7,667,044	7,525,026	15,192,070
Mango	2	263.3	3,631,000	319,000	3,950,000
Mixed	1	240	0	3,600,000	3,600,000
Bananas	1	26	1,116,128	279,032	1,395,160
Peaches	3	12.7	619,125	206,375	825,500
Apples	2	6.7	227,469	428,033	655,502
Guavas	3	78	185,010	385,349	570,359
Olives	1	10	300,000	0	300,000
Apricots	3	2.7	121,500	40,500	162,000
Strawberries	1	1	150,000	0	150,000
Plums	3	2.7	42,120	14,040	56,160
Pears	1	0.7	34,461	11,487	45,948
Kiwi Fruit	1	0.5	28,770	0	28,770

According to the National Department of Agriculture (2006), wine (R3 564 million), citrus fruit (R2 979 million), sugar (R2 347million), grapes (R2 103 million) and maize (corn) (R1 996 million) were the most important agricultural export products. To put organic produce in perspective, and acknowledging that the value and volume of sales provided in the tables and graphs above is probably less than 50% of certified organic sales, the Table below gives an indication of the relative value of exports.

Table 6: Comparison of National Export and Organic Export Sales

Commodity	National Sales (DoA)	Organic Sales (Survey)	Organic Sales as a Percentage
Citrus	2,979,000,000	17,545,875	0.59%
Wine	3,564,000,000	9,074,250	0.25%
Grapes	2,103,000,000	2,643,690	0.13%

The value of organic sales of these commodities represent a very small proportion of the value of national exports. The figures do indicate that there are significant opportunities for growth, given the growing demand for organic produce locally and internationally.

4 PACKHOUSES AND PROCESSORS

26 packhouses and / or processors responded to the survey. Of these, 7 were also primary producers and 11 were also exporters. Most (23) of the exporters exported product themselves and on behalf of other producers. Four indicated that they processed and exported only their own product.

The following products were recorded as being processed and / or packed out by respondents (Figure 5 and Table 7):

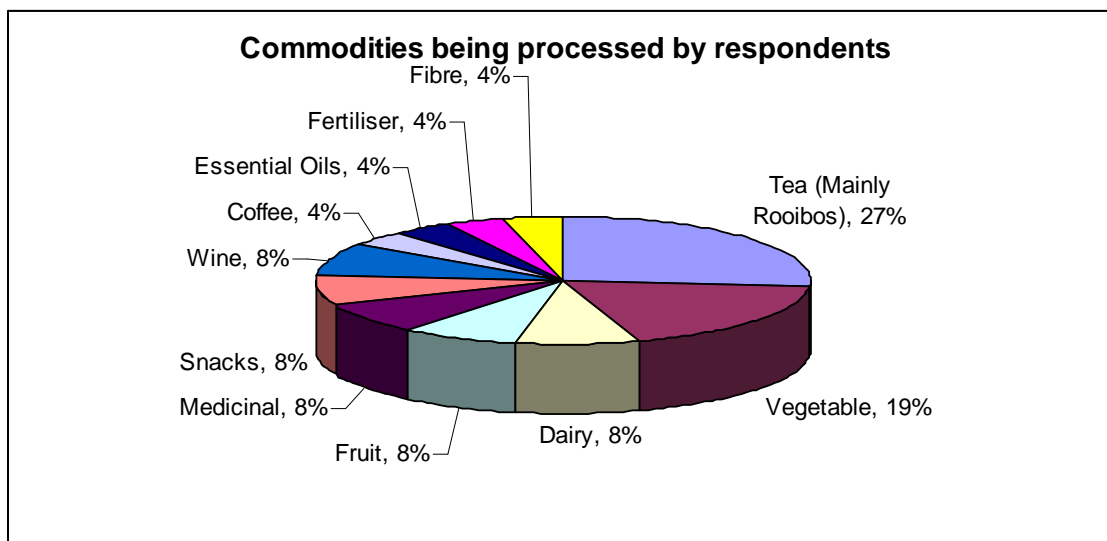


Figure 5: Commodities being processed / packed out by respondents.

The results from the processing respondents paint a different picture in terms of what the main organic export commodities are. The highest number of respondents (7) indicated that they were processing / packaging tea, which comprises primarily of Rooibos tea and to a lesser extent, Honeybush. Vegetable packaging / processing came in second with 5 respondents indicating that they were processing / packaging vegetables. Dairy products, fruit, medicinal products, snacks and wine each had two respondents who indicated that they were processing.

Table 7: Commodities being processed and / or packed out by respondents

Commodity	Number of times recorded	Percentage of total times recorded
Tea (Mainly Rooibos)	7	27%
Vegetable	5	19%
Dairy	2	8%
Fruit	2	8%
Medicinal	2	8%
Snacks	2	8%
Wine	2	8%
Coffee	1	4%
Essential Oils	1	4%
Fertiliser	1	4%
Fibre	1	4%
	26	100%
Not Stated	0	100%
		26/26

When asked as to where processors obtained their raw materials, the largest proportion (13) indicated that their raw materials were obtained solely from external farmers. Eight respondents were producer – cum – processors, six of whom used only raw materials from their farms and two who used a combination of on farm raw materials and produce from other farmers. Six respondents indicated that they imported their raw materials for processing, two examples being textiles (cotton) and coffee.

Table 8: Source of raw materials by respondents

Source of Products	Number of times recorded	Percentage
External suppliers	13	48%
Imported	6	22%
On Farm	6	22%
On farm and local farms	2	7%
TOTAL	27	100%
Not Stated	0	100%
No of Respondents.		26/26

4.1 Markets for Packhouses / Processors

4.1.1 Local Markets

Woolworths was identified by the most respondents as their key local market (8). Five respondents did not provide specifics and stated that they sold to local markets or retailers. In most cases, processors and packhouses were not prepared to give detailed information on turnover or other financial information related to their operations or markets.

Table 9: Breakdown of local markets

Market / Outlet	No of times recorded	Percentage
Woolworths	8	30%
Local markets / retailers	5	19%
Pick n Pay	3	11%
Checkers	2	7%
Constellation Now Ltd	1	4%
Makro	1	4%
McCains	1	4%
Natures Source	1	4%
Nestle	1	4%
Not Stated	1	4%
Rooibos Limited	1	4%
Spar	1	4%
Vital health Foods	1	4%
	27	100%
Not Stated	1	96%
		26/27

4.1.2 Export Markets

Figure 6 and Table 10 show the countries that packhouses and processors export to. These figures are by number of responses and not linked to value or volumes. The EU represents the largest export region followed by the USA and Canada. To a lesser extent, exports are made to other African countries, Russia, Asia, Japan and Australia.

