



Entry form

for candidates for evaluation / judging as the provincial finalist as part of the Toyota SA / Agri-SA National Young Farmer of the Year Competition 2020.



Requirements:

- The candidate must be 40 years of age or younger on the day on which entries for the competition close (obtain closing date for 2020 from your Provincial Agricultural Union).
- Because the farmer is judged on his/her management philosophy as well as the technical manner in which it is applied/executed, the enterprise size and compilation of the candidate are not crucial, i.e. the game/livestock farmer, grain/fruit/wine farmer or mixed farmer have the same chance of winning the competition.
- The candidate may farm on his/her own or in partnership with others. In the latter case, the candidate must have specific allocated responsibilities and decision-making authority on which he/she will be judged. However, in the latter case, the candidate must be involved in the application of management functions (planning, implementation and control) in all fields (production, marketing, finance & labour management), even though the candidate may only be involved in some of the farm's enterprises. Candidates may only enter the competition as individuals (e.g. brothers are not allowed to enter as a team, but they may enter as individuals and compete against each other for the title).
- The candidate must have been a fully paid-up member of his/her provincial agricultural union (Agri-SA) for at least one year on the closing date for entries.
- National winners may not enter the competition again.
- The decision of the panel of judges is final and no reasons or comments will be given to candidates.

Procedure:

- The candidate must complete **Section A** of the entry form manually and mail it (or deliver it) to his/her provincial agricultural union. The candidate must find a reference, who is not a family member, to comment on the candidate's farming activities and his/her involvement in the community. The reference must preferably be the chairperson of the farmers' association, or else a member of the district farmers' union or provincial agricultural union. **Section B** must be completed by the reference and send/posted/faxed separately/independently to the offices of the provincial agricultural union. The candidate may not be informed about the contents of this report.
- Depending on the number of entries during the initial (first round) judging, candidates will be expected to give a 10-minute presentation on their farming activities to the provincial judging team. (The provincial agricultural union will contact the entries/candidates to communicate the date/time and location of the presentations). During this presentation candidates may be requested to provide more detailed information on some aspects of Section A of the questionnaire/entry form. Provincial finalists will be selected after this session.
- Provincial finalists must be prepared to allow the group of judges to visit their respective farms and to practically/physically point out certain aspects of the farming business. Finalists will be contacted personally by the provincial agricultural union in order to determine the date of this visit.
- During the on-farm visit, the economist/financial expert/specialist (as part of the team of judges) must be given confidential information about the financial aspects of the farming business. Finalists must ensure that the audited financial books/statements of the past 3 years will be available on the day of the farm visit.
- Provincial winners will also be visited on their farms by the national judging team. The convening adjudicator of the national judging team (Prof. Carlu van der Westhuizen) will contact the national finalists in September to determine the dates of these visits. (These national visits will probably take place between 21 September and 2 October 2020).
- Entry forms are regarded as sensitive/confidential and all personal documentation will be destroyed by the organisers after the name of the winning candidate is made public.

Initials and surname of candidate:

Judging criteria:

The most important judging criteria in this competition deal with the management/business philosophy of the farmer as well as the technical competence with which this philosophy is applied. In short, this means that the following aspects are taken into account: 1) **what** the farmer is doing; 2) **why** he/she is doing it; and 3) the available **alternatives** to these decisions/actions. Although the enterprise compilation and size are taken into account, excellence with regard to execution is more important. A candidate with a singular enterprise that performs excellently, therefore, also has a very good chance of winning the competition (as proven in the past!). The candidate may farm on his/her own or in partnership with others. In the latter case, for example, the candidate is farming with his dad), the candidate must have specifically allocated responsibilities and decision-making authority on which he/she will be judged. This means that the candidate must be involved in the execution of all the management functions (planning, implementation and control) in all the respective fields (production, marketing, finance & labour management), even though it may involve only some of the farm's enterprises. For example, candidates that are only responsible for the staff and marketing functions on a farm will therefore not qualify for participation in the competition. If the father of the candidate is managing the sheep enterprise while the candidate is managing the irrigation potatoes and the cattle enterprises, he/she may enter the competition. In this case, only the irrigation potatoes and cattle enterprises will be judged while the sheep enterprise will be totally excluded from the evaluation. The provincial and national evaluation panels will consist of unbiased experts who have extensive skill and knowledge in specific agricultural fields. They will use an objective, scientific method to appoint winners based on certain predetermined international management criteria. Judging takes place in the following main areas:

- Candidate’s vision of the future;
- Budgets, records, financing, investment philosophy and filing system used (including the candidate’s insight into these aspects);
- Production: livestock (technical aspects, e.g. breeding system, feeding, disease control, pasture system, fodder planning, etc.) and/or crops/orchard (technical prowess and philosophy regarding cultivars used, plant spacing, fertilisation, weed control, entomology, plant pathology, cultivation practices, etc.);
- Marketing philosophy and practices (including processing (if applicable), contracts, risk hedging, etc.);
- Maintenance policy and practices;
- Personnel practices, labour philosophy and housing;
- Involvement in organised agriculture and the community;
- Professional profile of the candidate. The “professional profile” includes the following factors/subdivisions:
 - Changes brought about by the candidate (if the farm was inherited or if it is run in partnership with parents/others);
 - The way in which the adjudicators’ questions were answered and general insight of the candidate;
 - How the visit was structured by the candidate (Was the farmer in a hurry? What features of the farming business were, perhaps selectively, shown to the visitors? etc.);
 - Research and experiments on the farm and the experience/exposure of the candidate on a national and/or international level;
 - Layout (efficiency) and appearance of the farmyard and farm;
 - Attitude towards and actions regarding land reform and black economic empowerment (BEE);
 - Environmentally-friendly actions and practices regarding the long-term sustainability of the farm.

Each of the above-mentioned main and subcategories has a different weight attached to it. Marks are allocated per category and then totalled to determine the winner. Because each category is discussed and a mark allocated on the basis of consensus, it is impossible for an individual adjudicator to manipulate the outcome of the competition.

In conclusion, it should be mentioned that the judging committee will take note of new tractors, the issue of inheritance (the assets of and inputs from parents, if applicable), the size of the farm, the role parents or partners are currently playing in the business, as well as related issues and situations. It should, however, be stressed that these factors *do not* play a significant role in the evaluation process, as the focus is mainly on the **management philosophy** of the farmer. You should therefore not underestimate yourself – do justice to your management ability by entering this competition and getting the recognition you deserve. You also stand a chance of winning a fabulous prize! Remember that the 1st round adjudication is based on the information that you provide in this questionnaire – thus please provide as much detail as possible and bragging is permitted! Good luck! (Prof Carlu van der Westhuizen, Technical advisor and convenor of the national adjudicators. Tel. 083 445 2662 / 051 507 3788 or 051 507 3123).

SECTION A

1. Biographical information

- 1.1 Surname:.....
- 1.2 First Name:
- 1.3 Christian names: :
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- 1.4 Date of birth: /..... / 19.....
- Age : years months
- 1.5 Marital status: :
- 1.6 Name of spouse:
- 1.7 Number of children
- 1.8 Name of farm:
- 1.9 District:

1.10 Postal address:
..... (Postal code)

1.11 Telephone numbers: (Cell 1)..... (Cell 2 or Telkom)

1.12 Email address:

1.13 GPS coordinates of farm (use any of following 3 formats):

.....°.....'....."S,°.....'....."E (DDD° MM' SS.S" Degrees, Minutes and Seconds)

.....°.....'S,°.....'E (DDD° MM.MMM' Degrees and Decimal Minutes)

.....°S,°E (DDD.DDDDD° Decimal Degrees)

1.14 Provide detail directions to your farm (please also refer to road numbers if available) :

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1.15 Farmers' association:

1.16 Provincial agricultural union:

1.17 Academic/technical qualifications:
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1.18 Total farming experience:..... years

1.19 How long have you been farming on this unit?years

1.20 How did you obtain this farm? (rent, buy, inherit, partnership, etc.)
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1.21 What is your responsibility/decision-making authority on the farm? Who is farming with you?
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1.22 If you are not farming on your own, what is your percentage share in the business?
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1.23 What are the most important changes in the farming business that can be attributed to your specific inputs/initiatives over the past 5 years?
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1.24 With what enterprises (farming product lines) are you farming, what are their respective contributions by percentage in terms of turnover, and what is the size of the enterprise?

