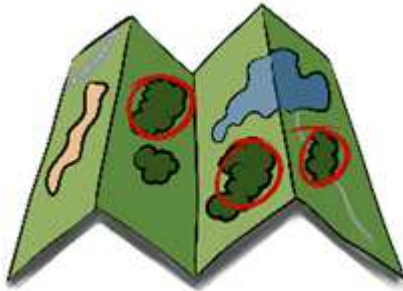


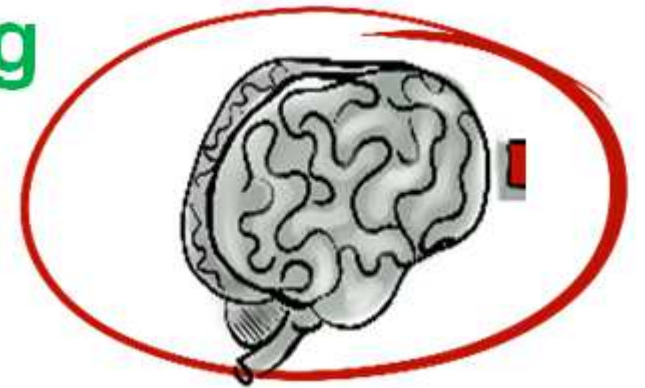
# Clear To Grow

## *Where is the Demand?*

### Invasive & Alien Plant Biomass Value Chain Mapping

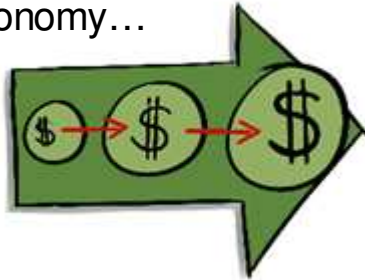


10<sup>th</sup> June, 2019  
David Gardner



# The Clear to Grow Programme will:

Catalyse a strong Biomass Economy...



...by stimulating demand for invasive biomass as an input into value-adding processes, that will..



...accelerate the eradication of invasive biomass...



...enhancing utilisation of and growth potential for SMME's engaged in the Green Value Chain...



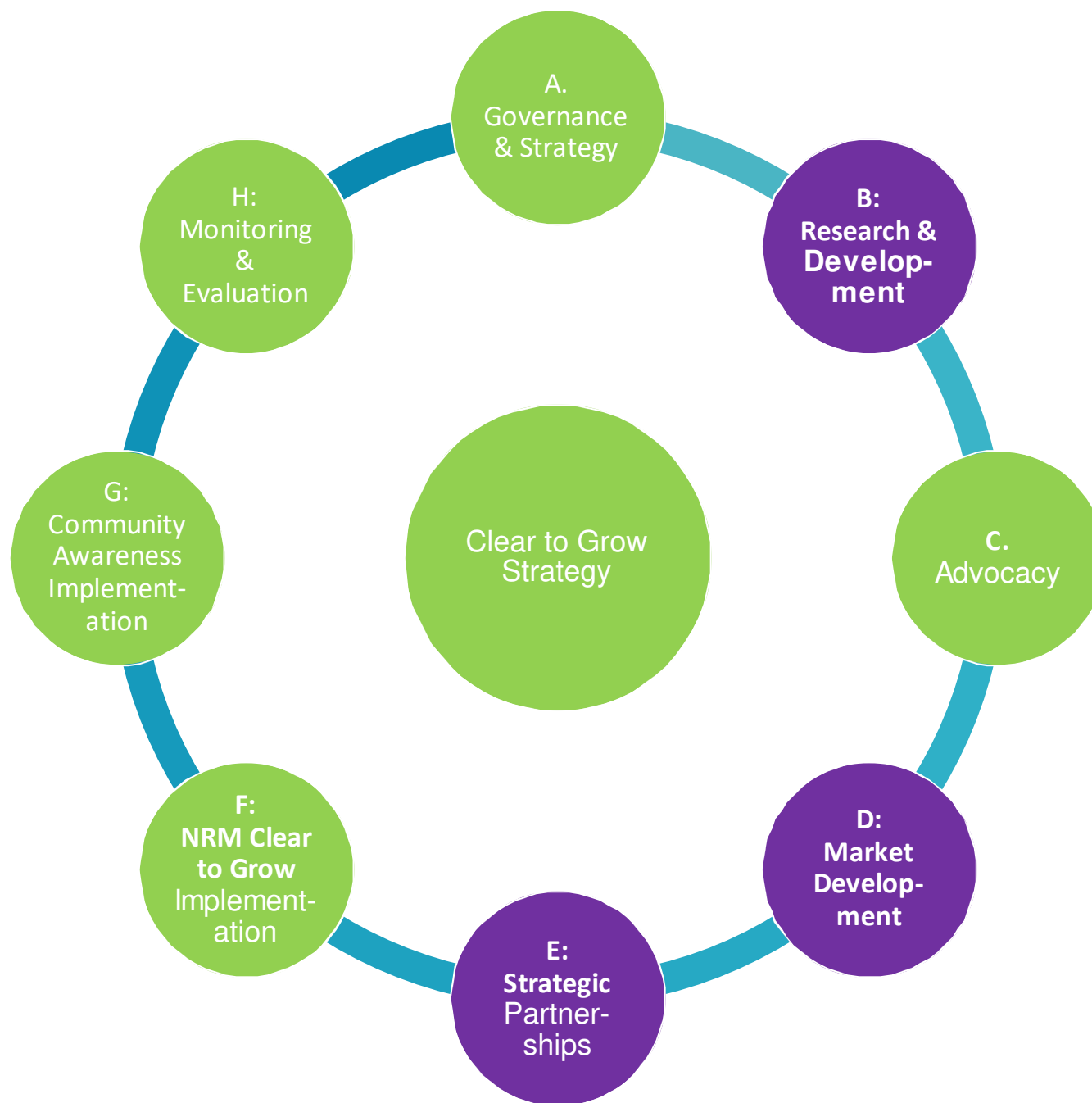
Role	Responsibility	Contribution	Impact
✓			✓
✓	✓		
✓		✓	
	✓		✓
			✓