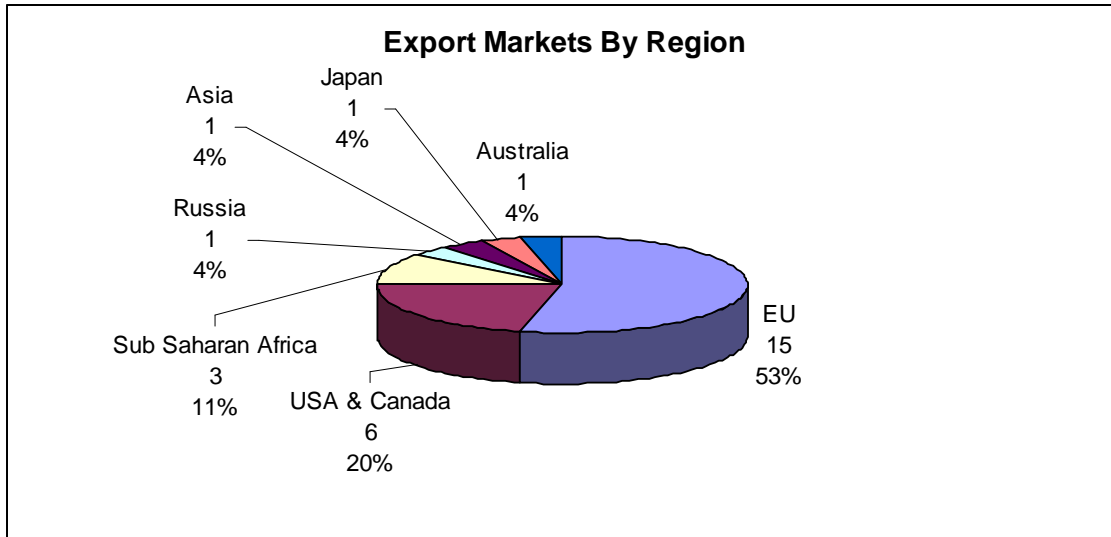


Figure 6: Export Markets by Region

In terms of specific countries (Table 10), Europe was named by the most respondents as their major export market. These respondents were reluctant to provide country-specific information. The two countries accounting for the majority of exports, then, are the United Kingdom and the United States of America.

Table 10: Export markets by country

Country	No of times recorded	Percentage
Europe	6	21%
UK	5	18%
USA	5	18%
Asia	1	4%
Australia	1	4%
Canada	1	4%
Germany	1	4%
Holland	1	4%
Japan	1	4%
Kenya	1	4%
Netherlands	1	4%
Russia	1	4%
Sub Saharan Africa	1	4%
Switzerland	1	4%
Tanzania	1	4%
	28	100%

Not Stated	1	96%
		25/26

When viewing European markets alone (Figure 7) it becomes clear that the UK is a significant consumer of organic produce from South Africa, accounting for 33% of the total exports to European markets.

This appears to reflect the same trend in overall agricultural exports. During 2005/06, the United Kingdom, the Netherlands, Zimbabwe, United States and Japan were the five largest trading partners of South Africa in terms of export destinations for agricultural products, with export values of R2 943 million, R2 560 million, R1 383 million, R1 291 million and R1 154 million, respectively. Notably, About 22,6 % of total agricultural exports for the period July 2005 to June 2006 went to the United Kingdom and the Netherlands (Department of Agriculture, 2006).

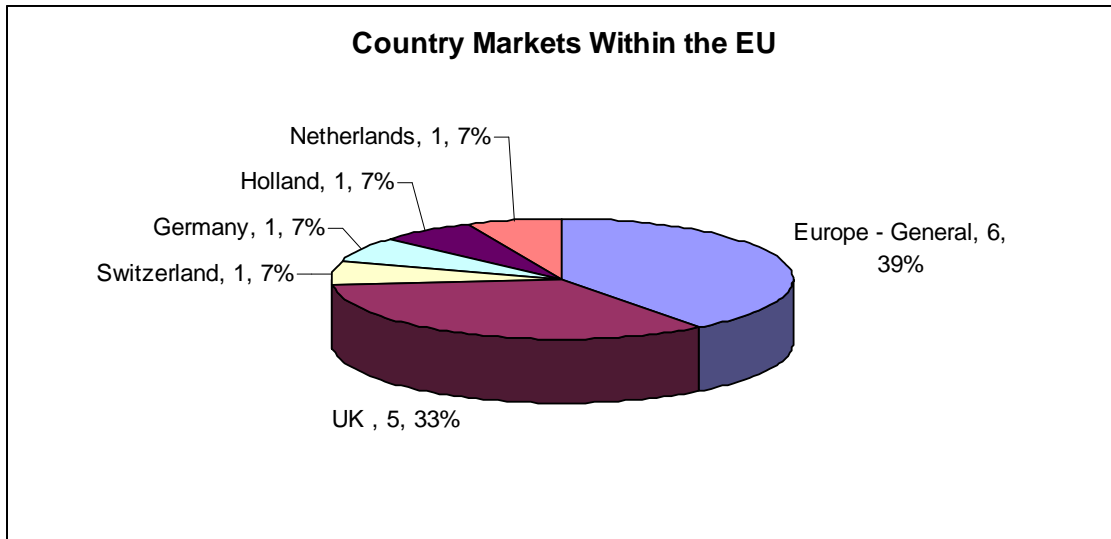


Figure 7: Country Markets within the EU

4.2 Business Growth

To get an idea of trends in business growth, respondents were asked to comment on the growth of their enterprise, which are presented in

Table 11 below.

Table 11: Comments on business growth

Comment on Business Growth	No of times recorded	Percentage
Volume and turnover decreasing	1	5%
Fledging enterprise - No trends noticed	3	14%
Volume and turnover stable	2	10%
Volume and turnover stable - limited by production capacity	1	5%
Increased	3	14%
0-10% increase in volume and turnover	5	24%
10 - 40% increase in volume and turnover	5	24%
100% increase in volume and turnover	1	5%
	21	100%
Not Stated	5	81%
		21/26

The majority of respondents indicated that business was increasing, reflecting a growing demand for and production of organic agricultural produce.

