

Buhle FARMERS' ACADEMY

ANNUAL REPORT 2023

Building sustainable agribusiness



“I was born into a family deeply rooted in agriculture: my father and uncles raised cattle and goats for auction. Inspired by my childhood memories of visiting my father's cattle with him, I left a nursing career to pursue farming. The Livestock Production course at Buhle inspired me even further.”

Farmer, Winile Masilela

“The training at Buhle made a huge difference to my farming because I learnt so much practically and learnt to understand people much better. So much about farming requires working with people! And we had great teachers. The business management and financial modules were extremely helpful because we learnt to plan way in advance. Farmers know that without a plan, we will fail. With a plan, even when we do fail, it's easy to pinpoint the problem and fix it.”

Farmer, Siphesihle Mazibuko

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NOTE FROM OUR CHAIRPERSON

Bonile Jack-Pama

Farmers face massive and increasing challenges. To build stable farming businesses, they must be proactive and highly motivated people. They must also have strong farm business management and financial skills to help them plan far ahead, manage the risks, and use every resource as productively as possible.

Climate change continues to be a major challenge, having disrupted traditional farming seasons and making it difficult to predict weather patterns. Floods and hail are increasingly common in some areas, while water scarcity is generally the norm. Electricity is unreliable and roads are in poor shape. Crime and theft are such severe risks, that some farmers are at pains to sell their livestock and switch to produce that is less desirable to thieves. The impact on the availability of employment is grave.

However, there ARE solutions within a farmer's control, all of them requiring excellent business and financial skills. The solutions include using solar power when possible; forming effective farmers' associations to combat crime and build infrastructure, and implementing tech solutions such as drones for technical support.

Buhle's farmer training programmes address all the risks, providing practical skills in farm business management, risk mitigation, and market linkage. Our training also helps farmers who are ready to qualify for funding from financial institutions.

Buhle's business and financial modules empowers framers to be strategic, define their strengths and weaknesses, and mitigate threats. Our Farmer Support Officers continue to fill an important gap and provide a huge boost to farmers as they strive to grow successful businesses.

If we had a Buhle in each province, properly capitalised and administered – as Buhle has been for 24 years now – we could make an exponentially greater impact and create many more thousands of sustainable farming businesses.

Buhle is a treasure that receives substantial corporate support and needs greater government recognition and backing, so that we can help to alleviate the pressures faced by farmers across South Africa, and build up a sustainable agribusiness sector. .

NOTE FROM OUR CEO

Nyiko Maluleke

As we look back on the achievements of 2023, it's clear that the essence of successful farming lies in treating each operation as a business, regardless of its scale. At Buhle, we've remained dedicated to empowering farmers with the skills needed to thrive in the ever-evolving agricultural landscape.

Of note in 2023 was stepping into impact community projects. Realising the nutritional challenges experienced by learners in Delmas schools, we set a goal to provide learners in primary and high schools with an alternative source of protein. We provided over 18 000 learners with 1,000,000 eggs in a partnership with Bayer. We thank the schools and the staff who worked tirelessly on this project to ensure this goal was met as we continue our fight against food security in our areas.

Managing finances is often the most daunting aspect of farming. Farmers are practical people, and many fear tackling maths and business topics – but they can do it! In fact, the results prove that the collaborative spirit fostered at Buhle leads to an impressive pass rate among our students, showcasing their dedication.

