

BASELINE ASSESSMENT OF ABIOSA ROUND 2 LOCAL SUBSIDY SMEs

*Baseline assessment of ABioSA Round 2 local
subsidy SMEs from submitted data and mid-term
M&E project support*

Project Report

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1. EXECUTIVE SUMMARY

INTRODUCTION

The ABS Compliant Bio-trade in South(ern) Africa (ABioSA) programme is funded by Swiss State Secretariat for Economic Affairs (SECO) and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, under the umbrella of the Access and Benefit Sharing (ABS) Capacity Development Initiative, a multi-donor funded programme.

The aim of the ABioSA programme is to create a high-growth jobs-rich and innovative biotrade sector that complies with international and domestic ABS regulations. It supports sustainable development goals and contributes to the livelihoods of rural people and the productive use of South(ern) Africa's plant biodiversity. It aims to create permanent and seasonal jobs in biotrade value chains, while substantially boosting the value generated from bio-trade products from the region.

Additionally, the programme aims to prepare Small Medium Enterprises (SMEs) to become investment ready to be able to access funds that will result in growth of their business and the sector, and support SMEs who want to export their products to overcome regulatory hurdles as they struggle to comply with international and national regulatory requirements, including ABS regulations.

PURPOSE OF ASSIGNMENT

This assignment is related to *Component 2: Financial assistance through the innovation facility*, with specific reference to the sub-component "24 new products and/or technologies are developed and launched by SMEs in the southern African biotrade sector (18 in SA, 6 in region)".

The purpose of this assignment is to:

- Conduct a baseline assessment of the 7 Round 2 SMEs based on the baseline assessment tool that was developed by the consultants for a similar exercise with the Round 1 SMEs
- Support the ABioSA team during the mid-term assessment of Round 1 SMEs

TASKS IN SUPPORT OF THE MILESTONES & DELIVERABLES

The tasks listed below will be conducted in support of achieving the milestones and deliverables of this assignment:

1. Baseline survey on grant beneficiaries (7 Round 2 SMEs) of the programme
 - 1.1. Review the survey/data collection tool that was used during the Round 1 baseline assessment
 - 1.2. Contact SMEs by phone and email by using the list to be provided by the ABioSA team
 - 1.3. Verify data provided by SMEs as part of the application process
 - 1.4. Prepare and submit draft report, including a sign-off by SMEs on their baseline data
 - 1.5. Prepare presentation comprising findings and recommendations
 - 1.6. Revise report as per feedback from project team and submit final report
2. Provide technical support to the ABioSA team during the mid-term assessment of Round 1 SMEs on the basis of good M&E practices

- 2.1. Support the ABioSA junior technical advisor by reviewing the mid-term assessment report template
- 2.2. Telephonic discussions with ABioSA around the assessment findings and its interpretations
- 2.3. Provide technical support during the compilation of the mid-term report
- 2.4. Any other minor support that will be required during this process

2. METHODOLOGY

A consultative and participatory process was followed to consult with the seven Round 2 SMEs in order to verify the data provided by SMEs as part of the application process; and to obtain their sign off on the baseline data. The same consultative and participatory process was followed to provide technical support to the ABioSA team; and to provide support to the ABioSA junior technical advisor by reviewing the mid-term assessment tool and report template. The purpose was to develop a knowledge product that the ABioSA team can interact with and use as reference in preparation of and during the mid-term assessment of Round 1 SMEs; whilst applying good M&E practices.

2.2. BASELINE SURVEY

The baseline survey provided a benchmark against which the ABioSA programme's achievements and specifically the grant beneficiaries (seven Round 2 SMEs) of the programme were measured. The project team reviewed and made use of the survey/data collection tool that was used during the Round 1 baseline assessment. The baseline survey took into consideration the data collected from the pre-ABioSA programme situation in terms of the income, employment, education, technology use, ABS compliancy, the measurable change and impact resulting from the ABioSA programme; and the progress made in comparison to the ABioSA programme's aim.

2.3. TECHNICAL SUPPORT TO ABIOISA TEAM

The provision of technical support included building capacity in the ABioSA team to optimally utilise the baseline assessment tool as the foundation for the mid-term assessment of Round 1 SMEs. This support is currently ongoing as the junior technical advisor requires more support than initially anticipated. The continuous support includes guidance and understanding the use of the data capturing tool (in Excel) which was developed during the Round 1 baseline assessment.

3. SURVEY DESIGN

3.1. SAMPLING STRATEGY

The non-proportional survey design was based on a two-phase sampling procedure, drawing on 100% of the Grantees. The 100% sampling was chosen, as the strata of the population differed greatly in terms of the natural ingredients involved; as well as in business size and timespan of being commercially active. The survey team contacted all seven Grantees by email and telephone; and the seven Grantees agreed to participate in the Baseline

Assessment survey and the data verification process. In real terms, this related to 100% representation of the Grantees as a population.

3.2. SURVEY INSTRUMENTS

The Baseline Survey was specifically designed to obtain data reflecting the ABioSA programme's aims in terms of job creation within an innovative biotrade sector that complies with international and domestic ABS regulations. The survey also made provision for the achievement of sustainable development goals and the contribution to the livelihoods of rural people and the productive use of South(ern) Africa's plant biodiversity. The Baseline Assessment survey consisted out of 2 sections:

- Section 1 dealt with the information included in the grant application, such as compliance with statutory & administrative requirements; in-kind contribution calculations; up-scaling and growth projection calculations; and succession and contingency plans.
- Section 2 dealt with the baseline assessment of aspects such as biodiversity, ABS agreements, socio-economic sustainability and compliance with legislative regulations.

Section 1 addressed the Project Data Verification of the information included in the application process. The purpose of this section was to verify the data included in the application forms relating to the Grantees' compliance with statutory and administrative requirements; the calculations of the in-kind contributions of the co-funding; the costing for purchase equipment and/or machinery; the growth projections of how the planned up-scaling of the current business operations have been planned; and the succession plan for the business.