...and driving clear understanding of roles and responsibilities, and contributions of public and private sector



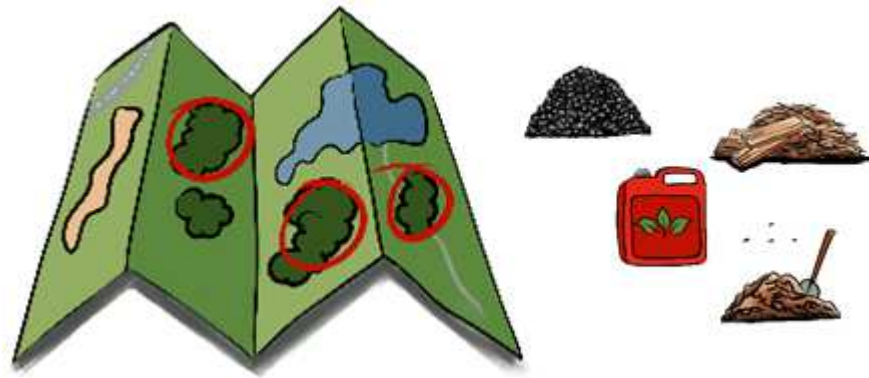
And therefore Strengthen South Africa's water security and reduce fire risk

# Clear to Grow Focus Areas



# Where is the Demand?

## Mapping the (IAP) Biomass Value Chain



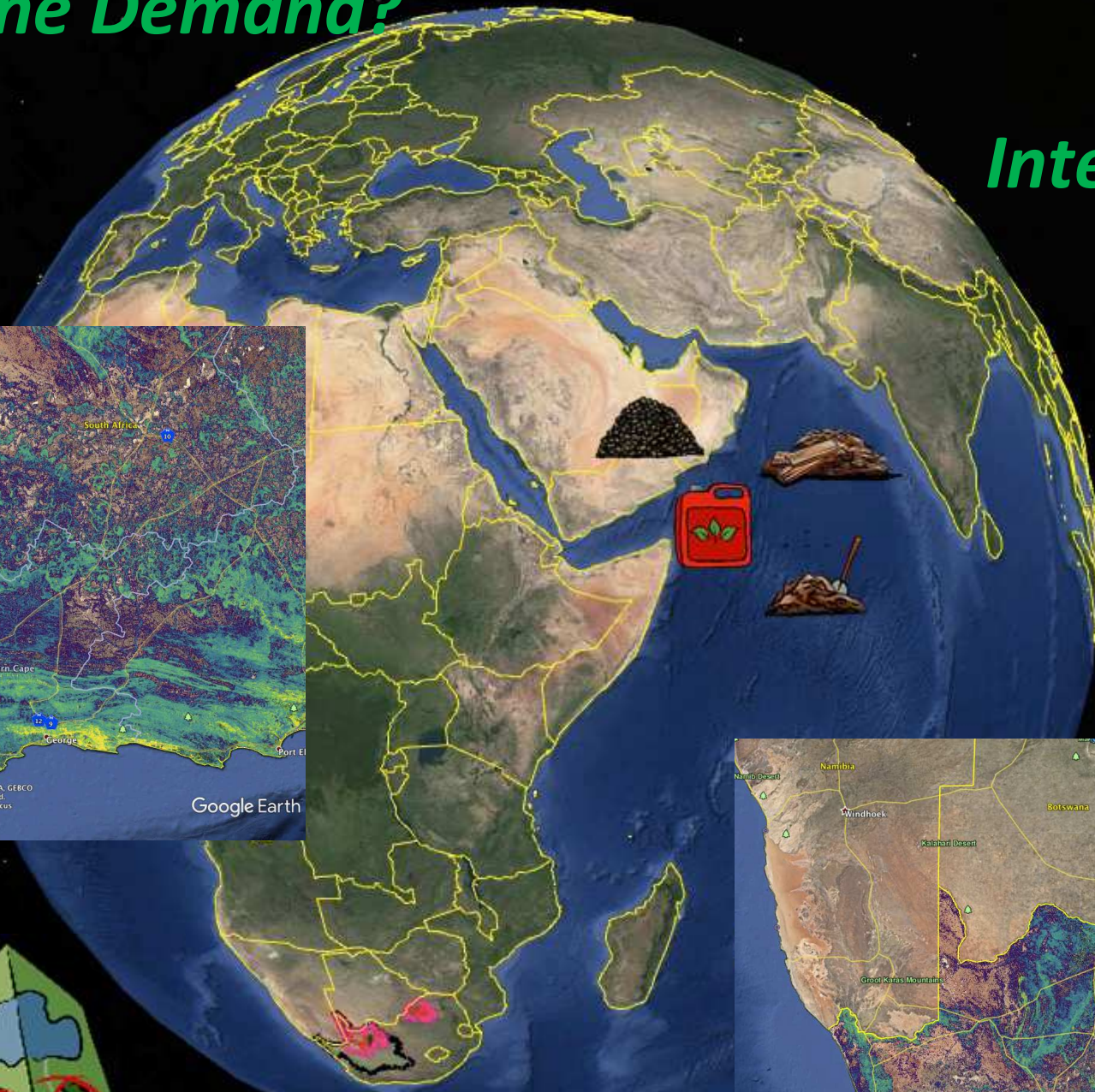
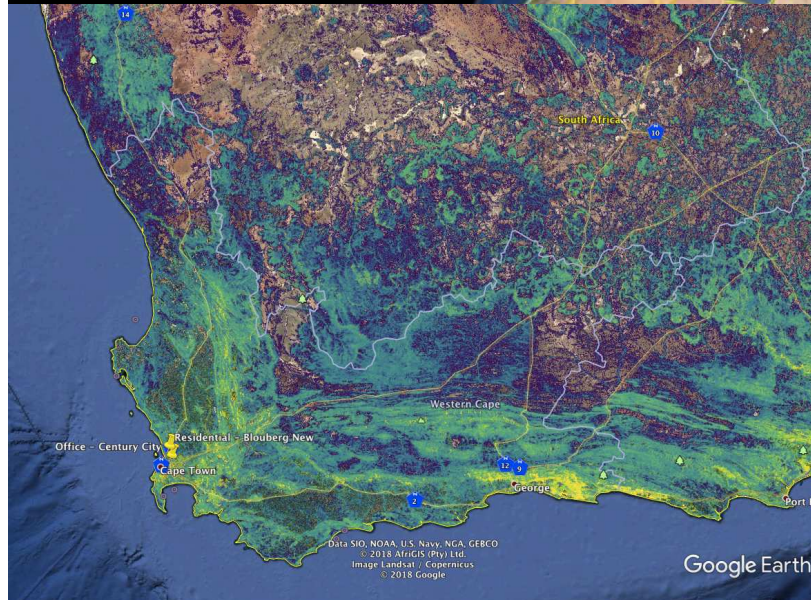
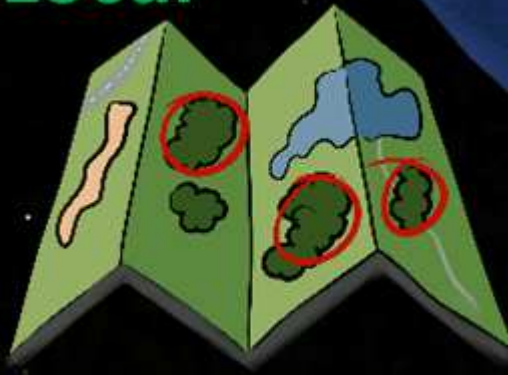


