

REPORT: *Finding an integrated market standard alternative for smallholder farmers in South Africa*

Workshop held at STIAS, Stellenbosch on 25 and 26 February 2016

- Compiled by Anri Manderson (SAFL)



Photo: A smallholder farming transporting his produce to markets in Mopani district, Limpopo

INTRODUCTION

On 25 and 26 February 2016, the Southern Africa Food LAB (SAFL) in collaboration with Solidaridad Southern Africa, and the World Wide Fund for Nature (WWF), hosted a workshop at the Stellenbosch Institute for Advanced Study (STIAS) in Stellenbosch, to develop:

- a set of entry level standard principles; and
- an integrated environmental, ethical, and social market standard for smallholder farmers.

The motivation for this workshop came from SAFL's work in the smallholder sector in the three years leading up to the event. Through the Supporting Smallholder Agriculture (SSA) programme SAFL have worked with retailers and other interested organisations to identify relevant standards that would

facilitate retailers wishing to integrate smallholder farmers into their value chains. This work led to the definition of a specific entry level localg.a.p. standard that was felt could better accommodate smallholder farmers.

This standards work driven within the SSA programme highlighted the need for an integrated standard and produced some invaluable lessons on how to develop an integrated standard alternative. An integrated standard would prevent duplication of audits, reduce certification cost, and simplify record-keeping for smallholder farmers, which are some of the main standard barriers smallholder farmers face.

Consequently, on 25 and 26 February 2016, the SSA programme designed a collaborative workshop to develop an integrated standard alternative. The attendees consisted of smallholder farmers, market representatives, standard setters, trainers, assurers, and government representatives (see the table at the end of the document for an overview of stakeholders). This document outlines the main discussions and key outputs of the February 2016 workshop.

AGENDA

TIME	DAY ONE	DAY TWO
08:30	Registrations	-
09:00	Welcome and context setting	Welcome and overview of day one
09:30	Stakeholder introductions	Presentations from smallholder farmers
10:00	The development of localg.a.p.	Plenary discussions
10:30	Lessons from an evaluation of localg.a.p. training & assessments	Drawing out entry level standard requirements
11:00	<i>Tea</i>	<i>Tea</i>
11:30	Valuable lessons from PGS	Drawing out entry level standard requirements
12:00	Introducing AgriPlace	Overview of localg.a.p. levels
12:30	Re-introducing Rural Horizons	Drawing out social and environmental entry level requirements (from WWF, GRASP, and SIZA)
13:00	<i>Lunch</i>	<i>Lunch</i>
14:00	Plenary discussion: What should an entry level standard look like?	Report back
15:15	<i>Tea</i>	<i>Tea</i>
15:30	Wrap up and outline for day two	Wrap up, check out, and next steps
16:00	END	END

DAY ONE: Setting the scene

The first day was geared towards sharing some of the key lessons since the first standards workshop in 2013, and to bring everyone up to speed with regards to standard developments since then.

1) Welcome & context-setting

The SAFL programme manager for Supporting Smallholder Agriculture (SSA), who had been involved with the standards work from the start, Kenneth Carden, opened the workshop and set the context drawing on the SAFL's Food Scenarios work (<http://www.thefutureoffood.co.za/>) and key outputs of the market-related innovations of the SSA. He shared certain of the key questions participants raised during the initial standards learning journey:

- Why are we trying to incorporate smallholder into retail supply chains?
- How do we address the quality of smallholder produce?
- How do we define the minimum standards for retail?

From this initial learning journey, a group formed to consider food safety standards for smallholder fresh produce supply to retail. The group met during two Innovation Labs in July and October of 2013. Initially it was proposed to develop a non-accredited checklist that would incorporate food safety, environmental, and social requirements, but at the second workshop it was decided to use an existing standards framework, localg.a.p., and to develop an ever simpler entry level version of it. SPAR piloted this entry level localg.a.p. amongst smallholder farmers in Ofcolaco in Limpopo province, and the SAFL assessed the training and assessment processes.

Against this context, the market-related SSA innovations project manager, Anri Manderson, set the objectives for the two days:

- 1) Provide an overview of standards work completed to date
- 2) Provide an overview of some tools that can be used to roll out standards
- 3) Development of a set of entry level standard principles
- 4) Drawing out environmental and ethical entry level requirements

2) Stakeholder introductions

The stakeholders accepted these objectives and then introduced themselves, their organisations, and their work with smallholder market access (see the table included at the end of this report for details on participants).