Section 2 of the Baseline Assessment survey included questions which served as a guide during the telephonic interviews. The structure of the Baseline Assessment survey Section 2 questionnaire followed the BioTrade Principles and Criteria as captured in the conceptual framework of the BioTrade Initiative of United Nations Conference on Trade and Development (UNCTAD). This framework supported the conservation and sustainable use of biodiversity through the promotion of trade and investment in biotrade products and services; and has been aligned to the objectives and principles of the Convention on Biological Diversity (CBD). The Baseline Survey questionnaire consisted out of the following clusters:

1. Conservation of biodiversity
2. Sustainable use of biodiversity
3. Fair and equitable sharing of benefits derived from the use of biodiversity
4. Productive, financial, market & socio-economic sustainability
5. Compliance with national and international legislation

See Table 1 for the alignment of Biotrade principles with the ABioSA project objectives.

The Baseline Assessment survey embraced an adaptive management approach which allowed for the reporting on corrective measures adopted in support of the ongoing monitoring of impacts. Lastly, the Baseline Survey questionnaire addressed the preferred holistic approach to ecological and social issues and the interactions and processes that make up production systems.

ALIGNMENT: BIOTRADE PRINCIPLES & ABIOSA OBJECTIVES		
BIOTRADE PRINCIPLES		ABIOSA OBJECTIVES
Clusters in M&E framework		Aligned with:
1	Conservation of biodiversity	<ul style="list-style-type: none"> • Convention on Biological Diversity (CBD) • Sustainable use of South(ern) Africa's plant biodiversity
2	Sustainable use of biodiversity	
3	Fair and equitable sharing of benefits derived from the use of biodiversity	
4	Productive, financial, market & socio-economic sustainability	<ul style="list-style-type: none"> • Contributes to livelihoods of rural people • Supports sustainable development goals • High-growth, jobs-rich, innovative biotrade sector compliant with national ABS regulations
5	Compliance with national and international legislation	

Also included the following BioTrade Principles:

- Respect for the rights of actors involved in BioTrade activities
- Clarity about land tenure, use and access to natural resources & knowledge

Table 1: Alignment of Biotrade principles with the ABioSA project objectives

3.3. SURVEY IMPLEMENTATION

The survey was implemented through initial telephone and/or Skype contact with the Grantees to explain the purpose of the Baseline Assessment. Following the telephonic contact, the survey was distributed to the Grantees by email. Follow-up contact support was made weekly after the survey was distributed by email. Such contact was made in the manner preferred to the Grantees and the Beneficiaries, which included telephone, Skype, Whatsapp, sms and email. On receiving the completed surveys, the information was checked for gaps and the Grantees were thanked for their participation.

4. BASELINE SURVEY RESULTS

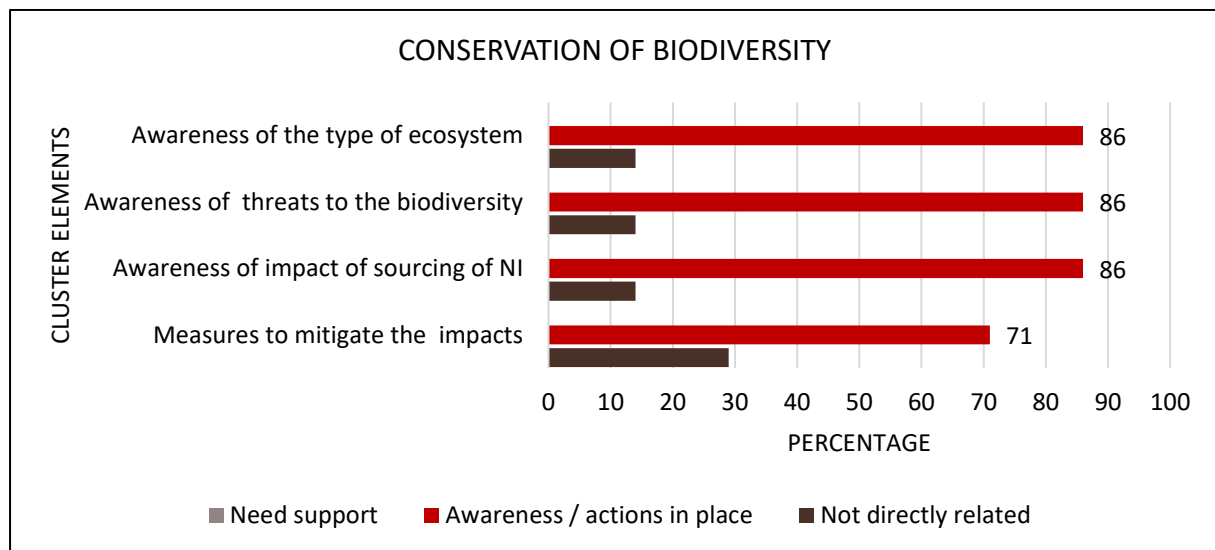
The purpose of the Baseline Assessment survey was to obtain reliable and relevant data prior to the support provided by the ABioSA initiative. This information will be used to track the growth and development of the seven Grantees (hereafter referred to as respondents) in terms of ABioSAs outcome and indicators. The overall response rate for the respondents was 100%. The detailed sets of data generated by the survey were captured on spreadsheets and can be viewed in support of this Baseline Assessment Report.

4.1. CONSERVATION OF BIODIVERSITY

This cluster focused on the type of ecosystem in which the sourcing and collecting of natural ingredients were taking place; the impacts and/or type of threats to the conservation of

biodiversity as a result of biotrade activities; and the measures undertaken to avoid or mitigate the identified impacts.