## Where is the Demand?

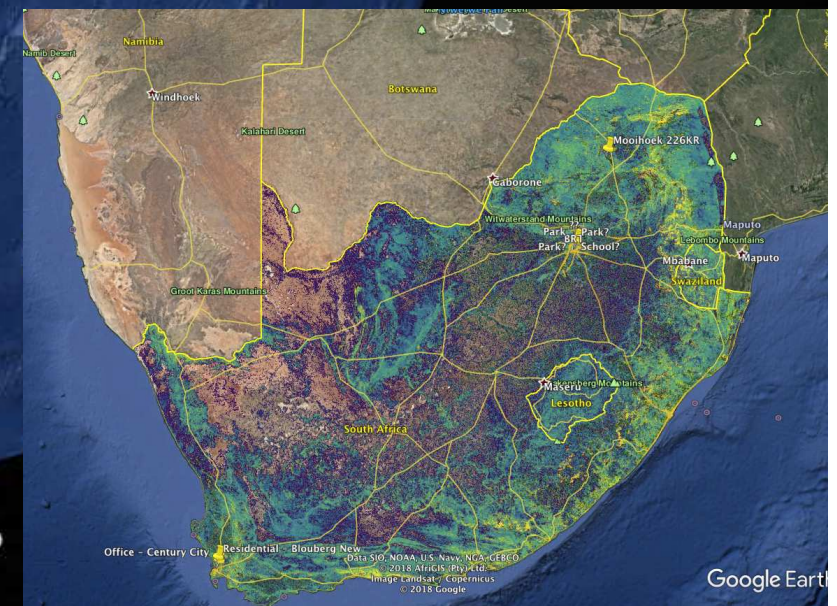
# International

# Regional

# Local



US Dept of State Geographer  
Image Landsat / Copernicus  
© 2018 Google  
Data SIO, NOAA, U.S. Navy, NGA, GEBCO



Google Earth



# Logic Framework: Research Focus



# GBVC Value Chain Overview

## Restoring the Ecological Value Chain



## Building the Economic Value Chain



## IAP-VC Specification & Development

- Generic value chain analysis developed to conceptual level
- Continues to be refined as new knowledge & opportunity is discovered
- Specific Value Chain identification & mapping as part of “Clear to Grow” implementation
- Opportunistic potentials being identified and engaged with in relation to corporate opportunities