3) Standard research findings to date

a. The development of localg.a.p.

James Lonsdale did a presentations on SPAR's version of the entry level localg.a.p. standard. He explained that they chose to work with the food safety standard first, as it is a non-negotiable requirement for commercial supply chains. They started working on the standard in 2012/3 when some of their commercial farmers had smallholder outgrowers who required a simpler food safety standard.

SPAR met with Christi Venter, a product development expert from GLOBALG.A.P. working specifically with localg.a.p., and developed the entry level version of the localg.a.p. standard. James and Christi explained that smallholder farmers can only progress from localg.a.p. through to GLOBALG.A.P., if they form part of

a programme owned by a company such as SPAR. Other programme owners include Shoprite, Massmart, and Pick 'n Pay.

The various levels building up to GLOBALG.A.P. over an expected timeframe of five years include:

- Entry level localg.a.p. (4 control points)
- Foundation level localg.a.p. (7 control points)
- Intermediate level localg.a.p. (8 control points)
- GLOBALG.A.P. certification (16 control points)

For more information on these levels, visit the website: http://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/localg.a.p./localg.a.p.-Programs-Available-for-Producers/.

It is also possible to include various questions from GRASP to localg.a.p.. GRASP is a social-orientated risk assessment developed to be added onto GLOBALG.A.P.. It would also be possible to develop localg.a.p. equivalent levels of GRASP. For more information on GRASP, visit the website: http://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/globalg.a.p.-00001/GRASP/.

localg.a.p. compliance of a group can also be assessed if allowed by the programme owner. It is called option 2 certification. Although SPAR currently covers the cost of training and assessments, an assessment typically costs approximately ZAR 3,500.00.

In terms of their Rural Hub programme, SPAR chooses to work with smallholder farmers who farm on at least 5 ha and who do not yet have access to formal markets. SPAR's process of taking farmers to entry level localg.a.p. consists of training and follow-up training, registration, self-assessment, pre-assessment, and then a final assessment by a third party. Although up to 20 smallholder farmers had been through a number of trainings, by February 2016, SPAR had only one smallholder farmer who had successfully reached compliance with entry level localg.a.p.. Nevertheless, Christi Venter reported that a total of 100 smallholder farmers were already registered on various levels of localg.a.p., progressing towards the GLOBALG.A.P. standard.

b. Lessons from an evaluation of localg.a.p. training and assessments

SPAR invited the SAFL to assess the training process and assessment that one of the groups in Ofcolaco, Limpopo went through. The SAFL project manager, Anri Manderson, made a presentation on the key findings of this assessment. The full report is available on the SAFL website¹, but the main findings of the research included the following:

- Clear communication of the project, an introduction between the participating stakeholders, and clarification of the roles and responsibilities are vital at the start of any localg.a.p. training process
- Not all smallholder farmers will be able to reach compliance with entry level localg.a.p.
- Training material, processes, and extension support need to be developed with the smallholder farmers in mind
- Access to finance need to be offered in combination with localg.a.p. training programmes

Recommendations to programme owners included:

- Clearly communicate the details of the project, stakeholders involved, and responsibilities of each stakeholder group, including the responsibilities of the participating smallholder farmers

¹ The SAFL website is currently being reorganised. From April 2016 the full research report will be available under the SSA programme, on the page for the Food Safety, Ethical, and Environmental Standards project.

- Work with farmers who already have access to finance and some basic farm infrastructure such as fencing and irrigation (typically capitalist smallholder farmers), or supply smallholder farmers with said finance and infrastructure (typically market-orientated smallholder farmers)
- Pay the final localg.a.p. assessments or work with third party assessors to reduce the cost of assessments towards GLOBALG.A.P.
- Co-develop context-appropriate standard requirements for smallholder farmers
- Hold training organisations accountable to provide appropriate training materials (including record keeping templates) and to design appropriate training processes
- Provide continued extension support from the first training to the final assessment

Some basic recommendations for organisations training smallholder farmers in localg.a.p. included:

- Training material needs to:
 - Be context-specific
 - Include basic record keeping templates
 - Use less technical terms to communicate standard requirements
 - Possibly be translated into local vernacular
- Training should be broken down into a number of sessions over a period of time so that farmers have time to come to terms with new learnings, implement them, and be assessed at the next training session
- Training needs to be followed by continuous extension support, preferably by someone who has been sufficiently trained in localg.a.p. and who can speak the local vernacular

4) Tools to roll out standards

The progress made on standards work to date, was followed by three presentations of tools that can be used to introduce new standard requirements to smallholder farmers and prepare them for assessments.

a. Lessons from PGS

Konrad Hauptfleisch, Manager and Lead Trainer at the IFOAM Academy, gave a presentation on Organic 3.0 (<http://www.ifoam.bio/en/organic-policy-guarantee/organic-30-next-phase-organic-development>) and within that context explained how PGS could be useful for developing a smallholder entry level standard.



Photos from left to right: Konrad presenting Organic 3.0 and explaining the constraining nature of additional standards; the stakeholders listening to Konrad's presentation

Konrad's main messages included that the group should:

- not develop yet *another* new standard and add to the myriad of standards already constraining market access for smallholder farmers, but instead focus on integration
- develop an integrated standard alternative that truly increased market access for smallholder farmers, and not another standard that further constrained their access

He thus also focused on the importance of incremental development and explained that certification does not have to be the end goal if the farmer has a relationship with his/her customers, but that an entry level standard can be used to introduce good agricultural practices to smallholder farmers.

Focusing on the IFOAM sustainability flower, he also explained the importance of true cost pricing of food. He explained that conformity systems not only start from the assumption that people are not complying and should thus not be trusted without a certificate, but make it difficult for farmers to comply. Instead he promoted a system that starts from trust and that supports farmers to improve their practices incrementally.



Figure: The IFOAM Principles for Best Practices in Agriculture & Value Chains (i.e. the sustainability flower)

During the question session after Konrad's presentation, Christi Venter explained that localg.a.p. allows for consultative assessments, if the programme owner requests it. A participant wanted to know how risk is mitigated through PGS systems and Konrad explained that through complete transparency trust is earned and because of the strong social system of peer review, risk is mitigated. He also said that the PGS framework can be used for standards other than organic and that other food standards have started to borrow the methodology to teach new standards to smallholder farmers. He also named Brazil, Namibia, Uganda, Kenya, and South Africa (Mtubatuba and Johannesburg) as places where supermarkets have started to accept PGS as a credible monitoring system. These retailers naturally become part of the PGS systems as the consumer of the product.

After the workshop Konrad sent additional key points to be included in this report:

1) A blend of the following will increase market access for smallholder farmers:

- True alternative supply and value channels: Chain is replaced here by the word channel, as a chain can only be pulled, yanked or rattled, and at the end of a chain one normally finds a lock or a shackle. A chain can also only be pulled in one direction - which means it will always move the value towards the strongest or more powerful.
- A clear commitment to sustainability, paying more than lip service to the health of the planet, people, the soil, the atmosphere, and the living beings that feed us.
- A system that truly places the farmer in the centre.
- A system that does not assume that retail requirements are written in stone and have to be obeyed.
- A system that does not automatically assume that "market forces" are all-powerful and dominating the supply "chain" - market forces are people, with opinions, beliefs, fears and phobias, and they make decision based on information fed to them by vested interests. Market forces can change at a whim, and should not dominate the thinking beyond the "forces of production".

2) The organic sector is more than willing - under the banner of "Organic 3.0" to engage in conversation with ALL stakeholders in the food systems in order find new solutions to this planet's challenges - but the organic sector cannot be expected to lose itself and its principles in the process. Real modern organic agriculture is a production system that sustains the health of soils, ecosystems and people. It relies on ecological process rather than inputs with adverse effects. It combines tradition, innovation and science to benefit all. The organic sector has to be taken seriously as a stakeholder and role player with real solutions - solutions that are recognised by the FAO, UNCTAD, the AU, and UNEP, to name but a few. Organic continues to grow at a rate not matched by conventional agriculture, despite the dismissive attitude of many. South Africa in particular is in the clear minority in the world when it comes to taking organic seriously. The organic sector HAS solutions developed over decades with a deep understanding of standards, guarantee systems, conformity assessments and the challenges faced by farmers - the organic sector can bring that to the table, but needs to be recognised and respected at the same time.

b. AgriPlace

AgriPlace is a dutch online initiative that aims to simplify standard compliance for farmers. For more information about the product, watch this video: <https://www.youtube.com/watch?v=2KzhuHNF1oo>. The English website is available here: <https://www.agriplace.com/en/>.