In Graph 1, 86% of the respondents were aware of the type of ecosystem where the sourcing and collecting of natural ingredients took place, and the impact that the sourcing had on the ecosystem. Notably, four out of the group of seven respondents had actively put measures in place to avoid or mitigate the identified impacts associated with sourcing, whilst two of the group only purchase processed natural ingredients and were not aware of the mitigation actions taken by their suppliers or of the increase in demand on the natural resources as a result of their business activities. Less than half (43%) of the respondents had plans in place to prevent alien vegetation emerging in the harvested areas and thereby promote the regeneration of natural ecosystems.



Graph 1: Conservation of biodiversity

RECOMMENDATIONS

Although some of the respondents were aware of the type of ecosystem in which the sourcing and collecting of natural ingredients took place; it is advisable that all actors in the supply chain become aware of the impact of their business activities on the ecosystems from where their natural ingredients have been sourced.

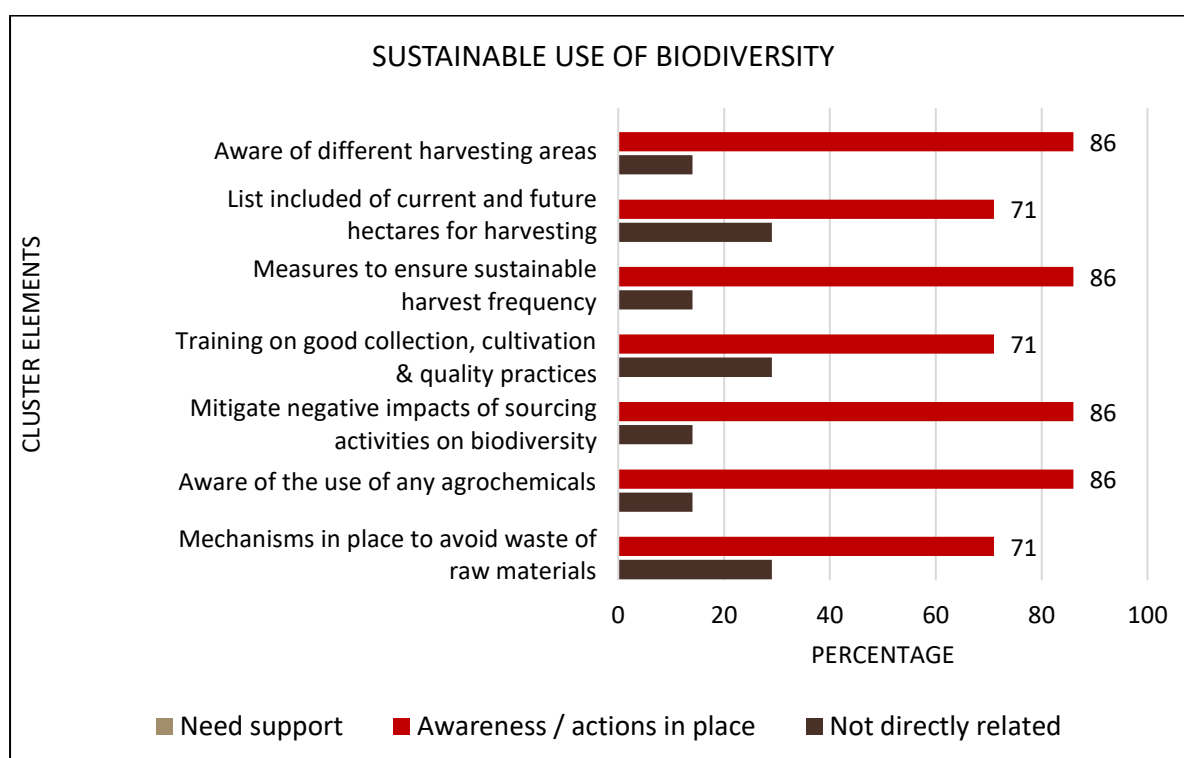
It is recommended that all the respondents develop plans on how to mitigate the possible impact of their business activities; and that 100% of the respondents become fully aware of the ecosystem from where their natural ingredients originate from. These recommendations need to be measured during the Mid-term Evaluation and the maintaining of the recommendations during the Close-out Evaluation.

4.2. SUSTAINABLE USE OF BIODIVERSITY

The focus of this cluster was the different collection/harvesting and/or cultivation areas for each type of the natural ingredients; and the sustainable practices of and training initiatives for the collectors and/or harvesters and/or producers. It also referred to the maintaining of the quality of air, water and soil; and mechanisms in place to avoid and minimize the waste of raw materials.

In Graph 2, six of the respondents (86%) knew from which geographical areas the natural ingredients they have used in their production processes, originated. They were also cognisant of the harvesting or collection or cultivation processes and the possible impact these processes might have on the environment; were conscious about the use of agrochemicals; and 86% had management and monitoring practices in place to guide, mitigate and improve the productive processes used. Five respondents were actively involved in different training schemes for employees, suppliers and collectors aimed at the implementation of good collection, cultivation and quality assurance practices included. One respondent was not aware of the origin of natural ingredients or involved in training initiatives, as the business procured only already processed natural ingredients from a supplier.

Six respondents (86%) were actively involved in recycling any waste material resulting from the production processes to prevent or mitigate any negative impacts of sourcing activities on water resources and soil and air quality.



Graph 2: Sustainable use of biodiversity

RECOMMENDATIONS

Some of the respondents purchased extracts, essential oils and other processed raw material from third parties and therefore not directly linked with the geographic areas where the natural ingredients were harvested. To this background, it is necessary for the respondents to be cognizant of the extra demand that their increased business activities might place on the natural resource. It is advisable that all respondents become involved in an integrated ecosystem management approach across the supply chain to be aware of the impact of the different business activities in the supply chain. Such an approach needs to include all suppliers and processors of natural ingredients, irrespective of the operational function of these value chain actors.

