This memorandum consists of 12 pages.
SECTION A

QUESTION 1

1.1 1.1.1 B ✓✓
   1.1.2 C ✓✓
   1.1.3 B ✓✓
   1.1.4 A ✓✓
   1.1.5 D ✓✓
   1.1.6 B ✓✓
   1.1.7 B ✓✓
   1.1.8 A ✓✓
   1.1.9 B ✓✓
   1.1.10 C ✓✓

1.2 1.2.1 B ✓✓
   1.2.2 I ✓✓
   1.2.3 J ✓✓
   1.2.4 D ✓✓
   1.2.5 H ✓✓
   1.2.6 G ✓✓
   1.2.7 A ✓✓
   1.2.8 L ✓✓
   1.2.9 K ✓✓
   1.2.10 F ✓✓

(10 x 2) (20)
1.3 1.3.1 Resources ✓
1.3.2 Precision farming ✓
1.3.3 optimum/ideal temperature ✓
1.3.4 Cheque ✓
1.3.5 Budget ✓
1.3.6 Source document ✓
1.3.7 Seasonal labourer ✓
1.3.8 Marketing ✓
1.3.9 Coordination/organising/planning ✓
1.3.10 Producer/commodity organisation/cooperative/banks/agricultural companies ✓

TOTAL SECTION A: 50
SECTION B

QUESTION 2: ANIMAL AND CROP PRODUCTION

2.1 2.1.1 Methods for reducing negative impact on veld
- Stick to/stock below the carrying capacity of the region ✓
- Leaving patches of natural vegetation where wild plants and animals can continue to grow alongside cultivated land ✓
- Follow a good rotational grazing program/erecting camps ✓
- Apply good veld/pasture management practices ✓
- Exterminate foreign/invasive plants/weeds/trees ✓
- Control soil erosion ✓

(Any 4) (4)

2.1.2 Three factors influencing veld management programme
- Stocking rate will determine the number of animals ✓
- The rainfall will determine the period of stay/absence/resting in the camp during the different seasons ✓
- Stock intensity will determine the period of stay ✓
- Herd composition will influence the number of camps ✓
- Supplementary feeding will change the effect on natural grazing ✓
- Natural disasters ✓
- Veld type identification ✓
- Condition of veld ✓
- Choice of veld programme ✓
- Camp outlay/number of camp ✓
- Different type of animals (type of grazers) ✓
- Capital/Economic implication ✓
- Topography ✓
- Climate ✓

(Any 3) (3)

2.2 2.2.1 Two causes of soil degradation
- Soil erosion ✓
- Salination ✓
- Acidification ✓
- Water logging ✓
- Pollution ✓
- Compacting of soils ✓
- Poor farming practices ✓
- Loss of soil fertility/organic material ✓

(Any 2) (2)

2.2.2 Two methods of rehabilitate soil
- Planting of vegetation ✓
- Correct carrying capacity of veld ✓
- Covering of soils ✓
- Adding agricultural lime/gypsum ✓
- Draining of salty soils ✓
- Soil contours ✓
- Minimum/No tillage ✓
- Adding of organic material ✓

(Any 2) (2)
2.2.3 Legislation on resource management
- The National Water Act ✓
- The National Veld and Forest Fire Act ✓
- Conservation of Agricultural Resources Act (CARA) ✓
- The Sustainable Utilisation Of Agricultural Resource Bill ✓

(Any 2) (2)

2.3 2.3.1 Soil texture
- The texture of the soil at a certain place (location) ✓ is a given/cannot be change/one cannot change sandy soil into clay soil ✓

(2)

2.3.2 Soil depth
- Soil has a certain depth ✓
- in a specific area ✓ that cannot be changed

(2)

2.3.3 Slope
- Slope is fixed ✓
- on a specific land/veld ✓ that cannot be changed

(2)

2.4 2.4.1 Sources of capital and their explanation
- Credit/Production loan ✓
- Money borrowed from the bank/financial institution ✓ ✓

(4)

2.4.2 Three problems of capital as production factor
- Capital is scarce ✓
- Capital is expensive/high interest ✓
- High risk ✓
- Over capitalisation ✓
- Under capitalisation ✓
- Enough collateral/security for the loan ✓
- Additional expenditure for capital redemption and interest ✓

(Any 3) (3)

2.5 2.5.1 Benefits of precision farming
- Cost of producing the crop can be reduced/It increases the profit margin ✓
- Risks of environmental pollution from agrochemicals decreases ✓
- Improves the crop yield ✓
- Provides information to make better management decision ✓
- Provides more accurate farm records ✓
- More accurate yield prediction ✓
- Soil production potential can be determent ✓
- Improved resource management ✓

(Any 3) (3)
2.5.2 Ordering information
- Data collection ✓
- Data evaluation ✓
- Machine application/Data capturing ✓
- Data capturing/Machine application ✓ (4)