Gert-Jan Liefferink and Nico Broersen co-presented to introduce the group to this tool, providing some background to why and how it was developed and then taking the group through a logged in session, demonstrating the use of the tool.



AgriPlace can combine the various standards a farmer wish to comply with into one easy data gathering and capturing process. The steps include:

1. Choose the standard
2. Collect the required supporting documentation and upload it to the website
3. AgriPlace then autofills the corresponding standard questionnaires, indicating which questions still need to be answered
4. The remaining questions are then completed
5. AgriPlace provides an overview of your results
6. An online submission to your auditor is created and can be shared
7. Preparation for the audit and certification process

AgriPlace also provides a smartphone application on which data can be added whilst offline. Data is uploaded and synchronised to the farmers profile when internet connection is available again. The tool can also easily be translated into any language, provided that the standards are available in those languages. Farmers own the data and choose who they would like to share it with. The information is shared on a secure server.

Farmers need to apply for a subscription, which will currently cost approximately R3000 per farm. Ideally the tool can be made available to smallholder farmers for a reduced fee or the fee can be covered by a localg.a.p. programme owner if it is to be used for smallholder farmers wishing to comply with the entry level standard and build up to GLOBALG.A.P..

c. Rural Horizons

Karin Kleinbooi from Solidaridad gave a presentation on Rural Horizons, which has been developed by Solidaridad with the support of many partners that range from multinational companies to smallholders cooperatives. She explained that Rural Horizons can:

- Enable farmers to organise, manage, and control the continual improvement of their production system, and
- Share information to engage supply chain actors.

It is not a certification tool, but a tool to organise the process of continual improvement, which at the end of the improvement process, can lead to certification. Thousands of producers of sugarcane, cocoa, cotton, fruit, soy, palm, and livestock are already participating. Solidaridad is currently developing Rural Horizons toolkits for smallholders in the fruit industry and commercial growers in the sugar cane industry in South Africa. It is also planned for vegetable smallholder growers in South Africa.

A video on the tool is available here: <https://vimeo.com/78282669> and the website can be visited here: <https://en.ruralhorizon.org/>.

Rural Horizons

Solidaridad

The tool can accommodate entry level localg.a.p. principles and help farmer improve upwards through the levels towards GLOBALG.A.P.. Rural Horizons toolkits assist in:

1. Understanding the challenges
2. Identifying the path smallholder farmers can follow to address these challenges
3. Planning adjustments for continual improvement
4. Providing support material
5. Monitoring the process

Information generated by the self assessment is anonymous, but can be shared with a wide range of value chain partners with permission from farmers. Farmers are also able to benchmark themselves against groups and/or aggregated information. The tool supports a learning process and starts the development process from where the farmer currently is.

Ideally the cost of registration of farmers on the data platform and of rolling out Rural Horizons could be integrated into membership fees. In the case of SIZA in the fruit industry in South Africa, these costs could for example be incorporated into the membership fees.

5) Wrap up of day one

The day was closed with a question to stakeholders about how they would like to spend the time of the last day of the workshop. It was agreed that as the smallholder farmers were in the room, they would share their respective stories and against these different contexts, the group would then draw out entry level social and environmental standard requirements.

DAY TWO: Rolling up our sleeves

With an overview of standards research completed by SAFL to date and some tools to introduce a new integrated entry level standard to smallholder farmers, the group turned their attention to developing a set of entry level standard requirements, and pulled out some entry level social and environmental requirements that could improve entry level localg.a.p. to become more holistic.

1) Smallholder presentations

The day opened with presentations from three smallholder farmers and representatives: Adam Mabunda (Mopani Farmers Association), Brett Sander (Sugarbush Valley Cooperative), and Mthetho Mkungo (Siyavuna). They gave brief overviews of their respective smallholder organisations including the number of farmers, the organisational structure, the typical land size farmed, crops produced, main markets and arrangements, and their market access challenges.

The table below contains a summary of the information shared by these farmers.