It is recommended that all respondents have management and monitoring practices in place to guide, mitigate and improve the productive processes used. An improvement needs to be evident during the Mid-term Evaluation and sustainable harvesting guidelines and/or sourcing practices in place at the Close-out Evaluation. These practices further need to include regular training sessions with employees and seasonal collectors and/or harvesters on the criteria of organic certification, sustainable harvesting practices, hygiene and food safety handling, and quality management.

4.3. FAIR AND EQUITABLE SHARING OF BENEFITS DERIVED FROM THE USE OF BIODIVERSITY

Cluster 3 responded to the fair and equitable sharing of benefits arising from the use of genetic resources as based on prior informed consent and mutually agreed terms, which is a fundamental facet of the conservation and sustainable use of biodiversity under the Convention on Biological Diversity. It also included steps taken to preserve and restore the traditional practices linked to the sourcing of species and ingredients that promote conservation and sustainable use of biodiversity.

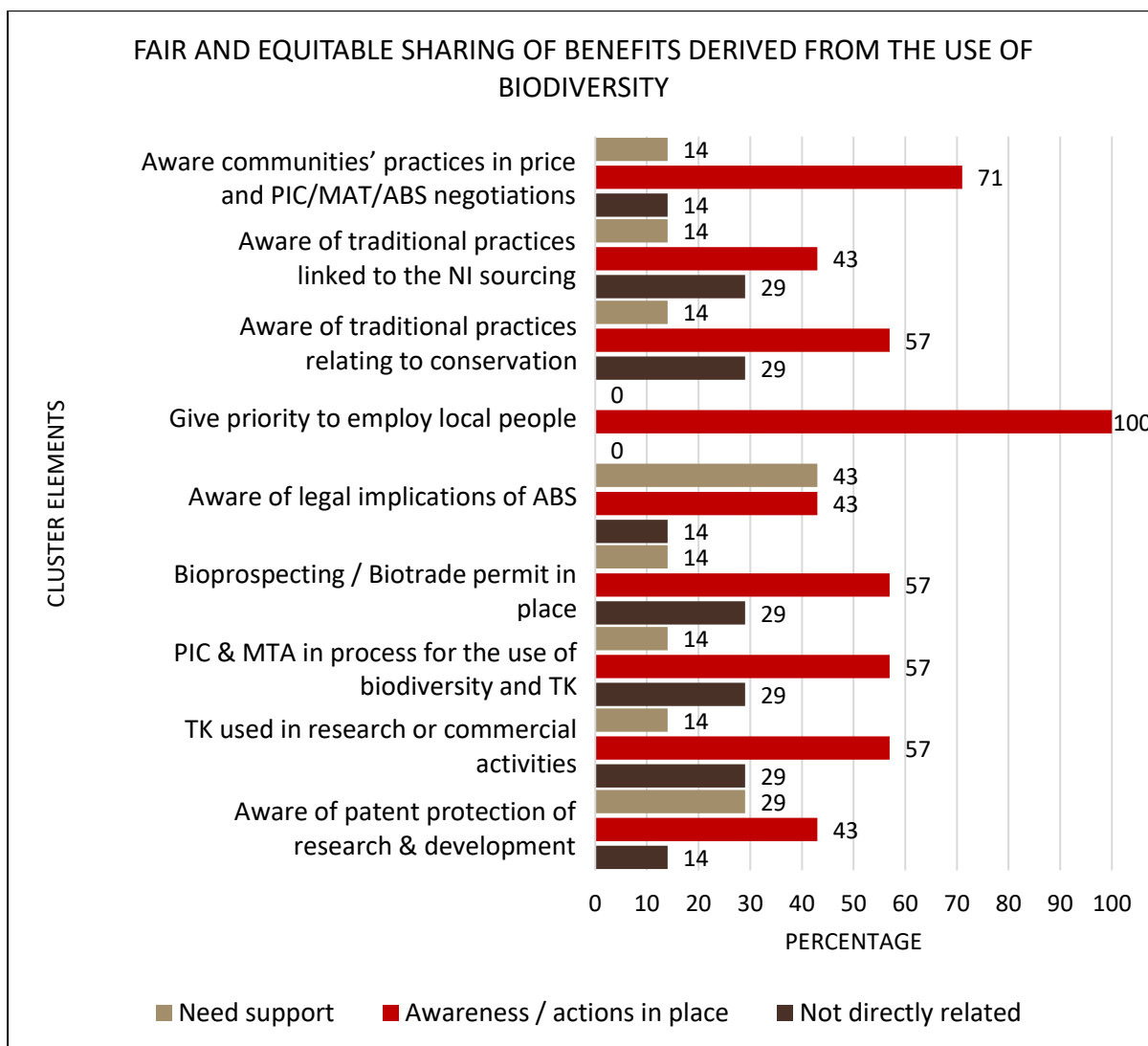
In Graph 3, five respondents were aware of and had measures in place to ensure that price and PIC/MAT/ABS negotiations were sensitive to communities' circumstances and practices; and three respondents were aware of specific traditional practices linked to the species and natural ingredients being sourced. 57% (4 respondents) had active measures in place to preserve and restore the traditional practices linked to the sourcing of species and ingredients that promote conservation and sustainable use of biodiversity. One respondent indicated that the business only purchased from other suppliers and not communities, whilst another respondent requested support relating to the price and PIC/MAT/ABS negotiations; and traditional practices linked to the sourcing and conservation of the natural ingredients.

Three (43%) respondents had some understanding of access and benefit-sharing and the possible legal implications for its activities; whilst four (57%) started with PIC/MAT negotiations for the use of the biodiversity and associated traditional knowledge. All the South African respondents requested support in understanding the access and benefit-sharing processes and to obtain permits. Although access and benefit-sharing regulations had not been enforced in the neighbouring countries, the respondents outside SA borders requested advice regarding compliancy expectations.

Two respondents indicated that they made use of traditional knowledge in their research and commercial activities, and that they involved the traditional knowledge holders in their commercial activities.