# **IAP-VC Specification & Development: Core Value Chain Prospects**

Four initial broad categories of Value Chain potentials identified:

1. Ecosystem Services & Land Restoration Value Chains
2. Agricultural & Rural Livelihoods Value Chains
3. Raw Biomass Value Chains
4. Biomass to Energy (B2E) Value Chains
5. Other (miscellaneous and forthcoming)

# Clear to Grow: Ecosystem Services & Land Restoration Value Chains





# Clear to Grow: Agricultural & Rural Livelihoods Value Chains





# Clear to Grow: I&AP Biomass to Energy Value Chains



# Clear to Grow: Raw Biomass Value Chains: Examples





# Other Invasive Biomass Opportunities



Biochar, Compost, Hydrosoils



Erosion Control



Agricultural Mulch



Oom Braam se Cow Chow



Fireproof Building material





# Other Invasive Biomass Opportunities



Packaging



Palettes



Mine Support Timber



Timber (NCT)



Bio Jet Fuel



# How do we make it viable?

		Biomass Value Potential		
		Low Value	Medium Value	High Value
Biomass Extraction Potential	Easy	50%	75%	100%
	Moderate	25%	50%	75%
	Difficult	0%	25%	50%



# Charcoal Value Chain





# Charcoal: Black Wattle and Green

Kiln		
	10%	90%
25%	Artisan 50%	15-25%
Small <20mm	Medium 20-40mm	Premium >40mm
		
		
"Brikettes"	"Small"	"Braai Grade"
R1000? /Ton Ex Depot	R1600 /Ton Ex Depot	R3000 /Ton Ex Depot





# Wood & Pulp Value Chain



# Wood for Pulp

Felling &  
Harvesting  
2,4m Lengths



High Quality  
Logs  
50-500mm



Debarked  
& Prepped



Collected:  
40 Tons



R1020 /Ton  
At Source

R500 /Ton  
Transport

R520 /Ton  
= R20,800 per load

# NCT

NCT FORESTRY CO-OPERATIVE LIMITED







# Restoration Products Value Chain





# Erosion Sausages





# Hydroseeding



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Environmental Affairs  
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# Enviromat®

## Biodegradable Erosion Control Blanket



**Protects**  
**Minimises Soil Loss**  
**Prevents Moisture Loss**



JHB: Tel +27 11 922 3300  
CT: Tel +27 21 531 8110  
KZN: Tel +27 31 717 2300  
EL: Tel +27 43 727 1055  
PE: Tel +27 41 453 0755  
WEB: [www.kaytech.co.za](http://www.kaytech.co.za)



Soil erosion is a problem for every engineer. Effective prevention of soil erosion is best achieved through immediate treatment of exposed slopes. Such treatment minimises soil loss and stimulates vegetative growth. Enviromat® provides the solution.

### What is Enviromat®?

Enviromat® is a biodegradable erosion control blanket that stabilises disturbed soil until vegetative cover is achieved.

Enviromat® consists of poplar woodwool contained within an external polypropylene mesh. It degrades with exposure to ultraviolet light and climatic conditions, with typical installations lasting between 12-36 months.

Enviromat® protects the topsoil and seed from:

- surface erosion from rainfall impact
- moisture loss through evaporation
- temperature extremes

Enviromat® works by protecting the soil from raindrop impact and reducing overland flow velocity.

### Where is Enviromat® used?

Enviromat® is typically used in or around:

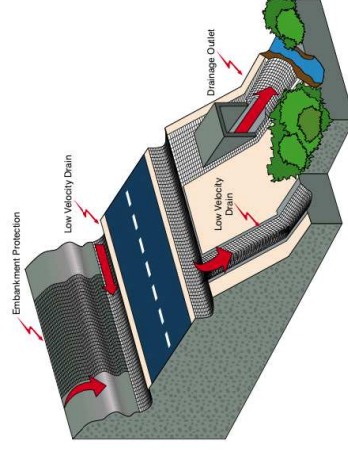
- embankments
- areas with heavy initial rainfall
- low velocity drainage channels
- areas subject to snow cover

Enviromat® is installed following surface preparation and seeding.