Table 12: Consolidated Information Provided by Packhouses and Processors

Products	Source of Raw Materials	Markets Local	Markets Export	Business Growth
Amadumbe	Ezemvelo farmers association, Umbumbulu	KwaZulu-Natal - Woolworths		20% increase in volume
Asparagus	On farm	Local - Woolworths	Marks and Spencers	Increasing
Broccoli and Cauliflower	All on own farms	Nature's Source; McCain's	USA	Export demand currently low, but market is growing
Citrus	All on own farm		Europe	40% year on year growth in volume and turnover over the last three years
Citrus	Sundays river valley farmers		UK, Holland, Canada, Asia	100% year on year increase in volume for last four year, but started from a very small base
Coffee	South America and East Africa	Exclusively local - Woolworths		New business, so no trends noticed yet
Dairy - Cheese Products	Milk from local farms; cultures from Europe	Exclusively local - Woolworths		5% growth since last year
Dairy - Cheese, Yoghurt, Cream and Butter	On farm	Local - Nestle, Retailers, Hotels		Volume and turnover stable - limited by available land and hence number of producing animals
Denim	Tanzania	Woolworths, Countrywide		Organic denim only a very small percentage of turnover
Essential Oils	Swaziland		EU, England	New business, so no trends noticed yet
Fertiliser pellets	Various poultry farms	Western Cape, Limpompo, Mpumalanga	Kenya, Tanzania	20% year on year growth over the last three years
Garlic	80% on farm; 20% from a collaborating farmer	Exclusively local - Woolworths		30 - 40% year on year growth for the last three years
Grapes	Various organic grape farmers	Constellation Now Ltd	UK, Switzerland, Germany and Russia	40% year on year increase in volume
Lettuce	Via an empowerment company, which manages the supply of organic fresh produce	Western Cape retailers: Woolworths, Pick n Pay, Spar, Checkers		10% year on year growth over last five years
Nuts and Dried Fruit	Local and abroad	Exclusively local - Woolworths		Slight increase
Oats and organic bars	Europe	Local Markets		Not stated

Ointments from medicinal herbs	The Karoo, Namibia and Botswana	USA and Europe		Increased
Tea - Honeybush	Cultivated and wild harvested	Rooibos Limited		Volume and turnover stable over the last five years
Tea - Ceylon, Rooibos, Herbal	Local and abroad	Local retailers: Pick n Pay, Checkers, Makro	Through agents to UK, USA, Sub Saharan Africa and Continental Europe	3-4% increase in volume
Tea - Rooibos	Various farmers in the Cederberg		Germany, UK, Netherlands, Japan, USA	5% year on year increase
Tea - Rooibos	Local farms		Europe	Stable
Tea - Rooibos and Honeybush	Various farmers in the Cederberg	Vital health foods	UK, Japan, Sri Lanka, USA	Downward trend in sales
Tea - Rooibos and Honeybush	Western Cape	Pick n Pay	Australia, UK	6% Increase in turnover

Specific statements regarding growth made by respondents include:

- o 3-4% increase in volume
- o 5% growth since last year
- o 5% year on year increase
- o 6% Increase in turnover
- o 10% year on year growth over last five years
- o 20% year on year growth over the last three years
- o 40% year on year growth in volume and turnover over the last three years
- o 20% increase in volume
- o 30 - 40% year on year growth for the last three years
- o 40% year on year increase in volume
- o 100% year on year increase in volume for last four years, but started from a very small base

5 INPUT SUPPLIERS

Ten certified input suppliers responded to the surveys. Eight of the respondents supplied fertilisers and other soil amendments, while only two indicated that they were supplying pest control products.

Table 13: Types of Inputs Sold by Input Suppliers Responding to the Survey.

Fertilisers	
Organic Growth Product	Plant Extracts
Organic fertiliser	Poultry Manure
Organic Fertiliser	Poultry Manure
Organic Fertiliser	Poultry Manure
Soil Amendment / Conditioning	
Compost	Organic matter
Diatomite	Diatomite
Biological Soil Remediation	Humic and Sulfic Acids
Soil Inoculants	Bacteria and Fungi
Fungicides	
Certified fungicide	Copper / Sulfur
Fungicide	Canola, Soya, Garlic
Insecticides	
Biological Pesticides	Bacteria
Other	
Wetting Agents	Organic extracts and water

Table 14 indicates firstly that a large proportion of sales are to commercial ventures which include farmers, horticulturalists and government. Household use makes up a small proportion of total sales, according to the input suppliers who responded to the questionnaire. Of the commercial sales, the majority of sales of the organic inputs appear to be to conventional farmers, with comparatively small purchases of these products by organic farmers. Input suppliers provide the following reasons for this:

1. The small number of certified organic farmers in South Africa
2. The use of on farm inputs and recycling by organic farmers.
3. Increasing awareness by conventional farmers of the benefits of improved soil condition, biological activity and synergistic effects of organic fertilisers and soil amendments.

Consequently, input suppliers focus on inputs that are attractive to both organic and conventional farmers. Organic specific inputs, such as organically certified seed therefore are limited in availability.

Most input suppliers indicated that business was at the least stable, or has shown significant growth over the recent past. This information therefore reflects an increase in demand for certified organic inputs, but these inputs are not necessarily being sold to organic farmers.

Table 14: Distribution of Sales by Input Suppliers

	Use		Conventional vs Organic Sales		Comments on Growth of Business
	Household	Commercial	Conventional	Organic	
1		100%	Unknown	Unknown	100% per year for last 4 years
2	30%	70%	99%	1%	R2.5 million growth per year
3	0%	100%	95%	5%	Stable over last 3 years
4	20%	80%	87%	13%	Growth limited by availability of raw materials
5	30%	70%	50%	50%	Stable
6		100%	90%	10%	Volumes have increased by 20 000 litres per annum
7	Unknown	Unknown	Unknown	Unknown	Growth has increased by 20 - 50% per annum
8	Unknown	Unknown	Unknown	Unknown	Unknown
9	0%	100%	Unknown	Unknown	Unknown
10	0%	100%	0%	100%	Unknown

6 AGENTS, IMPORTERS AND EXPORTERS

18 Respondents indicated that they were agents, importers and / or exporters. Of these, 4 indicated that they were also primary producers and 11 indicated that they were also packhouses / processors. Of the 18, 2 indicated that they were importers while the remaining 16 were exporters.

Teas, wine, citrus and grapes were recorded as the commodities that are exported the most. This reflects trends captured under the producers and processors section.