43% of the respondents had some awareness of the use of patent protection and research and development of biodiversity and associated traditional knowledge, but were in need of more information to understand the process of patent protection relating to their research and development activities. Notably, one respondent indicated that the business had actively engaged in a patent protection process.

All the respondents would like to give priority to employing people from local communities.



Graph 3: Fair and equitable sharing of benefits derived from the use of biodiversity

RECOMMENDATIONS

The main concern in this cluster is the lack of support and practical guidelines relating to all issues relating to ABS and the commercialisation of genetic (natural) resources, as experienced by the respondents. Respondents found it rather challenging to obtain practical information relating to the concept of having or providing access to and the distribution of the benefits linked to genetic resources, which are based on prior informed consent and mutually agreed terms.

The initiative of involving an independent partner or industry body to conduct the negotiations with the relevant communities relating to pricing; material transfer agreements; the use of traditional knowledge; and access and benefit sharing agreements, needs to be further explored. Such a practice can relieve the producers and other commercial stakeholders from the negotiations processes in furtherance of focusing on production.

It is advisable that a help desk be established to assist the respondents (ABioSA Grantees) with their queries relating to all aspects of bioprospecting and biotrade permits. Ideally such a help desk needs to be established at an industry representing body or association who can

tap into the industry-wide discussions on access and benefit sharing agreements and related matters.

It is recommended that the current level of awareness regarding access and benefit-sharing increase to all seven respondents by the Mid-term Evaluation; and all respondents to have completed the applicable PIC/MAT negotiations (by themselves or through a third party) by the Close-out Evaluation.

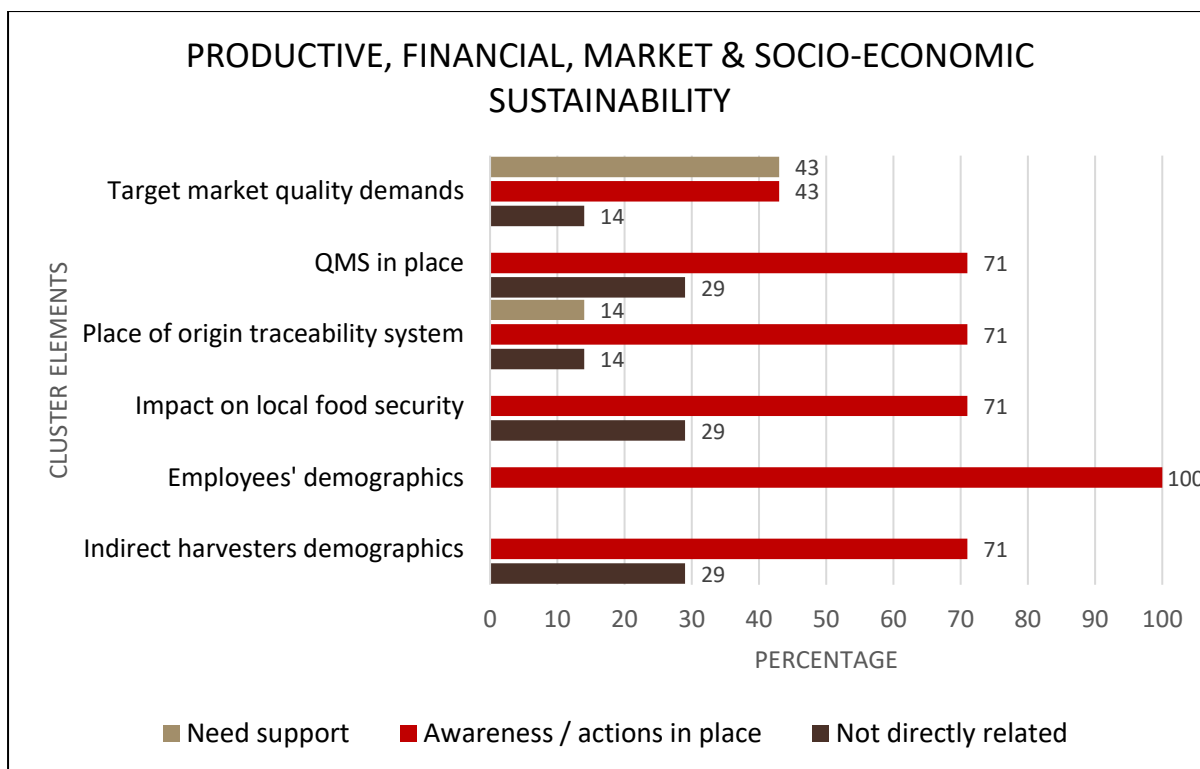
4.4. PRODUCTIVE, FINANCIAL, MARKET & SOCIO-ECONOMIC SUSTAINABILITY

Cluster 4 considered the sustainable use of the biotrade products by having market potential within specific markets for those products and services. This cluster also recognised the necessity of obtaining long-term financial sustainability and meeting the businesses' target market requirements; generating meaningful employment and contributing to the improvement of the standard of living for local communities involved with the natural resources.

In Graph 4, four respondents (43%) indicated that they are aware of the requirements of their target markets and expected quality requirements, whilst four requested support in identifying their target markets and more specifically relating to trade tools (banners, display stands, promotional brochures, posters), information leaflets, strategic partnerships and advertising. One respondent did not sell to a specific target market, but to a processing facility.

Five respondents (71%) had quality management systems in place and took measures to improve the quality of the sourced natural ingredients. The respondents indicated that they aligned their quality management systems with the expectations of their respective target markets. These respondents identified the origin of the natural ingredients through a traceability system, which is a prerequisite for most export destinations.

The development of commercial activities in relation to natural resources can change the traditional production practices as well as the availability and price of basic products for the food security of local populations. To this background, most of the respondents (71%) indicated that they are aware of the impact on local food security caused by sourcing and collecting activities. All the respondents had demographic statistics of their employees; and 71% of the respondents were directly involved with communities and have information of the harvesters.