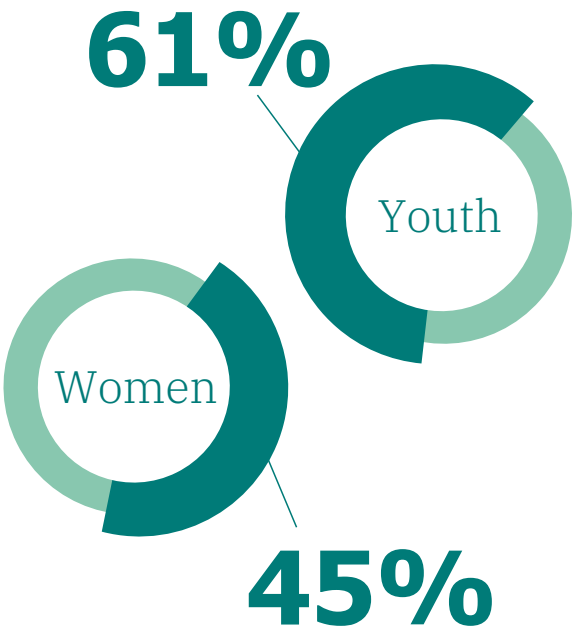
The impact of our programmes extends beyond individual farmers, with many graduates involving their families in agribusiness ventures. This speaks volumes about the enduring value of our training and its potential to transform entire communities.

Additionally, our focus on long-term projects, coupled with the support of our partners, has yielded encouraging results. We've seen the highest success rates among farmers who receive training, start-up funding, and ongoing mentorship – a testament to the effectiveness of our approach.

Our heartfelt thanks go to every one of our partners. It is thanks to your support that our farmers across the country are thriving!

As we celebrate these achievements, I want to express my gratitude to Lovert Magwala who retired as Campus Manager at the end of the year. To the team, your dedication and hard work have been instrumental in driving our mission forward and making a tangible difference in the lives of farmers across the country.

In 2023, we trained a total of **560** farmers.





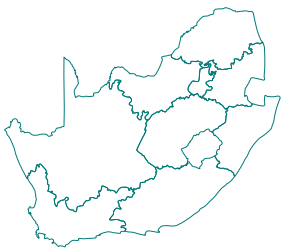
36

students with disabilities

Our
Farmers Support Officers
mentored

246 new farmers

In **8** provinces



with infrastructure
support on:

96 farms

- fencing
- irrigation
- shade nets
- boreholes
- tanks
- generators
- solar systems

758
jobs created

permanent, part-time, seasonal



Average monthly farmer income: **R4 456**

Buhle's new farmers:



7 000
estimated eggs daily

7 400
poultry per cycle

1 180 livestock

30 679
hectares under production

98
registered companies

Record-keeping

Buhle's emphasis on systematic record-keeping has proved to be a game-changer for our students entering the world of farming. While farmers may not naturally gravitate towards administrative tasks, they quickly learned that meticulous record-keeping is essential for managing finances and building sustainable agricultural businesses. Our training programmes instil the importance of this practice at every level, from small-scale to commercial operations.

Take, for example, a chicken farmer. Through our guidance, she learned to plan and track every aspect of her operation, from the number of day-old chicks needed to the kilograms of feed required at different stages of growth. With detailed diary entries and financial records, noting expenses and income meticulously, she gained insight into the financial viability of her farm. Our trainers underscored the significance of these records when the farmer sought funding.

As part of our commitment to Farmer Support, we provided graduates with a range of production forms to simplify record-keeping. These templates facilitate the tracking of essential data, which can then be summarised monthly. This systematic approach empowers our farmers to assess the financial health of their operations, make informed decisions, and access funding or credit as needed. Moreover, it facilitated strategic planning for future growth and diversification, equipping our students with the tools they need to thrive.

> Buhle's commitment to record-keeping has paved the way for countless farming success stories.

Upon reflection, it is evident that Buhle's commitment to record-keeping has paved the way for countless farming success stories. Our students have not only embraced the importance of meticulous record-keeping but have also seen tangible results in the form of improved financial management, strategic planning for growth, and access to funding.


TOKY



A million eggs for Delmas learners

The Schools Nutrition Programme, in partnership with Bayer and Buhle Farmers' Academy, has achieved an extraordinary milestone that seemed almost impossible at the project's inception. In our bold mission to combat food insecurity and enhance educational outcomes in Delmas, we are thrilled to announce that we have produced and distributed over one million eggs to learners. This remarkable feat has significantly impacted both the students and their families, demonstrating the transformative power of dedicated effort and collaboration.