2.6 2.6.1 The specific type worker
- A = Casual/contract worker/labourer ✓
- B = Permanent/Full time worker/labourer ✓
- C = Seasonal worker/labourer ✓
- D = Permanent/Full time worker/labourer ✓ (4)

2.6.2 Worker with least job security
- A/Casual worker ✓
- C/seasonal worker ✓ (Any 1) (1)

2.6.3 Difference between worker A and C
Worker A
- Does only a specific work on the farm ✓
- And then leaves the farm ✓

Worker C
- Works on the farm every season/do seasonally work ✓
- The same time every year on the farm ✓ (4)

2.7 2.7.1 Water for seedlings
- Yes/Rainfall is adequate/There is enough water available ✓ (1)

2.7.2 Water during ripening
- No/Rainfall is inadequate/There is not enough water available during ripening of the plant ✓ (1)

2.7.3 Possible solutions
- Irrigate/give water to plants ✓
- Cover soil with artificial/natural covering ✓ (2)

2.7.4 List problems of high rainfall
- Difficult to harvest product/Can't harvest the product ✓
- Harvesting is delayed/late on market ✓
- Delayed preparation for next crop ✓
- Lower quality of product produced ✓
- Lower/lack of income ✓
- Increase possibility of diseases/rotting ✓ (Any 4) (4) [50]
QUESTION 3: RECORDING, FINANCIAL STATEMENTS AND ENTREPRENEURSHIP

3.1 Basic information on source document
- The date ✓
- The amount (mass/volume) ✓
- The description of the transaction ✓
- Name of company ✓
- Price ✓

(Any 2) (2)

3.2 Definition of petty cash
- It is the cash/money ✓
- That the farmer can use to pay for small expenses ✓

(2)

3.3 3.3.1 Definition of balance sheet
- Financial document that indicates the financial status/assets and liabilities of a farm ✓
- At a specific point in time/particular date ✓

(2)

3.3.2 Net value
- The difference between the assets and liabilities/assets minus liabilities/It is the money remaining when all the debt is deducted from the total assets on the farm ✓
- At a specific time ✓

(2)

3.3.3 (a) Long-term credit
- Used over 10–20 years ✓
- To buy fixed assets ✓
- For example land, buildings, fences, boreholes ✓

(3)

(b) Medium-term credit
- Have a lifespan of 2 to 10 years ✓
- Used to buy movable assets ✓
- Such as tractor, implements, livestock ✓

(3)

(c) Short-term credit
- Used within 2 year period ✓
- Used for trade expenses ✓
- Such as fertilizers, seeds, fuel ✓

(3)
3.4 3.4.1 Four characteristics for an entrepreneur

- Knowledge of the enterprise √
- Have experience √
- Planning skills ✓
- Skilled labour/trained labourer ✓
- Business skills ✓
- Adapt to changing circumstances ✓
- Good personal/human relationships ✓
- Good organiser ✓
- Responsible ✓
- Communication skills ✓
- Risk taker ✓
- Reliable ✓

(Any 4) (4)

3.4.2 Three reasons for taking a risk

- They want to work for themselves instead of others ✓
- They prefer to take all business decisions themselves ✓
- They want to keep the profit of their business ✓
- They want to try out their own ideas ✓

(Any 3) (3)

3.5 3.5.1 Business description

- Vision and mission statement ✓
- Nature of the business ✓

(2)

3.5.2 Market analysis/overview

- Growth potential ✓

(1)

3.5.3 Operational plan

- Facility plan ✓
- Administrative plan ✓

(2)

3.5.4 Risk analysis

- Foreign exchange risk ✓
- Price and other risks ✓

(2)

3.5.5 Financial plan

- Assumptions and definitions ✓

(1)
3.6 3.6.1 Calculations

(a) **Total income**
- R80 600,00 + R15 420,00 + R400,00 ✓
  = R96 420,00 ✓ (Only answer ✓ ✓)  

(b) **Total expenses**
- R600,00 + R250,00 + R5 925,00 + R310,00 + R1 155,00
  + R1 150,00 + R2 200,00 + R720,00 ✓
  R12 310,00 ✓ (Only answer ✓ ✓)  

3.6.2 Evaluate this table for profit/loss
- The section worked at a profit ✓
- Profit/loss = total income – total expenses
  = R96 420,00 – R12 310,00 ✓
  = R84 110,00 ✓
- Because income is more than expenses ✓  

3.7 Calculations

3.7.1  
(a) 600 864 ✓
(b) 523 252 ✓
(c) 430 516 ✓
(d) 454 408 ✓
(e) 417 574 ✓
(f) 449 450 ✓  

3.7.2 Month of loss and reason
- December ✓
- The total payments/expenditure are more than the total receipts/income for the month ✓  