Commodity Types Exported	No of times recorded	Percentage
Tea - Rooibos, Honeybush, Ceylon Tea	5	26%
Wine	3	16%
Citrus	2	11%
Grapes	2	11%
Avocado	1	5%
Broccoli	1	5%
Cauliflower	1	5%
Certified Organic Fungicide	1	5%
Eucalyptus Oil	1	5%
Organic Fertiliser	1	5%
Stone Fruit	1	5%
	19	100%
Not Stated	0	100%
		18/18

Again, the EU showed itself to be the major market for exports of South African organic produce and the UK stands out again as South Africa's major organic trading partner.

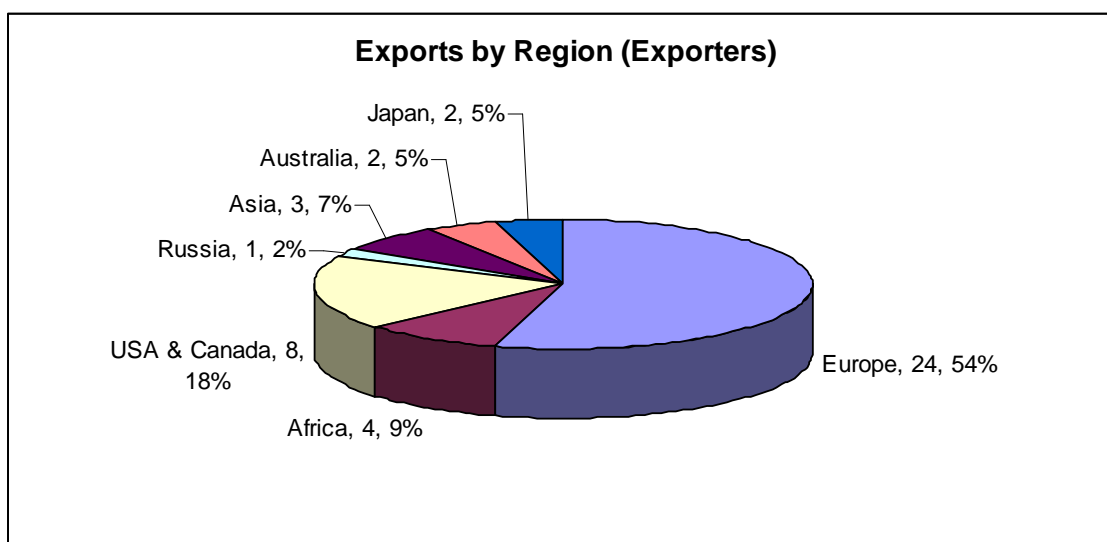


Table 15: Export Destination by Country from Exporters

Export Destination by Country	No of times recorded	Percentage
UK	10	23%
USA	6	14%
Europe	5	11%
Canada	2	5%
Germany	2	5%
Holland	2	5%
Japan	2	5%
Asia	1	2%
Australia	1	2%
Australia	1	2%
Belgium	1	2%
France	1	2%
Italy	1	2%
Kenya	1	2%
Namibia	1	2%
Netherlands	1	2%
Russia	1	2%
SADC	1	2%
Sri Lanka	1	2%
Sub Saharan Africa	1	2%
Switzerland	1	2%
Thailand	1	2%
	44	100%
Not Stated	0	100%
		18/18

The only importer who provided information on products being imported was a coffee exporter who imported coffee from the following countries:

- Honduras
- Peru
- Kenya
- Ethiopia

7 COMMODITIES BY DESTINATION

The respective destinations by commodity were assessed to determine if there are any specific trends that could be identified. In terms of destinations, the European Union, and to a lesser extent, the USA features strongly. The most popular exports (citrus, Rooibos, wine) are exported to a number of foreign destinations in addition to the above countries, such as Canada, Asia, Sri Lanka, Russia. Beyond this no significant trends for commodities by country could be identified.

Table 16: Commodities by Destination Country

Commodity	Destination Countries	Number	Percent
Aloe Products	USA, UK	2	4%
Asparagus (2 producers)	UK	1	2%
Avocado	UK, Belgium, France	3	5%
Broccoli (2 producers)	USA	1	2%
Cauliflower (2 producers)	USA	1	2%
Citrus	EU - General (2), UK, Canada, Asia (3), Holland (3)	9	16%
Eucalyptus	EU - General	1	2%
Fungicide	Australia, Thailand, Italy, SADC	4	7%
Grapes	USA, EU General, UK, Holland	4	7%
Medicinal Herbs	USA	1	2%
Organic Fertiliser	Namibia, Kenya	2	4%
Stone Fruit	EU – General, UK, USA	3	5%
Tea - Rooibos / Honeybush	USA, EU General (6), UK (6), Germany, Japan (3), Netherlands, Sri Lanka, Sub Saharan Africa	15	26%
Wine	USA, EU General (2), UK (3), Switzerland, Germany, Russia, Canada, Holland	10	18%
		57	100%
	Not Stated	0	100%
			34/34

8 QUALITATIVE INFORMATION PROVIDED BY RESPONDENTS

The information provided below is derived primarily from the 32 respondents from the email survey the information is not necessarily absolute but can provide an indication of farmers' perceptions and attitudes.

The numbers at the top of the table indicate valid responses to the question against the total number of responses. For example, "18/18 or 100%" means that there were 18 valid responses to the question out of the 18 responses, or "55/58 or 95%" means that of the 58 responses to the question, 55 or 95% were valid responses. In the case where there are more than 32 responses to a question, it means that respondents provided more than one answer to the question.

The qualitative information is summarised in the tables below. Full detailed responses are provided in Appendix 6

Do you anticipate expanding organic production? Please give reasons. (28/28 or 100%)

Reasons for expanding organic production (Top 4)	Percentage
Increasing demand for organic produce	25
To improve economies of scale/cashflow	18
Belief in organic philosophy (environmental/social)	18
Have learnt lessons and developed systems to make expansion easier.	11

The primary reasons for expanding production are centred on response to increasing demand and to improve profitability. Also relevant were belief in the philosophy of organic farming, but certainly the primary reason seemed to be economic.

How long did it take for your cash flow to become positive? (15/17 or 88%)

How long did it take for cash flow to become positive (All responses)	No of times stated	Percentage
3 years	6	40
Cant say	3	20
Did not become negative	2	13
1-2 years	1	7
4 years	1	7
5 years	1	7
7 years	1	7

It is often stated that crop losses and reduced yields arise from changing to an organic system of production. This question aimed to get an understanding of whether this was the case and if so, how long the impact of the change lasted. The majority of respondents indicated that it took 3 years for cashflow to become positive. Two indicated that cashflow had not become negative. One respondent indicated that cashflow was still negative after 7 years.