Our project has positively impacted 18,833 learners across 23 schools in the Delmas area, including Phaphamani Senior Secondary, Delpark Primary, and Swartklip Combined School, where the production takes place. These learners benefit from the nutritional value of the eggs, which are an excellent source of protein, essential for their growth and development. Taking into consideration that learners take the eggs home to be consumed by the whole family, the programme has indirectly benefited approximately 131,831 individuals, providing much-needed nutritional support.

One of the standout achievements of this programme has been the increased awareness and knowledge of agricultural practices among learners. Through our initiative, students are not only receiving nutritious food but are also learning about the importance of agriculture and sustainable farming practices. This education extends beyond the classroom, as we have established complementary food gardens within the schools.

Teachers and administrators have reported improved attendance rates, as students are more motivated to come to school knowing they will receive a healthy meal. Additionally, there has been a marked improvement in students' concentration and overall academic performance, as proper nutrition is crucial for cognitive function and energy levels. As Ms. Ndlovu, Principal of Phaphamani Senior Secondary, noted, "The egg programme has not only fed our students but has also fed their curiosity and interest in agriculture. We see more engagement in both the classroom and our school gardens."

To ensure that the eggs get home intact, parents learned to meet the learners at the gate after school, preventing a yolk-filled mess in school bags. This practice has increased parent-teacher interaction, allowing teachers to discuss learner progress with the parents, further supporting the educational development of the students. Egg delivery days are ones filled with excitement and anticipation for the whole family.

Our project has also created significant employment opportunities within the community. In the first year, we trained and employed ten local youths to manage poultry production and ensure the security of the chicken houses. This not only provided them with valuable skills and employment but also fostered a sense of ownership and pride within the community. In total 21 people are responsible for ensuring the high quality eggs reach learners, even in remote schools.

Reaching the milestone of one million eggs produced and distributed is a testament to the hard work and dedication of everyone involved in the Schools Nutrition Programme. We are grateful for the unwavering support from our partners, funders, and the community.

Together, we have made a substantial impact on food security, education, and local employment in Delmas. Looking ahead, we aim to expand the project further, enhancing its sustainability and broadening its reach to benefit even more learners and their families. For this we require the support of local industry and the ongoing support of the community.

Long-term projects

Funding farmers in the infant stages of their journey has a ripple effect that extends far beyond individual farms, impacting both the community and food security in rural South Africa. At Buhle, we've witnessed firsthand the transformative power of long-term projects, where farmers receive not only training but also crucial start-up funding and ongoing mentorship. These comprehensive initiatives have proven to accelerate the success of farmers, enabling them to establish thriving enterprises more quickly than those who receive training alone.

With the support of our partners such as the HCI Foundation, Sodexo, Sasol, MIT, Investec, HSBC, and Pick 'n Pay, farmers participating in these projects gain access to the specific resources they need, whether these be irrigation systems, equipment, or livestock facilities, to kick-start their farms. Moreover, the guidance provided by our Farmer Support Officers over several years empowers farmers to navigate the myriad challenges they inevitably encounter, preventing problems from escalating and ensuring the optimal growth of their enterprises.

Beyond individual farms, these projects foster the creation of farmer communities, providing networking opportunities and the support systems essential for success. Through collaboration, farmers can pool their resources and expertise, ensuring a consistent supply to markets to keep customers satisfied. This not only strengthens the local economy but also promotes resilience and sustainability within the agricultural sector.

Ultimately, funding farmers in the infant stages is not just about individual empowerment; it's about building a foundation for economic growth, creating opportunities, and enhancing food security in rural South Africa. These programmes are a testament to the collective efforts of our supporters and partners in driving positive change and fostering a brighter future for farming communities across the country.

> ... fostering a brighter future for farming communities across the country.



