



*Creating a progressive, equitable and sustainable South African table grape industry.*

**GUIDE TO APPLY FOR FINANCIAL SUPPORT FROM  
SATI,**

**November 2016 to October 2017**

## **1. Introduction**

Our supporting service to BBBEE initiatives is to create equal opportunities for black agriculturalists and/or entrepreneurs to participate as owners, co-owners, management and/or professionals in the table grape industry and share in the economic benefits the industry potentially offers, to all. The strategic goal of this support is to create a favorable and specialised agricultural service environment for the farmers.

Business acumen, economics, commitment and human capital development are the backbone and drivers of our transformation process. Black people must be introduced and exposed to the industry and become part of the mainstream as fast as possible. Each broad based black economic empowerment initiative must have long term and sustainable economic benefits to all participants, especially black people to try and address the inequality of the past.

Therefor SATI provides some assistance to BBBEE initiatives to create an enabling environment and focus on the following:

- Enterprise Development Advisory Service and tools
- Skills Development

## **2. Categories of Support**

- Preferred Cultivar Programme (Complete section A and B of application form and Annexure A)
- Training (Complete section A and C of application form and Annexure A and B)
- Other Business Support (Complete section A and D of application form and Annexure A)

## **3. Who is eligible to participate?**

Participation is restricted to black owners or co-owners of Table Grape production units and/or black agriculturalists or entrepreneurs, that is South African citizens.

- Must have access to natural resources (Land, etc);
- Leased land must be longer than 15 years registered against the title deed of the property for the Preferred Cultivar Programme;
- Must be a land reform or transformation project;
- Must have the potential to create jobs;

- Must contribute to transforming the table grape industry;
- In the case of partnerships or equity schemes, the businesses must illustrate how skills transfer (training plan) of partners or co-owners will take place with clear identified beneficiaries and timeframes (especially on business management)

#### **4. How to participate**

A standard application form can be obtained at the web link, <http://www.satgi.co.za> under the Transformation portfolio, or from the SATI offices at 63 Main Rd, Paarl. Completed application forms will be received both in electronic at info@satgi.co.za and in hard copy. The application form contains details to be completed by the relevant business directors or trustees.

**No late applications will be accepted.**

#### **5. Applicants' responsibilities**

- 5.1. Obtain and complete an application form;
- 5.2. Where only partial payment is approved, the applicant will settle the balance of the account with the service provider;
- 5.3. Secure finance to do other activities such as soil preparation, infrastructure and production inputs when planning vineyard establishment;
- 5.4. Ordering of vines, subject to written approval from SATI;
- 5.5. Paying for their agreed portion of cost if it's joint initiative;
- 5.6. Planting the vines under the correct conditions;
- 5.7. Managing the vines indefinitely;
- 5.8. Acquiring training and/or mentorship and/or other business services as specified in the application form, SATI can support in this area;
- 5.9. Provide a progress report on request from SATI;
- 5.10. Accept ownership and full responsibility of the service or vines provided through our support;
- 5.11. Submit proof (Report and/or delivery notes) to SATI that the services or vines were received, before payment;

- 5.12. Commit to give SATI access to premises to do site visits to monitoring purpose;
- 5.13. Provide a training plan and commitment to execute the plan within the given timeframe;

## **6. SATI's responsibilities**

- 6.1. Payment of the service provider, if SATI granted approval;
- 6.2. Assessment of applications;
- 6.3. Conduct site visits from time to time;
- 6.4. Advising producers or buyers of possible sources of technical assistance;
- 6.5. Evaluate the impact of the *Preferred Cultivar Programme*;
- 6.6. Try to facilitate proactively other funding avenues for the development of BBBEE initiatives

## **7. Terms and conditions**

- 7.1. SATI will only consider funding if the black partner submits and/or present the completed application;
- 7.2. SATI will only consider funding the black representative's contribution maximum to share percentage;
- 7.3. Businesses funded previously must provide audit financial statements that reflect previous support as black partner's contribution;
- 7.4. Where applications are successful, payments will only be made against invoices issued by approved and agreed service providers;
- 7.5. SATI will only take responsibility for payment if an approval letter was issued to the applicant;
- 7.6. Invoices are to be made out in SATI's name to the maximum approved amount;
- 7.7. Payments will be made directly to the service provider, unless prior agreements are made;
- 7.8. Where only partial payment is approved, the applicants and his/her partner will be responsible for settling the balance of the account with the service provider;

- 7.9. SATI reserves the right to withhold payment because of non-performance by the applicant on any matter relating to this guide and the application form;
- 7.10. SATI reserves the right to withhold payment where applicants have provided incorrect information;
- 7.11. SATI will hold no responsibility for poor performance of vines both in terms of production and in terms of market performance of table grapes produced;
- 7.12. Once full payment has been received by the nursery, from SATI and from the producer or buyer, will the producer or buyer be eligible to take delivery of the vines;
- 7.13. The producer will issue order instructions to the nursery;
- 7.14. Successful applicants will receive a grant approval letter which should be shared with the SATI approved and agreed nursery, stipulating the value approved by SATI. The value approved by STI is the maximum value payable by SATI;
- 7.15. SATI reserves the right to decline or to approve grant applications at its discretion and for any fair and reasonable reason whatsoever, including but not limited to the availability of financial resources.