

## **Guidelines for Application and Evaluation Criteria for Leasing of Government Farms**

1. Government owns and operate farms for varied agricultural activities in the country. It is government policy to grant lease to some of these farms to individuals, companies and or cooperatives who have capacity to undertake viable dairy enterprises.

### **2. Application procedure:**

- a. Interested parties may submit application in a form of business proposal to relevant authorities (Ministry of Agriculture, Eswatini Dairy Board)
- b. The proposal should have but not limited to the following information:
  - i. Profile of the applicant
    1. Name
    2. Contacts
    3. Shareholding
    4. Experience and expertise in proposed venture
  - ii. Concept summary of the proposed business
  - iii. Size of land required and location
  - iv. Business plan
    1. Objectives
    2. Production
    3. Marketing
    4. Management
    5. SWOT Analysis
    6. Financials (balance sheet and cashflow)

### **3. Evaluation / assessment criteria for prioritization of land lease**

- a. The evaluation criteria shall help guide the relevant authorities in determining proposals that are viable and worthy of being granted lease. This criteria will also guide where there are a number of proposals and ranking according to most viable is required.

<b>Criteria</b>		<b>Points /comments</b>
1. Submission of proposal to *relevant authorities is a pre-requisite	Stamped documents	
2. Availability and suitability of land	Size of land required	
	Water requirement	
3. Relevance (Does planned activity contribute to national goals)	Employment creation	
	Value of Produce/ Output (E)	
	Linkages /services to other value chain actors/ Processing potential	

4. Capacity to undertake proposed business	Experience (Number of years in the business)	
	Access to or availability of required expertise	
	Net worth of project proponent	
	Amount of proposed investment (E)	
5. Feasibility of Technical requirements	Utilities	
	Acceptability/ availability of required technology/ inputs	
6. Feasibility of marketing strategy	Market demand (targeted market, price and quantities)	
7. Financial Viability	Return on Investment , ROA (Return on Assests)	
8. Dependent transactions (to establishment of the project)	Eg: 1. Change of policy	
	2. Any investment cost by government (counterpart funding) or PPP Agreement	
	4. Identification of local partners	
	5. Identification of financing mechanism for small holder out growers	
9. Time period of project Brake down activities according to priority for project life	1. Disaggregate by quarter major activities	

Note: All Correspondence and Enquiries can be addressed to:

**The Principal Secretary**  
**Ministry of Agriculture**  
**Kindom of Eswatini**  
**Tel: (+268) 2404 2731**  
**Email: ps@agriculture.gov.sz**

**The Chief Executive Officer**  
**Eswatini Dairy Board**  
**Kingdom of Eswatini**  
**Tel: (+268) 25058262**  
**Email: info@dairyboard.co.sz**