Graph 4: Fair and equitable sharing of benefits derived from the use of biodiversity

RECOMMENDATIONS

It is advisable that all respondents develop a traceability system as part of their quality management and risk-management tools. The 'one-step-back-one-step-forward' approach of traceability will provide the respondents' companies the ability to identify the origin of its raw material used in the production processes. It is also advisable that companies sourcing raw materials from wild harvesters be aware of the trade-off that communities need to undertake when participating in wild harvesting. For good practice purposes, it is sensible that the traceability system includes the conservation and restoration processes in the areas where the harvesting took place, as well as the harvesting techniques and the harvesters involved.

It is recommended that respondents are supported with assistance to identify their target market. Currently only four respondents had some idea of who their target market is. It is thus highly recommended that 100% of the respondents be able to describe their target market by the Mid-term Evaluation, and that 100% of the respondents have adapted their production plans to fit the requirements of their target markets by the Close-out Evaluation.

4.5. COMPLIANCE WITH NATIONAL AND INTERNATIONAL LEGISLATION

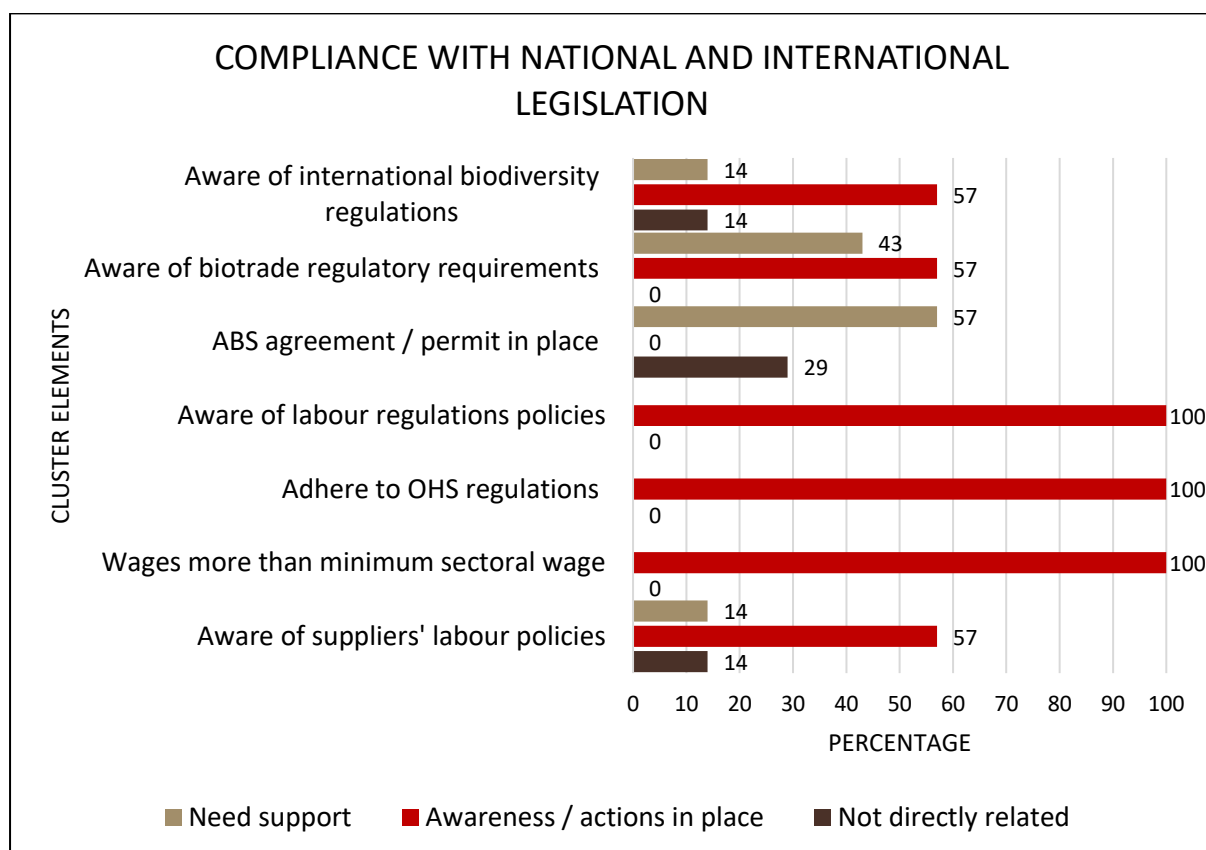
Cluster 5 focused on the compliancy of respondents with relevant international and domestic legislation and regulations to obtain market access for its products. This included the labour legislation applicable to each country; the Convention on Biological Diversity; the Convention on International Trade in Endangered Species of Wild Fauna and Flora; the conventions of the International Labour Organization; the rules of the World Trade Organization, and other regulations. The generating of social capital is one of the pillars of sustainable development and includes the understanding that human rights are fundamental to the work of all those involved in the sustainable trade of biodiversity products; as well as the recognition of

intellectual property rights and the value of traditional knowledge associated with the genetic resources utilised in the innovation processes.

In Graph 5, 57% of the respondents indicated that they are aware of the national and local legislation relating to the sustainable use and trade of products and services derived from biodiversity, and 43% requested support in understanding the different implications and adherence requirements.

100% of the respondents followed the national and regional labour regulations in terms of paying wages that are equal to or more than the minimum sectoral wage; adhered to the Occupational Safety and Health regulations; and observed the national labour regulations policies. Five respondents (57%) were aware of the way that their suppliers adhered to the labour regulations and policies, while one respondent requested support on how to monitor such activities in the supply chain.

None of the respondents had any ABS agreement(s) and/or permit(s) in place, while some are in process to obtain these agreements and permits for each natural ingredient. Also, the companies in neighbouring countries dealing with South African sourced natural ingredients were unsure about the process they need to follow to ensure that they trade legitimately. All the respondents requested more information and a step-by-step guideline on how to enter into such agreements and apply for permits.