Has your water use efficiency improved since conversion to organic farming? (17/17 or 100%)

Water usage values	Percentage
No values, but general improvement	12
Irrigation scheduling improves use.	12
25-30% reduction	6
Reduced by 5 - 6hrs per week	6
Have improved efficiency so much that am selling of water rights.	6
Reduced 10-7cm per week	6
20% reduction in consumption.	6
Applications reduced from once a week to once every 3 - 4 weeks	6
Can now plant 4ha instead of 2ha	6
Spring water used for for drip irrigation	6

Respondents were asked to indicate whether their water use efficiency / consumption had improved. Of the 17 who responded to this question, all indicated that water use had improved. Given these improvements in a water scarce country, research into water use efficiency on south African organic farms should be undertaken in more detail.

Have the skills levels of your employees improved? Please explain.

Skills have improved (Top 5).	Percentage
Investment in training	19
Learnt composting and other organic skills	19
Increased observation and awareness	15
Increased communication and sharing has created an understanding of the value of organic farming	11
Increased awareness of hygiene and quality	4

Respondents were asked to describe whether the skills levels of staff had improved as a result of changing to organic farming. The majority of respondents observed an improvement in skills in staff members.

Please list your three greatest challenges (95/97 or 98%)

Biggest challenge facing organic farmers	Percentage
Pest and disease management	9
Weed control/management	7
Labour staff costs/productivity	5
Lack of labour management skills	5
Obtaining organic seeds	5
Maintaining soil fertility with organic outputs	4
Lack of technical advice/support from government or research institutions	4
Harvest and post harvest quality management	4
Improving soil fertility	3
Ability to produce high quality compost	3

Biggest challenge facing organic farmers	Percentage
Not enough local support for organic produce	3
Lots of manure in Europe, extensive agriculture in South Africa makes manure expensive	2
Reduced yields	2
Drought/heat	2
Cultivation	2
Mindset of farmers/consumers	2
Germination	2
Cost of organic fertilizers	2
Cash flow to start up	2
Distance from markets	1
Foreign certification standards incompatible to South Africa	1
Post harvest storage	1
Lack of R&D support	1
Obtaining/ costs of organic inputs	1
Suitable small scale farming equipment	1
Labour availability	1
Fraudulent organic claims undercutting organic market	1
Theft	1
Marketing	1
Misleading information from product suppliers	1
Economies of scale to establish a viable unit	1
Access to finance	1
Quality control assurance	1
Predation by guineafowl and rabbits	1
Limited knowledge of organic farming practices	1
Need incentives to encourage organic produce	1
Make wine with reduced sulphites	1
Capital limitation for expansion	1
Large enough product range to meet demand	1
Ignorant and negligent practices by neighbouring farmers causes damage	1
No local organic certification process	1
Lack of time due to manual nature of activity - always catching up	1
Difficult to obtain organic certified inputs for processing	1
High cost of certification and record keeping load	1
Lack of organic training, no platform for sharing information	1
Accurate and appropriate soil analysis for organic farming	1

52 different categories of responses were recorded for this question from 97 responses (Appendix 6), indicating the range of challenges faced by farmers. A large number of responses relate to technical / information problems, access to information, labour, financing and attitudes of consumers and other farmers.

What support do you need to address these challenges? (55/58 or 95%)

What support do you need to address these challenges (Top 6)	Percentage
Financial support/subsidies/government recognition	27
Research and development	11
Technical support/information	9
Training / extension support / extension services	8
International acceptance of local certification for our environment	4

While there was great diversity in the challenges described by respondents, the majority identified

- Government Support and recognition
- Technical information and support
- Training and extension

as key support areas that would assist organic farmers.

Where do you get advice for problems related to organic farming? (59/59 or 100%)

Where do you get advice for problems related to organic farming	Percentage
Literature/books/internet	24
Other farmers	17
Certifying body	12
Consultants	12
Own research/experience	10

Farmers appear mainly to do their own research in terms of solving their problems.

9 SUMMARY

The information provided by certifiers shows that there are at least 279 organic producers in South Africa. This includes primary producers, processors, packhouses and input suppliers. It is likely that the number of certifications are greater than 350 given that some certifiers did not provide information regarding the number of certifications that they have issued.

101 certified producers responded to either the email survey or the subsequent telephonic survey. Of this 101, 60 indicated that they were primary producers of some sort. These 60 accounted for 8 434 hectares of organically certified land. From this area of land producers indicated that the value of production was R84 million for domestic markets and R75 million for export markets. Given that only one third of the estimated number of producers responded, it is likely that these numbers can safely be doubled to represent the minimum area and value of production.

In terms of key commodities by area, teas accounted for the largest area given by respondents at 5 300 hectares. This consists primarily of Rooibos and to a lesser extent Honeybush, which are both produced under extensive conditions. The next largest commodity by area is fruit (1 400 ha) consisting mainly of citrus. Third is vegetables, accounting for 848 hectares and the fourth largest commodity by area is grapes at 300 ha.

The key commodities by value of sales (domestic and export) are as follows:

- Vegetables - R67 million
- Fruit – R65 million
- Grapes – R10 million
- Tea – R1.1 million

Within the two major commodities (fruit and vegetables), the value of the top four commodities are as follows:

Vegetables

- Broccoli – R41 million (2 producers)
- Asparagus – R9 million (2 producers)
- Green Beans – R6 million (2 producers)
- Cauliflower – R2.6 million (1 producer)

Fruit

- Citrus – R38 million (17 producers)
- Avocado – R15 million (5 producers)
- Mango – R3.9 million (2 producers)
- Mixed Fruit – R3.6 million (1 producer)

The EU is by far the largest export market for South African organic produce, with the UK accounting for the largest proportion of these exports (at least 33%).

When compared against the value of major agricultural exports from South Africa the value of organic produce provided by respondents is approximately 0.5%. This indicates that there are significant opportunities for growth.

The majority of respondents indicated that their enterprises were at least stable and that the majority were expanding production in response to increased demand. It can be concluded that there is an undersupply of organic produce in South Africa. This can be extrapolated to the international market where numerous studies have pointed out that demand is outstripping supply and that this scenario will continue for some time to come.

10 REFERENCES

National Department of Agriculture. 2006. Trends in the Agricultural Sector. Directorate of Agriculture Information Services. Pretoria.