3.7.3 Two reasons for farm budget
- To determine the capital need ✓
- For control purposes ✓
- To determine the practicability of a decision ✓
- To determine the relative profitability of the alternatives/probable income and expenditure ✓
- To quantify the long term strategy and objectives ✓ (Any 2)  

[50]
QUESTION 4: HARVESTING, VALUE-ADDING, MARKETING, AGRITOURISM AND INDUSTRY

4.1 Advantages of processing for the consumer
- To increase the shelf/storage life of the product
- To meet consumer taste
- Consumer friendly
- Out of season availability of products/food security
- Increase the nutritional value
- Easier packaging/handling of product
- To shorten preparing/cooking time of the product (Any 4) (4)

4.2 Disadvantages of storing agricultural products in small quantities
- Damaging of products is easier
- Handling of product more often/Increased labour costs/labour intensive
- Packaging material is more expensive in the long run
- Pests can cause great damages
- Difficult to move/transport greater volumes
- Theft
- Marketing is more difficult (Any 4) (4)

4.3 4.3.1 Disadvantages of harvesting by hand
- Very slow/takes a long time
- Products not so clean
- Only small areas can be harvested
- Dependant on weather conditions
- Theft
- Labour intensive
- Labour related issues (Any 4) (4)

4.3.2 Problems labourer experienced
- Harsh weather conditions
- Sunburn
- Injuries
- Long hours
- Long walking distances
- Little carrying capacity
- Hard physical work
- Poor working conditions
- Disabilities (Any 4) (4)
4.3.3 **Improvement of working conditions**

- Correct equipment to do the work better ✓
- Supply protective clothing to protect against harsh conditions ✓
- Apply mechanization to ease the work of labourers ✓
- Supply clean water to drink during working hours ✓
- Supply sunscreen to protect exposed skin areas ✓
- Supply shade if possible ✓
- Provide ablution facilities/housing ✓
- Transport ✓
- Training ✓
- Appropriate time management/time management ✓  (Any 5)  (5)

4.4 **Differences between marketing channels** ✓ for table with labels

<table>
<thead>
<tr>
<th>Aspect</th>
<th>Fresh produce market</th>
<th>Contract marketing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pricing</td>
<td>Great fluctuation in prices ✓</td>
<td>Smaller fluctuations in prices ✓</td>
</tr>
<tr>
<td>Product sold</td>
<td>Not sure how many products will be sold ✓</td>
<td>Contracted products will be sold ✓</td>
</tr>
<tr>
<td>Income stability</td>
<td>Income of farmer is instable ✓</td>
<td>Income of farmer is more stable ✓</td>
</tr>
<tr>
<td>Packaging</td>
<td>Cheaper ✓</td>
<td>More expensive ✓</td>
</tr>
<tr>
<td>Quality control</td>
<td>Less strict quality controls ✓</td>
<td>More strict quality controls ✓</td>
</tr>
</tbody>
</table>

(Any 3 aspects)  (7)

4.5 **Methods of adding value meat**

- Cut into the different cuts of meat ✓
- Smoking ✓
- Change into processed meat ✓
- Drying ✓
- Salting ✓
- Cooling ✓
- Precooking ✓
- Marinating of meat ✓
- Packaging ✓
- Aging of meat ✓  (Any 4)  (4)
4.6 4.6.1 **Product information**
- Name/type of product ✓
- Mass/volume of product ✓
- Ingredients of the product ✓
- Nutritional values ✓
- Storage information ✓

(Any 3) (3)

4.6.2 **Nutritional value**
- Table ✓ with the nutritional value
- Value as mass/percentage of RDA ✓
- Arrange from highest to lowest order ✓

(3)

4.6.3 **Allergies**
- Any allergies that can be caused by the product must be indicated ✓
- That is not related to the product itself /that is added ✓

(2)

4.7 4.7.1 **Reasons for changing farms into agritourism**
- Livestock theft ✓
- Fluctuating meat prices ✓
- Higher income/more stable income/ earn foreign currency ✓
- To venture into agritourism/to attract tourists ✓
- Increased farm value ✓
- Diversification ✓
- Marketing/promotion/advertising of product/Niche market ✓

(3)

4.7.2 **Reason for game farm to be tourist attraction**
- Game is more attracting than farm animals ✓
- Most game farms have accommodation ✓
- Game farms are more natural than ordinary farms ✓
- Exotic game species ✓
- Hunting /Recreation ✓

(Any 2) (2)

4.8 **Evaluations and recommendations**
- The income from stud animals is increasing in contrast to the income of the commercial animals that is declining ✓
- Put more emphasis on stud farming ✓
- There are too many animals on the farm/overgrazing occurs ✓
- Reduce the number of animals ✓
- Start a feedlot to reduce the number of animals on grazing ✓
- Find alternative markets for the commercial animals ✓
- Feed animals-supplementary feeding to increase the weekly mass gain ✓

(Any 5) (5)

[50]

TOTAL SECTION B: 150
GRAND TOTAL: 200