Graph 5: Compliance with national and international legislation

RECOMMENDATIONS

It is advisable that a code of good practice be established to guide respondents (2020 Grantees) throughout the process of becoming a successful and sustainable participant in the biotrade industry. Such a code of good practice needs to address all aspects relating to the development of a high-growth jobs-rich and innovative biotrade sector that complies with international and domestic ABS regulations; as well as to support sustainable development goals and contributes to the livelihoods of rural people; and to create permanent and seasonal jobs in biotrade value chains.

As noted in the recommendations of Cluster 4.3, the main concern is the lack of support and practical guidelines relating to all issues relating to ABS and the commercialisation of genetic (natural) resources, as experienced by the respondents. Building on the recommendations (in Cluster 4.3), it is recommended that 100% of the respondents have awareness of the international agreements related to biodiversity, particularly the CBD, the Nagoya Protocol and CITES; and of the regulatory requirements related to the use and trade of natural ingredients by the Mid-term Evaluation. It is further recommended that four (57%) respondents obtain or apply for ABS agreement(s) and/or permit(s) for each natural ingredient they work with, by the Close-out Evaluation. This recommendation is crucial as the current situation is rather troublesome as the majority of these companies seem to be trading in breach of the bioprospecting legislation.

4.6. GRANT & CAPACITY BUILDING SPECIFIC INFORMATION

In-kind contributions

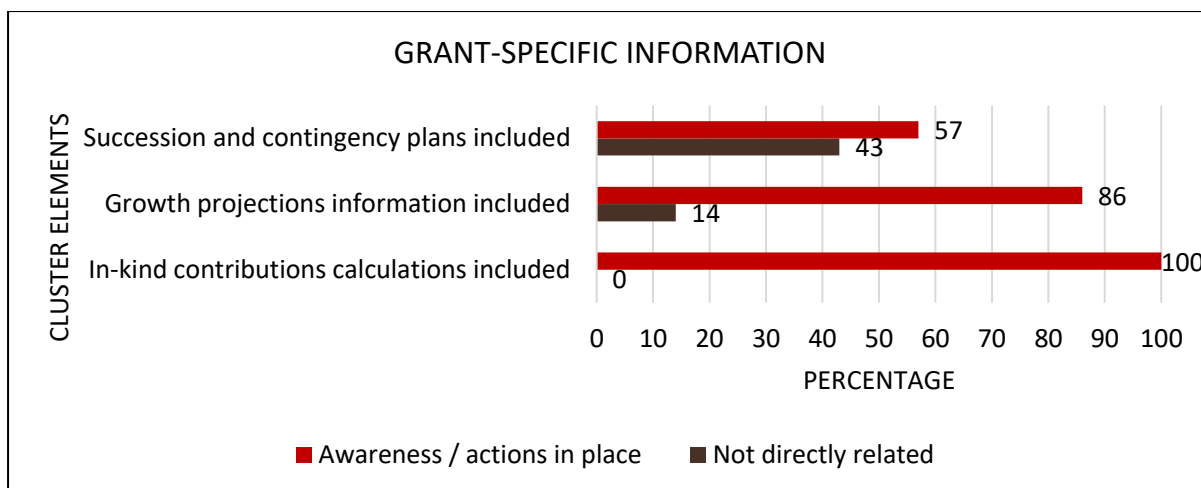
As indicated in Graph 6, all the respondents submitted the requested in-kind contributions calculations for staff time; office and communication costs; and equipment or services as specified in the funding application; as well as copies of quotations to purchase equipment and/or machinery.

Growth projections

Six respondents submitted growth projections to explain how the grant will assist their business to grow and employ more people, and how they plan to upscale their current business operations to achieve sustainability beyond the funding project's lifetime. One respondent requested support in developing the growth projections.

Succession & contingency plans

Five respondents (57%) submitted a succession & contingency plan to ensure the sustainability of the project and the business in the event of key personnel resigning or becoming indisposed in such a way that will threaten the continuation of the planned performance delivery.



Graph 6: Grant-specific information

RECOMMENDATIONS

It is recommended that all the respondents (Grantees) have growth projections in place by the Mid-term Evaluation. These growth projections need to be based on the grant funding, and on the purpose of the grants as stipulated in the respective applications. Also, growth projections need to be clear in order for the ABioSA team to track the impact and growth of the respondents as a direct result of the grant. The businesses' growth needs to be measured in the Close-out Evaluation against a set of criteria that summarises the purpose of each grant.

It is recommended that 100% of the respondents have a succession & contingency plan in place to safeguard the continuation of the investment made by ABioSA in each of the Grantees' businesses.

5. LIMITATIONS

Overall, the dominant limitation was the slow response rate of the Grantees, resulting in a delay of the findings of the baseline survey and project data verification. One respondent queried the purpose of the baseline study which resulted in a delayed response in obtaining information.

6. OVERVIEW OF DATA VERIFICATION

As with the 2019 Grantees, the grant funding application requested the applicants to include information in specific categories; which correlates with the progress dashboard developed by the ABioSA team to quantitatively monitor the progress of the Grantees.

These categories included the annual turnover for local and export sales; the total permanent jobs created, with specific mention of BEE jobs, and jobs for women and the youth >35 years. The employment category further includes direct seasonal jobs and indirect harvesters' jobs, sectors served by the biotrade industry, number of types of products in the local and export market; ABS and BEE compliancy. The next category is for the number of indigenous species used as raw material; the current and future hectares available for cultivation or harvesting; and whether the raw material is obtained from cooperatives or indigenous peoples and local

communities (IPLC). Lastly, the dashboard included categories for commercialisation and export readiness of new products.