APPENDIX 1: QUESTIONNAIRE UTILISED IN EMAIL SURVEY.

AN ASSESSMENT OF THE ORGANICS VALUE CHAIN



A survey undertaken by

The Institute of Natural Resources



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA

The Institute of Natural Resources has been appointed by the Department of Trade and Industry to undertake research on the organic production and value chain in South Africa. The main purpose of the study is to identify strategies that will support the growth of the organics industry in South Africa through identifying the major challenges and opportunities associated with this form of agriculture.

Producers of organic products deal with these challenges and opportunities on a daily basis. **You** therefore have an important contribution to make to this investigation. We therefore value your contribution by completing the attached questionnaire.

All personal and contact information will be kept confidential, unless you indicate in section A1 that you would like your information to be shared. The data gathered from this study will be collated on a commodity and regional basis, and will not be traceable back to its source. Should you further wish to ensure that the information you submit remains confidential, don't fill in the "PERSONAL DETAILS" section. We do, however, request that you provide your "FARM LOCATION" information (A3).

The form may be completed by hand or electronically and can be returned by email, fax or by post. Should you require a printed copy, please inform us and we will send one with a self addressed stamped envelope. Please add additional pages if you would like to add more information.

Your assistance is appreciated. Should you have any queries regarding this questionnaire, please contact:

Jon McCosh Institute of Natural Resources PO Box 100396, Scottsville, 3209 Tel: 033-346 0796, Fax: 033-346 0895 Email: mccoshj@ukzn.ac.za.	<i>Leli fomu liyatholakala nangesisiZulu</i>
	<i>Hierdie vorm is ook in Afrikaans beskikbaar</i>

A	PERSONAL DETAILS		
A1	I want this information to be kept confidential	Yes	No
A2	CONTACT DETAILS		
	Surname	First Name(s)	
	Postal Address		
		Code	
	Telephone	Fax	
	Cell phone	Email	

B2	Please indicate what type of certification you have (Please indicate with an "X")			
	Certified Organic (Individual)		Certified Organic (Group certification)	
	Organic In Conversion (Transitional)		Participatory Guarantee System (PGS)	
	Produce organically, but not certified			
B3	If you are in transition, when did you start converting to organic (Year and Month)?			
B4	Are you involved in both organic and conventional production? (Please mark your selection with an "X")		Yes	No
	If yes, please give details (area of each, limitations of dual systems etc):			
B5	How many hectares of land do you have certified organic?			
B6	Describe your production for the period Oct 05 - Sept 06 (i.e. the latest growing season / production period)			
	Product	Hectares / herd size	Quantity / volume	Average Sales Price per Unit
B7	Do you anticipate expanding your organic production?		Yes	No
	Please you provide at least one reason why?			
B8	What do you use / do to improve your soil (productivity, fertility, quality etc)? (Mark with an "X" where relevant)			
	Activity			Source (e.g. on farm, or name of supplier)
	Compost	Yes	No	
	Organic fertiliser	Yes	No	
	No Till	Yes	No	

	Earthworms	Yes	No	
	Legumes	Yes	No	
	Other, Please give detail			
B9	Please list the three most prevalent / detrimental pests and control practices you use			
	Pest Type / Name	Crop	Practices (e.g. rotation, companion planting, spray)	Products (name of product and how applied i.e. spray / baits etc)
B10	Please list the three most prevalent / detrimental important diseases and what control practices you use			
	Disease Type	Crop	Practices (e.g. rotation, companion planting)	Products (name of product and how applied i.e. spray / baits etc)
B11	What weed control practices do you use? (Mark with an "X" where relevant)			
	Manual		Mulch	
	Mechanical		Flaming / Thermal	
	Crop Rotation		Organic Herbicides	
	Other, Please explain			
B12	Some producers suffer significant crop losses or rejection at markets due to product quality in the first few years following organic conversion (selling to either organic or conventional markets)			
	Did you experience this problem?	Yes	No	
	How did this impact on the cash flow of the organic production system, and how did you deal with it			

	How long did it take for your cashflow to become positive under from your organic production component?

B13	Please list your three main external inputs and suppliers. Please mark with an X where appropriate			
	Inputs	Certified	Non Certified, but approved	Supplier
B14	Water usage - in your experience, has organic production improved your water use efficiency?	Yes	No	Don't know
B15	If yes, please give figures / examples to substantiate			
B16	How many people do you employ?			
	Full time / permanent		Part Time / Seasonal	
	Has your number of employees changed since conversion to organic farming / production?			
	Increased (%)		Decreased (%)	Don't know
	What reasons can you give for these changes			
B17	Has the skill levels of your employees increased due to conversion to organic farming practices? Please explain.			

B18	Please list the five biggest challenges you experience in terms of primary production (cultivation, harvesting & post-harvesting) or processing
B19	Where do you obtain / seek advice from for problems related to organic farming (.e.g. other farmers, input suppliers, consultants, internet, extension services etc)

C	RECORD KEEPING
C1	What challenges do you experience in terms of record keeping? Describe:

D	MARKETS & MARKETING					
D1	Where is your produce marketed?			Locally		Exported
	Combination (please indicate percentage split)			% local		% exported
D2	Whom do you market to?	Local	Export	Please provide names and contacts		
	Retailers					
	Wholesalers					
	Processors/Manufacturers					
	Farmers Markets					
	Box schemes					
	Agents					
	Other, please describe					
D3	How has organic production assisted you in terms of being able to market your produce?					
D4	Do you cooperate with other producers in the marketing of produce?			Yes	No	
Please provide details (e.g. other producers, cooperatives, etc)?						
D5	Please provide an indication of the price premium you receive for your organic produce (% above average price) per product			Percent Premium Received		
	1					
	2					
	3					
	4					
	5					

E	GENERAL		
E1	Please list what you consider to be the three main strengths/advantages and three main weaknesses/challenges of Organic Farming in South Africa		
	Strengths	Weaknesses	
E2	What do you think, as an organic producer, should be done to support and grow the organics industry?		
E3	Are you aware of the development of the South African Organic Standard?		
	When this legislation is enacted, how do you think it will impact on your operations?		
E4	Would you be prepared to provide this study with more detailed information if we paid you a farm / factory visit? (If yes, please ensure that you have provided us with your contact details?)	Yes	No
E5	We would like to develop a uniquely South Africa definition for organic agriculture.		
	If you feel that there are concepts, ideals or key words that should be included in the definition, please provide these here?		
E6	Please add any additional information you feel is relevant to supporting the growth and development of the Organics Industry In South Africa		

APPENDIX 2: QUESTIONNAIRE UTILISED IN TELEPHONIC SURVEY.