Thuso Motaung Nonstop Agri

Location: Morgenzon, Mpumalanga|**Buhle course:** Farm Business Management and Veg Production, both in 2021
Current production: 30ha grains|**Previous production:** 10ha grains|**Jobs:** Three full-time|**Market:** Households, general public, Checkers Ermelo and Morgenzon supermarkets

"The Farm Business Management course at Buhle was an eye-opener for me. I had never looked into business deeply before but we investigated so much, so thoroughly, that it was a great help: the demand for the vegetables I planned to grow, their growth rates, quality, how to create opportunities, and the likely profit.

"I thought: 'OK, these are real numbers - this is something to hold onto!'

"I also did a Financial Management course which taught me to record all the money I spent and made. Every farmer needs these skills, otherwise you won't know where you are going.

"When I started with a small garden, I couldn't keep up, my spinach grew so fast! I received R40 000 as part of the group sponsored by Sasol with which I bought fertiliser. Later, I received R2,1 million from the National Youth Development Agency, which helped a lot to buy the resources I needed, including shade-netting and implements. But I've also had many challenges. Snow fell last July, bringing down my one hectare of shade-netting and putting my vegetable production on hold.

"I'm going to start it again now, as soon as I've harvested my grains. I'm in the centre of three municipalities, none of which have vegetable growers, so there's a huge market. I've also started a free-range egg project to boost my short-term income.

"I'm not sure if I chose farming, or if it chose me. The farm I'm on was my father's. When he died and his cows were sold, my heart was broken because I knew how much he loved those cattle. When others started talking about selling the family farm, I stepped in as I couldn't allow that! After the Buhle course, I fell in love with farming. I was fully in!"

“I also did a Financial Management course which taught me to record all the money I spent and made. Every farmer needs these skills, otherwise you won't know where you are going.”



Winile Masilele Zinzile Farm Enterprise

Location: Bronkhorstspruit, Gauteng|**Buhle course:** Livestock Production 2022|**Current production:** 16 cattle, 130 layers producing about 115 eggs daily and 15 goats|**Previous production:** 10 cows and 5 goats|**Jobs created:** Two permanent and several more|**Market:** Informal - spaza shops, kota outlets and bakers

"My message to other new farmers is that you need to know what you are doing as a businessperson, and if you don't, don't be afraid to ask. Go and study Financial Management and Business Management. You'll learn what you need to know. And ask for help from everybody who's in the business".

"I have found my true calling as a farmer. Initially, I wanted to make my father proud. Now, it's no longer about him – what I do now makes me happy. I've got the patience it needs and the love for it.

"I was born into a family deeply rooted in agriculture: my father and uncles raised cattle and goats for auction. Inspired by my childhood memories of visiting my father's cattle with him, I left a nursing career to pursue farming. The Livestock Production course at Buhle inspired me even further. If you do something you love, the money will flow.

"I now have a diverse business, with diverse markets. I plan and track every aspect very carefully because through record-keeping I can tell if my business is growing or operating at a loss. My business management and financial management skills enable me to have control over every aspect of my business; if I didn't have these skills, I wouldn't know what I'm doing, because I'm the HR, the financial manager, all of it!"



Siphesihle Mazibuko Phuthini Fresh Produce

Location: Benoni, Gauteng|**Buhle course:** Vegetable Production 2021|**Current production:** 12 boergoats, 25ha maize
Previous production: Two boergoats|**Jobs created:** One permanent and 23 seasonal|**Market:** Informal

"I grew up on the farm of my grandfather, a businessman who has grain crops, cattle, goats and a *shisanyama* restaurant. Farming grabbed my heart because I love working with every aspect of nature: plants and animals. They're all part of the natural chain that I love.

"After completing my Senior Certificate, I joined my grandfather in his business with just two boergoats of my own. I bred them and now have 12. I'm exploring different commodities to see what works best and alternating crops between grains and vegetables to keep my soil healthy. Last year I harvested about 70 tons of sugar beans which I sold to the community and I'm about to harvest my first crop of grains which have been growing well. I plan to enrol at Buhle again soon for Livestock Production so that I can set up a proper breeding system for my goats and sell them too.