As was the case of the 2019 Grantees, the responses from the 2020 Grantees were inconsistent and did not correlate with the information included in the applications. The general feedback from the Grantees was that their circumstances changed since the application. Grantees were reluctant to provide financial information relating to turnover; quantities sold in different markets; and hectares available for cultivation and/or wild harvesting.

Most of the Grantees did submit detailed growth projections to explain the expected increase in jobs and turnover; and all the Grantees provided detailed calculations of in-kind contributions as included in the grant funding applications.

DATA SUMMARY TABLES

The following tables have been developed to summarise the data gathered during the Baseline Survey and Project Verification process:

<u>Table 2: Current & planned direct permanent jobs</u>	17
<u>Table 3: Current direct seasonal jobs</u>	17
<u>Table 4: Current indirect seasonal jobs</u>	18
<u>Table 5: Current indirect wild harvesters jobs</u>	18
<u>Table 6: Types of products in the local and export market</u>	19
<u>Table 7: Product types per sector</u>	18
<u>Table 8: ABS compliancy</u>	18
<u>Table 9: Grant funding utilisation</u>	19

7. GRANT FUNDING

The Grantees indicated in their applications what it is that they require the funding for. This information provided a benchmark against which the utilisation of the funding can be measured. It is recommended that this utilisation be tracked during the Mid-term Evaluation and the Close-out.

GRANTEES	CURRENT DIRECT PERMANENT JOBS (2019/20)				PLANNED DIRECT PERMANENT JOBS (2020/21)			
	VERIFIED DATA				PLANNED			
	TOTAL	BEE JOBS	WOMEN	YOUTH	TOTAL	BEE JOBS	WOMEN	YOUTH
Company A	6	5	3	4	18	18	15	5
Company B	4	0	2	0	4	4	2	3
Company C	2	0	1	0	3	2	3	2
Company D	4	6	2	1	12	12	8	8
Company E	2	4	2	0	10	10	7	4
Company F	21	0	9	7	9	0	3	5
Company G	6	21	2	0	8	8	5	5
Total	45	36	21	12	64	54	43	32

Table 2: Current & planned direct permanent jobs

GRANTEES	CURRENT DIRECT SEASONAL JOBS (2019/20)			
	VERIFIED DATA			
	TOTAL	BEE JOBS	WOMEN	YOUTH
Company A	3	3	2	1
Company B	4	4	1	4
Company C	0	0	0	0
Company D	0	0	0	0
Company E	13	13	12	0
Company F	19	19	10	4
Company G	23	23	4	4
Total	62	62	29	13

Table 3: Current direct seasonal jobs

GRANTEES	CURRENT INDIRECT SEASONAL JOBS (2019/20)			
	VERIFIED DATA			
	TOTAL	BEE JOBS	WOMEN	YOUTH
Company A	0	0	0	0
Company B	4	0	1	12
Company C	0	0	0	0
Company D	0	0	0	0
Company E	0	0	0	0
Company F	14	9	4	3
Company G	38	19	38	0
Total	56	28	43	15

Table 4: Current indirect seasonal jobs

GRANTEES	CURRENT INDIRECT WILD HARVESTERS (2019/20)			
	VERIFIED DATA			
	TOTAL	BEE JOBS	WOMEN	YOUTH
Company A	0	0	0	0
Company B	4	4	1	12
Company C	0	0	0	0
Company D	0	0	0	0
Company E	2509	2509	1997	294
Company F	14	14	4	5
Company G	38	38	38	0
Total	2565	2565	2040	311

Table 5: Current indirect wild harvesters jobs

TYPES OF PRODUCTS IN THE MARKET (2019/20)				
GRANTEES	VERIFIED DATA			
	CURRENT TYPES PRODUCTS		PLANNED TYPES PRODUCTS	
	LOCAL MARKET	EXPORT MARKET	LOCAL MARKET	EXPORT MARKET
Company A	15	0	20	5
Company B	2	2	2	2
Company C	41	21	41	22
Company D	2	0	8	6
Company E	6	6	6	6
Company F	4	5	5	5
Company G	10	0	12	5

Table 6: Types of products in the local and export market

PRODUCT TYPES PER SECTOR			
SECTORS SERVED	TYPE OF PRODUCTS	SECTORS SERVED	TYPE OF PRODUCTS
Pharmaceutical products	1	Beverage, herbal teas & natural food industries	2
Nutraceutical & healthcare products	2		
Cosmetics	2	Raw material	1

Table 7: Product types per sector

ABS COMPLIANCY							
GRANTEES	Biotrade permit	Bioprospecting permit	Integrated permit	DEFF permit	Not needed	Own cultivation	Need support
Company A					Not needed		
Company B	No	No	No	Unsure		Yes	Yes
Company C					Not needed		
Company D	No	No	No	Expired		No	Yes
Company E					Not needed		
Company F	No	No	No	Yes		Some	Yes
Company G	In process	Unsure	Unsure	Yes		No	Yes

Table 8: ABS compliancy

GRANT FUNDING UTILISATION					
CATEGORY	QUANTITY	CATEGORY	QUANTITY	CATEGORY	QUANTITY
TESTING		REGISTRATION		CERTIFICATION	
Sunscreen formulation	2	IP	1	HACCP	1
CoC/CoA	1	CPNT	1	Organic	1
Stability	1	<i>Total</i>	2	Product	1
Microbiological	1	MARKETING, PRODUCTION & QUALITY		<i>Total</i>	3
Heavy metals	1	Develop packaging/branding	1	SUPPLY CHAIN	
<i>Total</i>	6	Marketing & promotion	2	Setup supply chain	1
EQUIPMENT		Product quality improvement	1	<i>Total</i>	1
Processing equipment	1	Production protocols & scale-up	2	ABS	
Cold storage	1	Planting of new raw material	1	ABS agreements & support	1
Total equipment	2	<i>Total</i>	7	<i>Total</i>	1
<i>Total</i>	4				

Table 9: Grant funding utilisation