Provide an introduction and background to the project.

11 PRODUCER DETAILS

Respondent Name			
Company / Organisation name			
Area (dist & local municipality)			
Date contacted			
Primary producer		Processor / Packhouse	
Input Supplier		Agent / Exporter	

12 PRIMARY PRODUCERS

12.1 Please list the crops you produce, the hectares of each crop harvested and the estimated yields (preferably tons or kg / ha)

Crop	Hectares	Yield	Price Received

12.2 Please provide an indication of your main marketing channels (i.e. export or local; retail or wholesale; etc)

12.3 *Can you comment on the cost of your inputs – are they lower, the same, or higher than conventional – can you provide examples?*

12.4 *Why are you farming organically?*

13 INPUT SUPPLIERS / MANUFACTURERS

13.1 *Please provide an indication of your main product lines (e.g. fertilisers, pest control, soil improvement etc.)*

Product	Main ingredient	Use / Purpose

13.2 Can you indicate what proportion of your sales are to commercial farmers and for household use (also organic vs conventional farmers).

13.3 Can you indicate the change in the volume (and turnover) of products moved over time

13.4 Where do you source your raw materials?

13.5 Where / who are your major markets

14 PROCESSORS / PACKHOUSES

14.1 What products are you processing / packaging?

14.2 Where do you source your raw materials?

14.3 Can you indicate how your volumes (and turnover) have changed over time

14.4 Who and where are your major markets?

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15 AGENTS / EXPORTERS (OF AGRICULTURAL COMMODITIES)

15.1 What are your main product lines?

15.2 What / where are your major markets (please rank by size – to a country level if possible)?

15.3 Where do you source your product / raw materials (e.g. open market, dedicated supply contracts, producer / packer etc.)

15.4 Can you provide an indication of any changes in volume / turnover over time?

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APPENDIX 3: DETAILED RESPONSES IN TERMS OF CROPS PRODUCED BY RESPONDENTS

	No of Respondents	Hectares	Value local	Value Export
General				
Compost	2	5.0	8,500,000	0
Fallow	1		0	0
Lucerne	5		0	0
Nursery Trees	1		99,000	0
Nursery Vegetables	1	0.3	0	0
Fruit			0	0
Apples	2	6.7	227,469	428,033
Apricots	3	2.7	121,500	40,500
Avocado	5	429.5	7,667,044	7,525,026
Bananas	1	26.0	1,116,128	279,032
Berries	2		0	0
Citrus	17	349.5	20,654,625	17,545,875
Guavas	3	78.0	185,010	385,349
Kiwi Fruit	1	0.5	28,770	0
Mango	2	263.3	3,631,000	319,000
Melons	3	1.4	0	0
Mixed	1	240.0	0	3,600,000
Olives	1	10.0	300,000	0
Peaches	3	12.7	619,125	206,375
Pears	1	0.7	34,461	11,487
Plums	3	2.7	42,120	14,040
Prickly Pears	2	10.1	0	0
Raspberries	1	0.7	0	0
Strawberries	1	1.0	150,000	0
Grapes			0	0
Table Grapes	6	164.5	396,910	2,643,690
Wine Grapes	9	337.0	1,155,750	9,074,250
Herbs and Spices			0	0
Calendula	1		0	0
Chammomile	2		0	0
Chives	1	0.7	0	0
Fennel	1		0	0
General	3	3.0	0	0
Ginger	1		0	0
Lavender	4	13.0	138,000	32,000

Lemongrass	1	0.7	0	0
Nettle	1		0	0
Oreganum	1		0	0
Parsley	1		0	0
Rosemary	1		0	0
Sage	1		0	0
Saponaria	1		0	0
Sutherlandia frutescens	1		0	0
Thyme	1		0	0
Turmeric	1		0	0
Watercress	1		0	0
Yarrow	1	0.7	0	0
Livestock			0	0
Cattle - Beef	2	5.0	2,000	0
Cattle - dairy	5		174,383	0
Sheep	1		17,100	0
Nuts			0	0
Almonds	2	15.0	0	0
Pecan Nuts	2	56.5	2,676,000	714,000
Row Crops				
Oats	2	62.0	0	480,000
Rye	1		0	0
Sugar Cane	1		0	0
Sunflowers	1	50.0	100,000	0
Wheat	1	50.0	75,000	0
Teas			0	0
Rooibos / Honeybush	3	5,382.0	120,000	1,050,000
Vegetables			0	0
Asparagus	2	323.0	4,500,000	4,500,000
Baby Marrow	2	4.5	244,336	11,544
Beans	2	2.5	106,390	4,810
Beetroot	4	4.5	652,500	0
Brinjals	2	3.5	377,000	0
Broccoli	2	175.5	20,944,000	20,825,000
Butternut	5	8.2	53,750	0
Cabbage	2		0	0
Carrots	2	0.7	25,200	0
Cauliflower	1	25.0	1,312,500	1,312,500
Chilli	2	3.3	50,000	0
Garlic	4	11.5	452,250	42,000
Gem Squash	1	5.0	201,696	0
Green Beans	2	160.3	3,029,100	3,005,100
Green Peppers	2	6.8	847,590	46,353

Leeks	2	2.0	76,000	4,000
Lettuce	7	17.8	768,900	0
Onions	6	9.0	143,979	179,150
Patty Pans	1	5.0	0	0
Peas	2	0.6	42,500	0
Pumpkin	1	2.0	315,000	1,260,000
Radish	1	2.0	50,000	0
Spinach	4	1.8	4,600	200
Sweet Corn	2	0.5	7,000	0
Sweet Potatoes	2	6.0	236,000	4,000
Tomatoes	2	5.0	569,100	0
Mixed Vegetables	1	55.0	200,000	0
Mixed Vegetables	1	7.8	927,075	0
	190	8,429.5	84,367,860	75,543,314

APPENDIX 4 EXPORT MARKET BY REGION FROM PROCESSORS

Export Market By Region - Processors		
USA & Canada	6	21%
EU	15	54%
Russia	1	4%
Asia	1	4%
Japan	1	4%
Sub Saharan Africa	3	11%
Australia	1	4%
	28	100%
Not Stated	1	96%
		25/26

APPENDIX 5 EXPORT MARKET BY REGION FROM EXPORTERS

Export Destination by Region - Exporters		
Europe	24	55%
Africa	4	9%
USA & Canada	8	18%
Russia	1	2%
Asia	3	7%
Australia	2	5%
Japan	2	5%
	44	100%
Not Stated	0	100%
		18/18

APPENDIX 6: QUALITATIVE INFORMATION PROVIDED BY RESPONDENTS

Do you anticipate expanding organic production? Please give reasons.