Questions	Mopani Farmers Association (MFA)	Sugarbush Valley Cooperative	Siyavuna
Number of farmers	Started with 2500 members, but have lost some.		600 (mostly female) farmers between 35 and 79 years of age.
Organisational structure	Farmers Association - organised into village associations, which combine to form eight area associations, which combine to form the MFA.	Primary cooperatives that can access up to R350 000 from government, looking to form secondary cooperative to access support from partners through regional programmes. Essentially three groups of cooperatives, determined by land size.	Farmer associations in 10 rural communities that form social-orientated cooperatives and that form part of one PGS. Siyavuna trains farmers in agro-ecological methods, and give them access to markets.
Size of farms/plots	1 to 23 ha.	a) Peri-urban 0.1 to 2 ha plots with municipal water connections on the West Rand b) 1 to 15 hectare plots with boreholes c) 15 to 100 ha farms	250-300m squared.
Crops	Mostly vegetables.	a) Vegetables for feeding scheme food parcels b) Niche vegetable products c) Livestock, beans, maize	45 types of vegetables and 8 types of fruit.
Main markets & arrangements	MFA marketing team will visit local agro-processors, SPARs, Meyami, and Pick n Pays to ask what they need. The farmers also sell to street vendors and bakkie traders.	a) Government contracts to supply feeding schemes b) Sold at niche urban markets, small retailers c) Deliveries to NFPMs	Siyavuna will take any produce farmers deliver and pay the farmer 60% of the price paid by the customer. These products are sold through the Kumnandi brand, which promotes local, fresh produce. Produce is sold to flea markets, convenience shops, and restaurants.
Market access challenges	<ul style="list-style-type: none"> - PTO issues that prevent formal standard certification - Record keeping challenges - Elderly farmers who want to continue doing things as before 	Problems with farmers chasing popular crops and consequent wastage.	Although farmers belong to a PGS, it is difficult to track produce from the consumer back to the farmer to identify where an issue originated.

2) Entry level standard requirements

The larger stakeholder group then broke up into smaller groups to discuss the essential principles that need to be incorporated into any entry level standard, whether focusing on food safety, social, or environmental issues. The smaller groups reported back and the following principles were agreed to:

1. Entry level standards should integrate food safety, environmental and social considerations on basis of minimum requirements.
2. An entry level standard need to be cost-effective and ensure traceability.
3. Entry level standards should be designed to accommodate shared realities or group structures, including existing organisational and legal structures.
4. Entry level standards should be participatory, taking a bottom-up approach to the integration of markets. Peer review should thus form an integral part of entry level standards.
5. Entry level standards should allow for incremental development, including, but not limited to appropriate training materials and process, and the establishment of farmer-to-farmer learning networks.

These principles should feed into the objectives of an entry level standard, which should then inform the methods/practice of farming and the measures to monitor said practices.

3) Overview of localg.a.p. requirements and levels

Christi Venter then presented the localg.a.p. principles and introduced the group to the 11 questions of GRASP. Kenneth drew out the social considerations in the entry level localg.a.p. and added categories from GRASP for consideration of an entry level social standard, or social considerations that could be added to localg.a.p. entry level. These included considerations for children when working on farms, time recordings and working hours/breaks.

Shelly Fuller also shared the environmental categories used by WWF when monitoring the environmental impact of human activities. These included waste and pollution management, water, soil, biodiversity, and energy.

Based on the entry level principles, and the social and environmental categories drawn out by Christi, Kenneth, and Shelley, the group came up with the following considerations for environmental and social entry level standards:

4) Drawing out environmental entry level requirements

An entry level environmental standard, or environmental considerations to be added to entry localg.a.p. should monitor the awareness of smallholder farmers of environmental considerations and not necessarily the actual implementation (yet). The knowledge of the value of good environmental approaches should be tested. Some other important considerations for entry level environmental standards are:

- PGS systems of peer review and assurance
- Norms and recommendations for good practice and improvement should be included in an assessment
- Record keeping templates/checklists
- Risk awareness and management, including prioritisation



Photos: A group of stakeholders drawing out the environmental standard requirements

In terms of the categories used by WWF, the following could stand as entry level environmental requirements:

Waste and pollution management

- Compliance with minimum key legislation for handling of chemical, water, and solid wastes