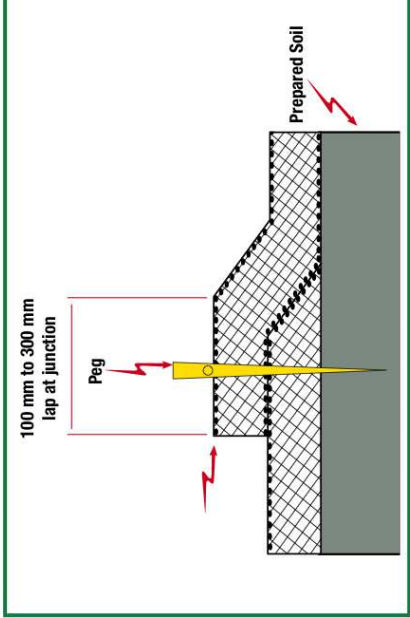
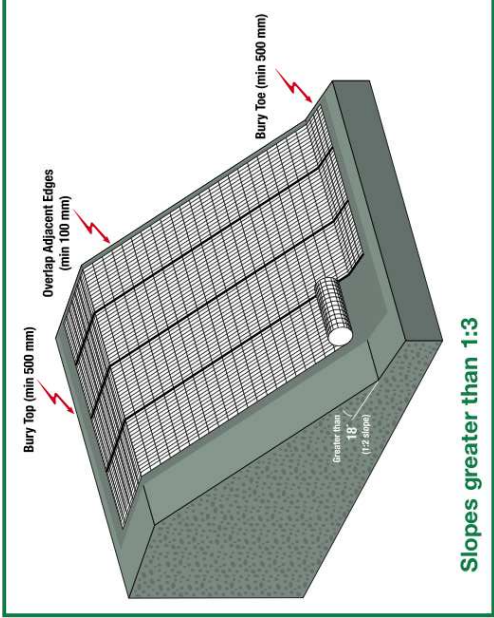
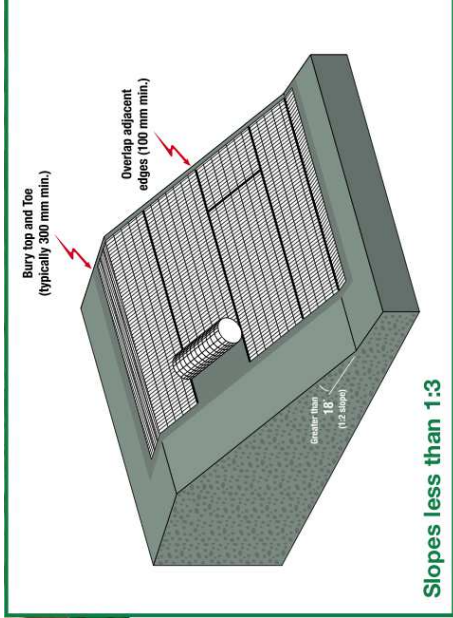
Research shows Enviromat® significantly reduces soil loss in embankment applications.

Rainfall Intensity	Rainfall Duration	Initial Soil Condition	Soil Loss c.f. Unprotected Embankment
40 mm/hr	1 hr	dry	6%
40 mm/hr	1 hr	wet	25%
75 mm/hr	20 min	wet	32%

Source: Jason Consultants (1985)







**environmental affairs**

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products are critical and beyond our control. Information given by us in our documentation or orally, or  
vice, is given in good faith but without creating any obligation or warranty.

# Biochar Value Chain





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Department  
Environmental Affairs  
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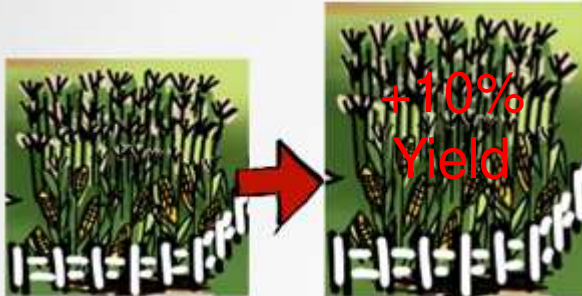




# Biochar Applications

## Method

Agricultural Yield (esp. maize)



Fertiliser Replacement & Soil Amendment



Restoration Effectiveness



Additive & Soil Amendment



Carbon Sequestration



Short-Cycle Carbon Sump



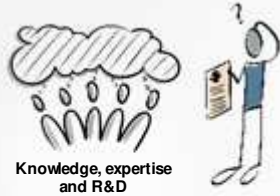
Six  
Blockages





## Practical & Financial Proof

### 1. "Science to Soil"



2.



## Legal & Policy Framework

3.



## Common Vision & Platform

6.

## Standards & Provenance

5.