28/28 or 100%

Reasons for expanding organic production	Percentage
Increasing demand for organic produce	25
To improve economies of scale/cashflow	18
Belief in organic philosophy (environmental/social)	18
Have learnt lessons and developed systems to make expansion easier.	11
Other	7
More profitable	4
Have additional land available for expansion.	4
Reasons for not expanding organic production	
Insufficient irrigation	7
Insufficient capital/cashflow/capacity	4
Higher income from organic produce does not warrant higher production cost	4

The primary reasons for expanding production are centred on response to increasing demand and to improve profitability.

How long did it take for your cash flow to become positive

It is often stated that crop losses and reduced yields arise from changing to an organic system of production. This question aimed to get an understanding of whether this was the case and if so, how long the impact of the change lasted. The majority of respondents indicated that it took 3 years for cashflow to become positive. Two indicated that cashflow had not become negative. One respondent indicated that cashflow was still negative after 7 years.

15/17 or 88%

How long did it take for cash flow to become positive	No of times stated	Percentage
Did not become negative	2	13
1-2 years	1	7
3 years	6	40
4 years	1	7
5 years	1	7
7 years	1	7
Cant say	3	20

Water usage values

Respondents were asked to indicate whether their water use efficiency / consumption had improved. Of the 17 who responded to this question, all indicated that water use had improved.

17/17 or 100%

Water usage values	Percentage
No values, but general improvement	12
25-30% reduction	6
Reduced by 5 - 6hrs per week	6
Have improved efficiency so much that am selling of water rights.	6
Reduced 10-7cm per week	6
20% reduction in consumption.	6
Applications reduced from once a week to once every 3 - 4 weeks	6
Irrigation scheduling improves use.	12
Can now plant 4ha instead of 2ha	6
Spring water used for for drip irrigation	6

Skills

Respondents were asked to describe whether the skills levels of staff had improved as a result of changing to organic farming. The majority of respondents observed an improvement in skills in staff members. These are detailed below.

Skills have improved.	Percentage
Increased awareness of hygiene and quality	4
Increased observation and awareness	15
Learning about organic farming	4
Investment in training	19
Learnt composting and other organic skills	19
Increased communication and sharing has created an understanding of the value of organic farming	11
Have developed skills in computers and public speaking, some represent us abroad	4
Greater understanding of the harm of agrochemicals and how we need to save our soils	4
Packing and processing has introduced new skills and new levels of responsibility	4
Increased understanding of green issues and global warming and the role they can play in saving the environment	4
Skills have not improved / other	
No - Greater understanding of pest and disease biology needed	4
No – more training is required	4

Don't know	4
No new skills established	4

Biggest challenges facing organic farmers

95/97 or 98%

Biggest challenge facing organic farmers	Percentage
Pest and disease management	9
Weed control/management	7
Labour staff costs/productivity	5
Lack of labour management skills	5
Obtaining organic seeds	5
Maintaining soil fertility with organic outputs	4
Lack of technical advice/support from government or research institutions	4
Harvest and post harvest quality management	4
Improving soil fertility	3
Ability to produce high quality compost	3
Not enough local support for organic produce	3
Lots of manure in Europe, extensive agriculture in South Africa makes manure expensive	2
Reduced yields	2
Drought/heat	2
Cultivation	2
Mindset of farmers/consumers	2
Germination	2
Cost of organic fertilizers	2
Cash flow to start up	2
Distance from markets	1
Foreign certification standards incompatible to South Africa	1
Post harvest storage	1
Lack of R&D support	1
Obtaining/ costs of organic inputs	1
Suitable small scale farming equipment	1
Labour availability	1
Fraudulent organic claims undercutting organic market	1
Theft	1
Marketing	1
Misleading information from product suppliers	1
Economies of scale to establish a viable unit	1
Access to finance	1
Quality control assurance	1
Predation by guineafowl and rabbits	1
Limited knowledge of organic farming practices	1

Need incentives to encourage organic produce	1
Make wine with reduced sulphites	1
Capital limitation for expansion	1
Large enough product range to meet demand	1
Ignorant and negligent practices by neighbouring farmers causes damage	1
No local organic certification process	1
Lack of time due to manual nature of activity - always catching up	1
Difficult to obtain organic certified inputs for processing	1
High cost of certification and record keeping load	1
Lack of organic training, no platform for sharing information	1
Accurate and appropriate soil analysis for organic farming	1

16. What support do you need to address these challenges

55/58 or 95%

What support do you need to address these challenges	Percentage
Financial support/subsidies/government recognition	25
Research and development	11
Technical support/information	9
International acceptance of local certification for our environment	4
Better motivated, skilled and educated workers	4
Availability of certified products in South Africa	4
Training of labour	4
Stricter legislation on use of conventional inputs	4
Strict certification rules to protect consumers from fraudsters	4
Develop local industry for affordable organic implements	2
None	2
Managers/supervisors trained in organics	2
Forum to support farmers with knowledge and consultation	2
Access to markets	2
Local standards for organic products	2
More local awareness	2
Shooting hares at night	2
Tractors and implements	2
Increased public awareness and promotion of organic products	2
Cheaper inputs	2
Access to funds for small independent organic farmers	2
Trained organic extension services	2
Organic helps sustainable agriculture	2
Government recognition of value of organic farming	2
Marketing campaign to show South African organics are one of the best in the world	2

Leaf analysis labs for organic farming	2
Cost analysis of paperwork for organic farming	2
Organic seeds available in South Africa	0
Non certified farmers must not be allowed	0

17. Where do you get advice for problems related to organic farming

59/59 or 100%

Where do you get advice for problems related to organic farming	Percentage
Literature/books/internet	24
Other farmers	17
Certifying body	12
Consultants	12
Own research/experience	10
Biodynamic Association of South Africa	3
Groups of organic farmers	3
Input suppliers	3
Others participating in organic farming: customers, suppliers other farmers	2
Visiting organic farmers in Europe and USA	2
Extension services	2
Customers	2
Australia advanced in organics industry	2
Grew up with organic farming	2
Training courses	2
Fruit industry does not take it seriously, does not provide information or advice	2
Make lots of phone calls, lots of connecting with others	2