Enterprise (e.g. maize, wool sheep, potatoes, avocados, feedlot, etc.)	% contribution to turnover	Size (hectares or units)

2. Vision

2.1 What is your vision of the future of your farm? (Long-term objectives)

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2.2 What are your priorities for the coming season? (Short-term objectives)

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2.3. How did you position your farming business to improve your BEE rating or to manage BBBEE pressure (if any)?

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3. Financial information (Budget and records)

3.1 Describe your method of record keeping:

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3.2 What was the tendency of your farming turnover (and profit) over the last three years?

<i>Period</i>	<i>Change in turnover / profit</i>	<i>Main reason for change</i>
<i>2017 – 2018</i>		
<i>2018 – 2019</i>		
<i>2019 – 2020</i>		

3.3 Describe your financial control/monitoring of your farming business

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3.4 What is the role of foreign capital (borrowed money) in your farming business?

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3.5 What was your farm's net capital ratio (total assets vs. total liabilities/debt) during the past 3 years?
(E.g. assets of R5m ÷ liabilities (debt) of R2.5m = 2 : 1 ratio).

2017	2018	2019
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4. Production management

4.1 What information sources/services do you use and why?

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4.2 What resource conservation practices do you apply?

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4.3 How do you ensure optimal utilisation of your farm's potential?

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4.4 What role does technology play in your farming business?

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4.5 Mention five factors (in order of importance) that you take into account when making production decisions.

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- 2)
- 3)
- 4)
- 5)

5. Marketing

5.1 Describe your marketing policy & practices.

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5.2 What market indicators do you use?

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5.3 To what extent are value added to your farming products prior to marketing (or how do you ensure that the best quality products are marketed)?

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6. Risk management

6.1 What are the most important risks with regard to your farming business and how do you make provision for it? For example, how was your farming practices adapted for climate changes like droughts?

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6.2 What experiments (including trials) are being done on your farm? What other research is being done on your farm?

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7. Maintenance

What is your policy regarding the replacement of vehicles, implements and equipment on your farm?

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8. Organising and control of labour/staff

8.1 Do you make use of labour consultants? (Please motivate your answer)

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8.2 Do you have written or verbal service contracts with all your workers?

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8.3 Are all your workers at least paid the minimum wage?

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8.4 What components of labour legislation have the biggest impact on your farm and how do you make provision for it?

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8.5 Please describe the formal lines of communication on the farm.

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8.6 How are labour problems solved/handled on the farm?

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8.7 What is your policy on the training of workers?

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8.8 How do you make provision for Occupational Health and Safety on the farm?

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8.9 Please describe your staff management style.

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9. Organised agriculture and community involvement

9.1 To what extent are you involved in organised agriculture?

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9.2 To what extent are you involved in community service and activities?

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10. Summary of your farm and reasons why you are a good candidate / winner

10.1 Please write a short paragraph on the main characteristics of the farm (farming setup) and your personal philosophy.

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10.2 Provide reasons why you should be a finalist / winner of this competition, i.e. what practices do you follow that make you special compared to other farmers with a similar farming setup or enterprises?

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Indemnification:

I hereby indemnify the provincial and national sponsors, organized agriculture (Agri SA and their provincial unions) as well as the provincial and national judges in respect of any damages whatsoever which I may suffer as a consequence of my participation in the Toyota National Young Farmer of the Year Competition or as a result of any information or advice given to me by any person involved in the competition or any occurrence related to the competition.

Signed at on thisday of 2020.

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Signature of candidate

SECTION B

NB. This section must be completed by the reference and handed directly to the agricultural union. It is very important to us that you complete this section very honestly/accurately – the candidate should not be informed about your remarks. Please hand or mail/fax it (Section B) directly to the provincial agricultural union. (Section A is handed in by the candidate).

Name of candidate:

Reference's details:

Name of **reference**:.....

Reference's address (district):

Telephone numbers: Cell: Telkom.....

Position:.....

Association with candidate (if any).....

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B1. What is your general impression of the farming business?

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B2. To what extent is the candidate involved in organised agriculture?

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B3. To what extent is the candidate involved in decision-making processes on the farm?

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B4. To what extent is the candidate involved with farm safety?

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B5. To what extent is the candidate presently regarded as a young leader among the farmers in the region?
What do you think will the situation be in 5 years' time?

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B6. Any other comments regarding the candidate?

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