- Promotion of reducing, re-using, recycling (i.e. the 3 Rs)
- Chemicals: Promotion of natural pest control & use of registered chemicals with appropriate storage

Water

- Water registration, licensing, and authorisation (group certification would be accepted)
- Knowledge of water rights
- Water quality (Food Health & Safety - FHS) (borehole, municipality, rain-fed)
- Monitoring and record keeping of rainfall patterns and water use
- Promotion of reducing, re-using, recycling (i.e. the 3 Rs)
- Knowledge of greywater
- Management of ecological areas including wetlands and rivers, and the creation of buffers

Soil

- An awareness of soil conservation, erosion, run-off (including recommendations on good principles)
- An awareness of composting, mulching, crop rotation, and use of legumes
- Testing of soil if freely available or affordable, with the purpose of informing appropriate soil inputs
- Promotion of no till or low till

Biodiversity

- Must have a basic farm map including ecological areas, natural resources, explanation of land use and expansion plans (this can be relevant for individual or community farmed land)
- Invasive Alien Plants (IAP)/bush encroachment
- Fire
- Grazing

Energy

- An awareness of energy consumers: fertiliser; irrigation (water scheduling) from river/borehole/other source; agro-processing; supply chain (cold storage)
- Records of actual monthly energy use
- Promotion of renewable sources including manual pumping

5) Drawing out social entry level requirements

The GRASP points should be used to inform an entry level add on to localg.a.p. Similar to the entry level environmental standard, the social entry level standard should also monitor the awareness of smallholder farmers of some social considerations and not necessarily the actual implementation (yet). Smallholder farmers should also be allowed to explain how they implement certain requirements, even though these may not (yet) be recorded.

Smallholder farmers should be aware of at least the following:

- All minimum required social and labour practices (they must also be able to explain labour structures)

The following should be implemented:

- Basic hygiene requirements
- First aid material and training appropriate for task on the farm
- A transparent communication system with workers - complaints/grievance procedures
- Verbal work agreements with workers
- Proof that there is no discrimination against workers (considering gender and immigration issues)
- Payslips that include the number of hours worked

- A way of monitoring workers between the ages of 15 and 18 years. They may not be forced to work and their hours need to be carefully monitored.



Photos: A group of stakeholders drawing out the social standard requirements

These requirements should be linked to a Quality Monitoring System (QMS) that in turn should be linked to a group governance structure. At entry level the QMS needs to be thoroughly explained and records should be kept as the farmer progresses through the levels towards more stringent social requirements.

6) Check-out

The two days were drawn to a close by stakeholders sharing what they found meaningful during the workshop, and what their next steps would be. The table below contains these comments, as they offer a summary of the key shifts brought about by the workshop. The stakeholders' names, affiliations, email addresses, meaningful experiences, and next steps are contained in the table below.

NAME	ORGANISATION & ROLE	EMAIL ADDRESS	MEANINGFUL EXPERIENCE	NEXT STEPS
Adam Mabunda	MFA - farmer	vatsonga2@gmail.com	Diverse group of stakeholders with objective to help smallholder farmers in a very dedicated way - people presented with passion.	To make other MFA farmers aware of what I have learned here.
Adrian Bailey	EXETER	A.R.Bailey@exeter.ac.uk	Grateful for sharing so much during the week. Reminder of PGS systems and possibility to have legal institutions inform it.	Taking engagement with farmers and different cooperatives to work in Columbia with dairy farmers.
Anri Manderson	SAFL - project manager	anriland@gmail.com	Facilitator.	
Armin Roggendorf	AfriTrade	armin@afri-trade.co.za	Had to leave before check-out.	
Audrey Wainwright	PGS-SA - BONM PGS manager	audrey@bryanstonorganicmarket.co.za	Hearing from the farmers, energy, tension, collaboration.	Sharing lessons about BONM PGS with those interested in it.
Boudewijn Goossens	Solidaridad - Director	boudewijn@solidaridadnetwork.org	Not recorded.	Not recorded.