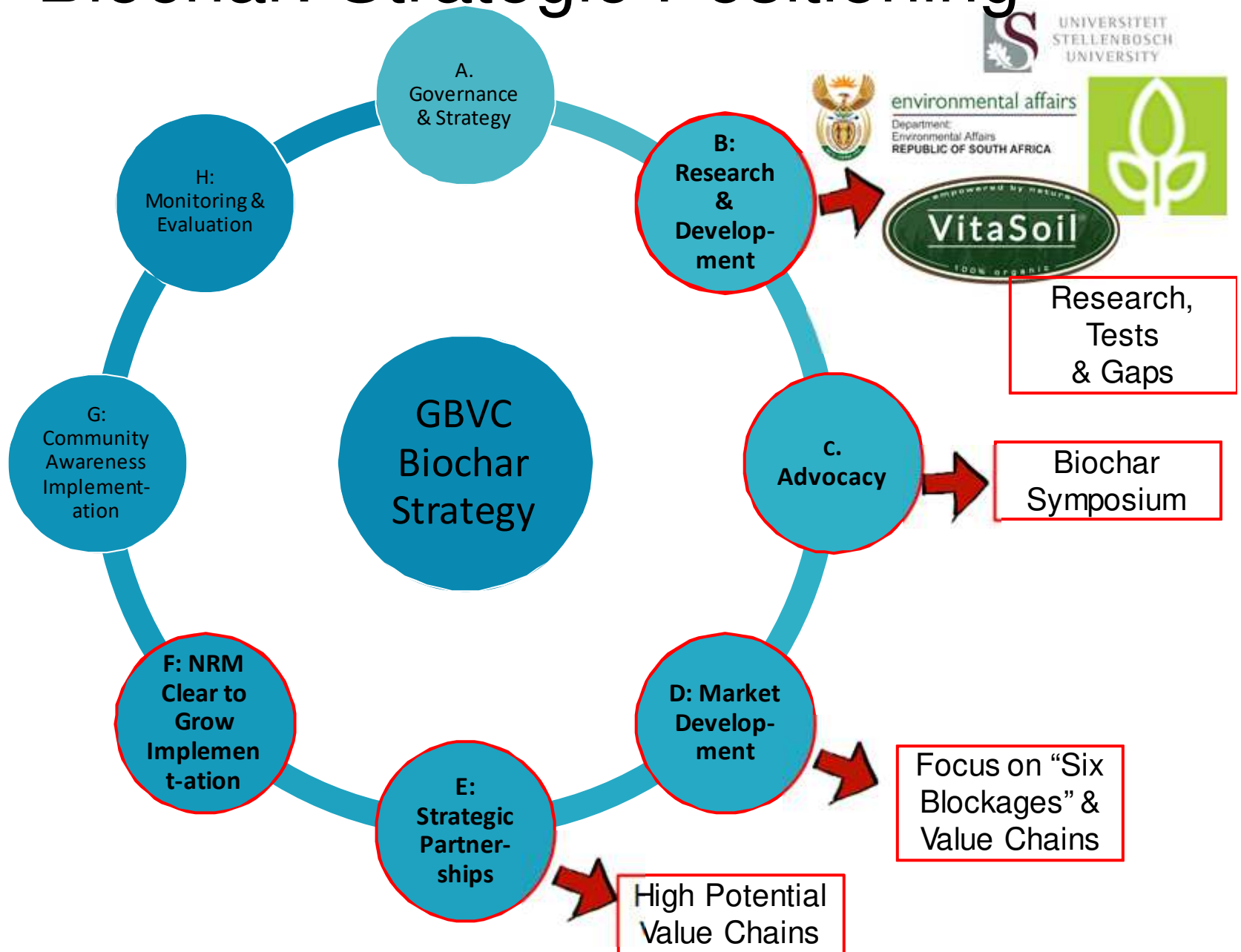
## Industry Acceptance

4.





# Biochar: Strategic Positioning



# Soil Augmentation & Composting Value Chain



# Soil Augmentation Products: Agriculture

- SSA Agricultural production increasing: 70% due to increased land under cultivation (additional labour inputs), 17% due to increasing yields thru better inputs (IFAD, 2016).
- Increasing agricultural output in this way cannot continue indefinitely and there is evidence that this limit is near (AGRA, 2016)
- Africa uses 3% of world's fertiliser at application rate 1/10 of global averages... “Significant long-term potential to develop SSA agri-inputs value chain” (TIPS, 2017)
- Fertiliser is ~35% of farmers' variable input costs (maize)
- Local maize sector imports 70%+ of its annual fertiliser requirement (FW, 2016).
- Transport comprises ~40% of fertiliser cost (ABSA Agric, 2018)





# What if... we could increase profitability and increase soil longevity?

- 12,5 T/Ha to 14,0 T/Ha (High efficiency commercial farmer) @ 2018 Maize price = ~50% increase in profit
- 8,0 T/Ha to 12,5 T/Ha (Single Case) @ 2018 Maize price turns farm profitable...

<http://www.fertilizer.co.za/public-relations/news/2017/229-challenges-and-opportunities-in-maize-production>

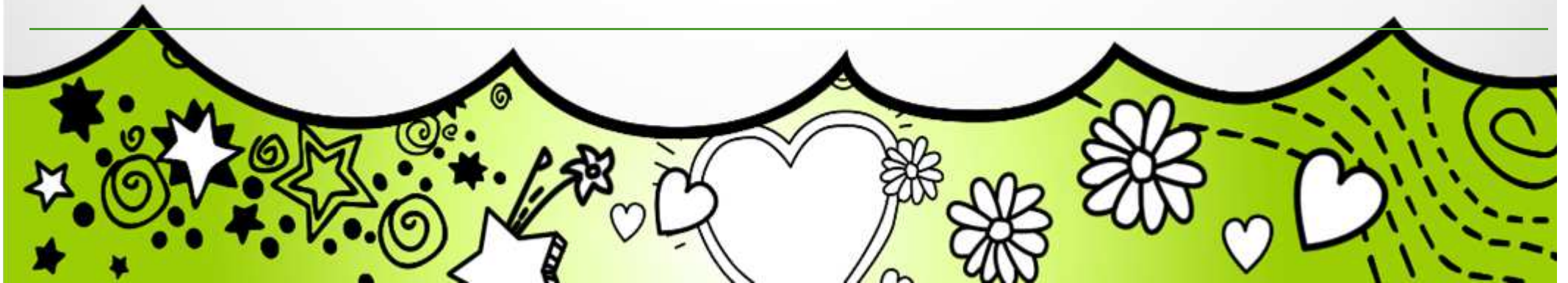
Conditions	Production costs	Yield	Maize price (R/t)								
	R/ha	(t/ha)	2 000	2 250	2 500	2 750	3 000	3 250	3 500	3 750	4 000
Dryland	5 000	2	-20,0	-10,0	0,0	10,0	20,0	30,0	40,0	50,0	60,0
	6 000	3	0,0	12,5	25,0	37,5	50,0	62,5	75,0	87,5	100,0
	7 000	4	14,3	28,6	42,9	57,1	71,4	85,7	100,0	114,3	128,6
	8 000	5	25,0	40,6	56,3	71,9	87,5	103,1	118,8	134,4	150,0
	9 000	6	33,3	50,0	66,7						
	10 000	7	40,0	57,5	75,0						
	11 000	8	45,5	63,6	81,8						
	12 000	9	50,0	68,8	87,5						
	13 000	10	53,8	73,1	92,3						
Irrigated	18 000	11	22,2	37,5	52,8						
	20 000	13	30,0	46,3	62,5						
	22 000	15	36,4	53,4	70,5						
	25 000	16	28,0	44,0	60,0						