"The training at Buhle made a huge difference to my farming because I learnt so much practically and learnt to understand people much better. So much about farming requires working with people! And we had great teachers. The business management and financial modules were extremely helpful because we learnt to plan way in advance. Farmers know that without a plan, we will fail. With a plan, even when we do fail, it's easy to pinpoint the problem and fix it.

"We prepare solutions to problems we might encounter ahead of time – not just have a Plan A, but a Plan B and C too. For instance, hail and pests damaged my sugar bean harvest and now I am working towards installing shade-netting and tunnels. These courses also help us manage our cash flow well. We learnt to record everything such as capital costs, all other expenditure and income, noting our cash flow and keeping balance sheets."

> *"It's really beneficial to understand all these things. The result is that I can produce more and have more consistent profits."*



Buhle's training programmes are unique as they empower farmers with all the skills they need to run successful and sustainable agribusinesses.



Our funders and associates

Funding the development of food secure communities.































Audited financial statements

for the year ended 31 December 2023

Buhle Farmers' Academy (2004/016680/08)
Association Incorporated in terms of Section 21

Statement of Financial Position

	31/12/2023	31/12/2022
Assets		
Non- Current Assets		
Property, plant and equipment	6,810,998	3,022,803
Investment In Subsidiaries	100	2,960,263
Loans receivable	250,000	0.00
	7,061,098	**5,983,066**
Current Assets		
Inventories	343,492	180,015
Other current asset		
Trade and other receivables	240,767	432,851
Cash and cash equivalents	3,137,932	8,270,426
	3,722,191	**8,883,292**
Total Assets	**10,783,289**	**14,866,358**
Reserves and Liabilities		
Reserves		
Retained earnings	10,490,675	14,866,358
Current Liabilities		
Trade and other payables	292,664	0
Total Reserves and Liabilities	**10,783,339**	**14,866,358**

Statement of Cash Flows

	31/12/2023	31/12/2022
Cash flows from operating activities		
Deficit for the year	-1,415,520	7,670,282
Adjustments for:		
Depreciation of tangible assets	457,148	395,211
Investment income	-119,304	-276
Profit on disposal of property, plant and equipment	-2,196	-27,466
Operating cash flow before working capital changes	-1,079,872	8,037,751
Working capital changes		
Decrease/(increase) in inventories	-163,477	-93,057
Decrease/increase in trade and other receivables	192,034	-312,227
Increase in trade and other payables	292,664	0
Net cash flow from operations	-758,651	7,632,467
Investment income	68,034	276
Net cash flows from operating activities	**-690,617**	**7,632,743**
Cash flows used in investing activities		
Property, plant and equipment acquired	-4,245,343	-1,661,741
Proceeds on disposals of property, plant and equipment	2,196	27,466
Movement in other current assets	0	0
Net cash flow used in investing activities	**-4,243,147**	**-1,634,275**
Cash flow used in financing activities		
Loan to operational company	-250,000	140,000
Net cash flow used in financing activities	-250,000	140,000
Net (decrease)/increase in cash and equivalents	-5,132,494	6,138,468
Cash and cash equivalents at beginning of the year	8,270,426	2,131,958
Cash and cash equivalents at end of the year	**3,137,932**	**8,270,426**

Statement of Comprehensive Income

	31/12/2023	31/12/2022
Revenue	**23,804,398**	30,612,647
Cost of sales	-1,984,499	-1,857,490
Gross surplus	21,819,899	28,755,157
Other income	2,196	27,466
Operating costs	-23,356,919	-21,112,617
Operating deficit	**-1,534,824**	**7,670,006**
Finance income	119,304	276
Deficit for the year	**-1,415,520**	**7,670,282**
Retained income at 1 January 2023	14,866,358	7,196,076
Deficit for the year	-1,415,520	7,670,282
Retained income at 31 December 2023	**13,450,838**	**14,866,358**

Buhle Farmers' Academy
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For livestock, vegetables, poultry and eggs: sales@buhle.org.za
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