Brett Sander	Avrival - farmer and entrepreneur	brett@kanyekanye.co.za	Markets are actually also looking to engage with smallholder farmers.	Start engaging with retail.
Christi Venter	Global Gap - localg.a.p.	venter@globalgap.org	How diverse the stakeholders were, but all with the purpose of supporting smallholder farmers.	Working with WWF to draw environmental principles into localg.a.p.
Colleen Chennells	Independent consultant	chennell@iafrica.com	Had to leave before check-out.	
Dineo Ndlanzi	REOS - facilitator	ndlanzi@reospartners.com	Facilitator.	
Duncan Stewart	Lima	duncan@lima.org.za	Only attended first day.	
Gert-Jan Lieffering	AgriPlace - x-farmer and programme developer	gertjan.lieffering@agriplace.com	Only attended first day.	
Inge Kotze	WWF	ikotze@wwf.org.za	Personal connections, the process, and the facilitator.	Supporting Christi Venter to bring environmental principles into localg.a.p., using the entry level principles.
Jacomien de Klerk	Citrus Academy - training	jacomien@citrusacademy.org.za	How standards in themselves create awareness, the moment you ask a question.	To develop better training and resource materials taking the entry level principles into consideration.
James Lonsdale	SPAR - fresh produce procurement	james.lonsdale@spar.co.za	Being challenged on some prescribed ideas, but ending up with common goals.	Sit down with Christi Venter to build ethical and environmental points into localg.a.p., but first need to get farmers through regular localg.a.p..
Karin Kleinbooi	Solidaridad - project manager	karin@solidaridad.com	Markets also need to be linked to farmers.	Pull standards work onto smallholder market platform.
Kenneth Carden	SAFL - programme manager	kenneth@cape-energy.co.za	The energy in the room.	Taking the next steps with SPAR and the SAFL.
Konrad Hauptfleisch	IFOAM - training	K.Hauptfleisch@ifoam.bio	Had to leave before check-out.	
Marthane Swart	Sandra Kruger & Associates	marthane@skaa.co.za	She wants farmers to realise that what they are doing is incredible and that the standards only add to that - it could be used to help them deal with climate change.	Happy to be part of Solidaridad's platform and want to collaborate with others working in Limpopo.
Mkhululi Silandela	WWF-SA	msilandela@wwf.org.za	Had to leave before check-out.	

Mthetho Mkhungo	Siyavuna - farmer, mentor, and entrepreneur	mthetho@siyavuna.org.za	Being able to share my farmers story, and having SPAR stick with the process until the end, continuing to answer our questions. The resilience of smallholder farmers, making it work for them through informal markets.	Sharing the new standards information with the smallholder farmers back home.
Nico Broersen	AgriPlace	nico.broersen@agriplace.com	Only attended first day.	
Nicole Gobeth Di Martino	Solidaridad - Brazil		Listening to stories, especially from smallholder farmers, and the potential for cross-country learning.	I will take some lessons back to the farmers in Brazil.
Nigel Alexander	SAI Global - localg.a.p. training	nigel.alexander@saiglobal.com	Only attended first day.	
Richard Barry	Polymorph - software developer	richard@polymorph.co.za	Only attended first day.	
Sandra Kruger	Sandra Kruger & Associates	Kruger.sandra@gmail.com	Coming from a background in standards, it's been useful to try and develop a basic integrated entry level standard - to cut all the additional requirements and arrive at what is most important.	To lot how this entry level builds and how we continue to develop it, so farmers can access a whole range of different markets.
Sheila Edwin	Treasury - project manager	Sheila.Edwin@treasury.gov.za	Least likely person to be in this workshop, but very grateful to be here, but I've gained much needed insight into the smallholder agricultural sector, which seems to be incredibly complex.	I will be able to tell the donors that the Food Lab is applying the funds well.
Shelly Fuller	WWF-SA	SFuller@wwf.org.za	People's openness about their projects, their willingness to share challenges, and to collaborate.	To stay close to the process to test what we have developed and refine it to something that works.
Thulisile Khoza	NAMC	TKhoza@namc.co.za	The voice of the farmers, because too often we sit down and we make plans without, but for them.	The promotion of an integrated standard that is relevant for smallholder farmers.
Victor Mmbengwa	NAMC	VMmbengwa@namc.co.za	The fact that a diverse range of stakeholders had a common purpose and that smallholder farmers participated.	I would like to take what I've learned into my research going forward. M&E will also be important to prevent duplicated efforts.
Vongani Rikhotso	WWF	vrikhotso@wwf.org.za	The collaboration of a diverse range of stakeholders, bringing different mind frames and skill sets.	Listening to farmers more.