Source: Figures were compiled using own data as received from farmers in the North West. Costs can vary from farm to farm. Yields higher than 16 tonne/ha are often also achieved under irrigation.

# TIPS Recommendations (2016)

- Supporting the development of regional output markets that will provide more and better market access opportunities for farmers.
- fertiliser harmonisation regulations in SADC need to be finalised and implemented with a sense of urgency non-negotiable foundation for developing regional markets in agri-inputs
- Regional coordination of extension services and delivery platforms
- Logistics and transport infrastructure problems must be addressed



**How do we compete in and  
create the  
IAP Biomass Market?**



# IAP Biomass VC: Specification & Development

- **Value Chains & Supply Chains:** Decentralized harvesting, value added and clever logistics
- **Market Access:** Securing existing and creating new market access
- **Quality Production:** Producing quality (existing) products & Inputs
- **Market Niches:** Playing where there are biomass limitations /gaps
- **Innovation Potentials:** Innovating with biomass in new markets
- **Supply Chain Development:** Ensuring consistency of supply (over lifecycle of capex)
- **Price Competitiveness:** Meeting price points and logistics
- **Value of Provenance:** Finding value in other outcomes and augmenting extraction costs?

# IAP Biomass VC: New Areas of Growth

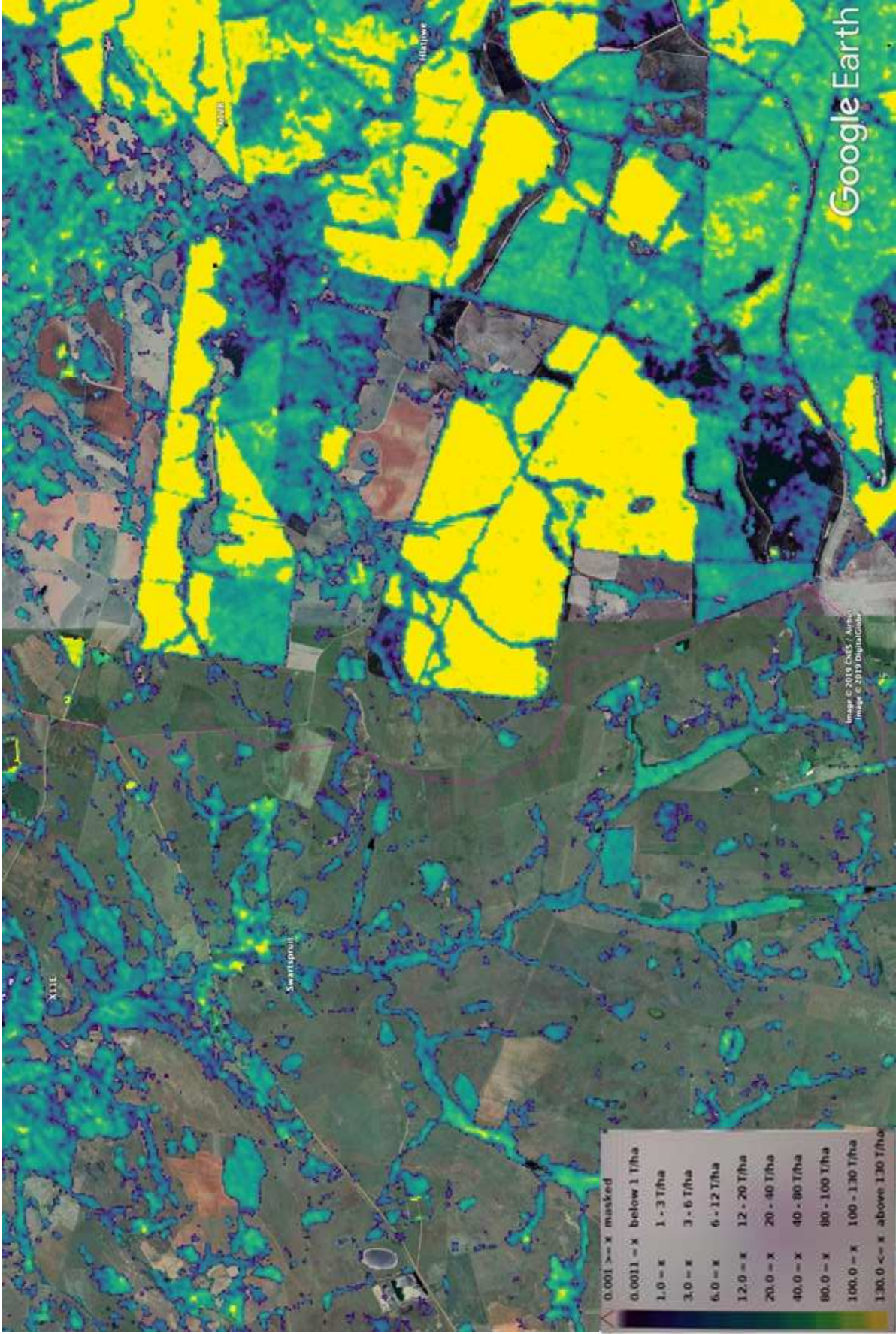
- **Restoration:** Landscape clearing, restoration and restoration products
- **B2E (Clean) Energy:** Pellets / chips, heat & steam, biofuels
- **Pyrolised Biomass:** Charcoals, augmented and activated carbon products (water & air purification)
- **Agricultural Input Products:** Augmented Soils, soil additives, animal feeds. Agricultural feed:
- **Carbon Economy:** Sequestration & offsets & Virtuous Cycles
- **Niche Markets:** Aviation fuels, activated carbons, composites, chemicals



# IAP-VC Industry Development: Way Forward

- **Identity:** Who is “the industry”?
- **Formality:** How do we formalize and grow new sectors?
- **Support & Protection:** How do we overcome market and legislative constraints?
- **Incentive and Innovation:** What do we do to stimulate innovation?
- **Value Chain Links:** How do we collaborate across jurisdictions and sectors?

**Local Value Chains:  
Map Specific Value Chains per  
Target Area with High Potential**

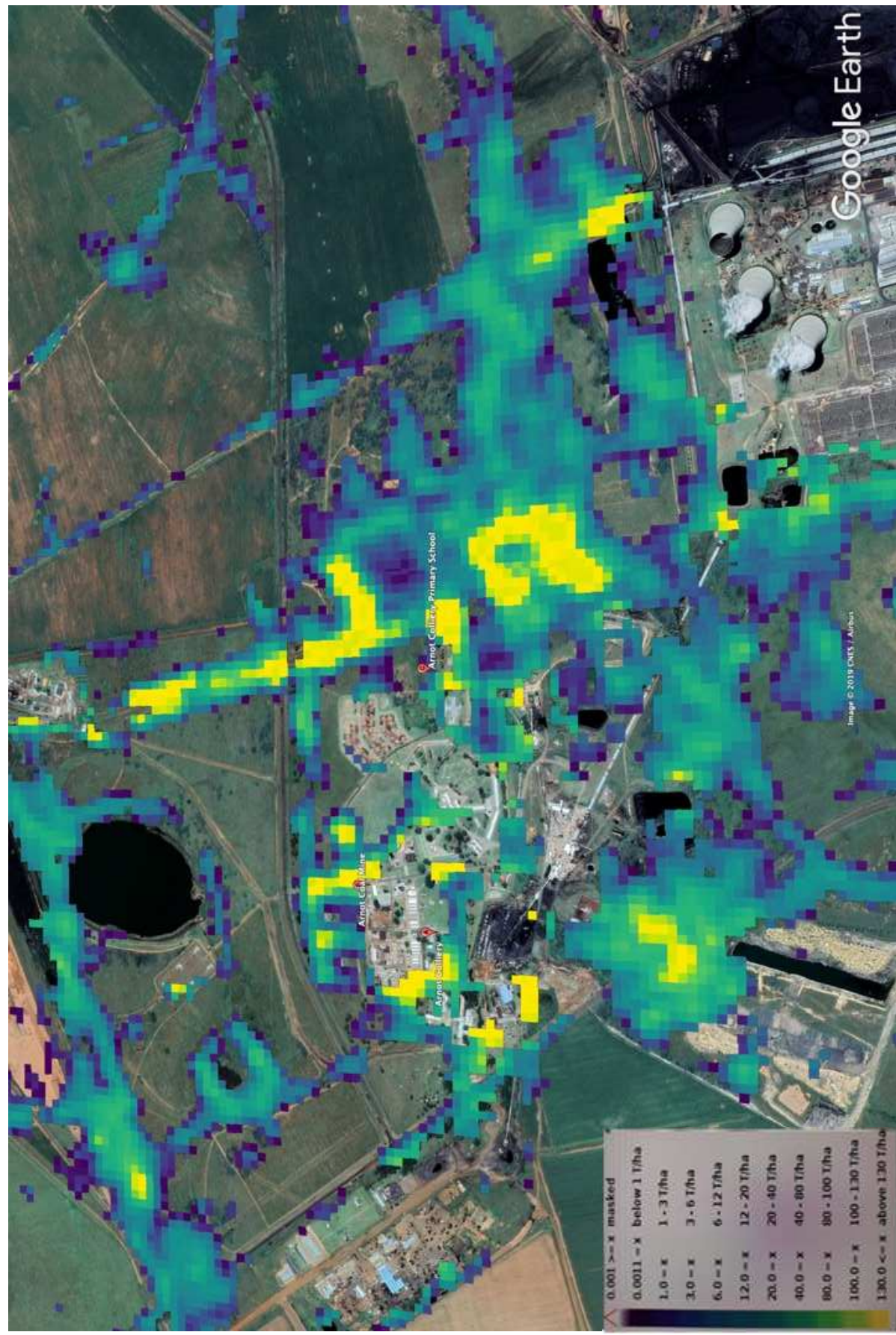






Google Earth





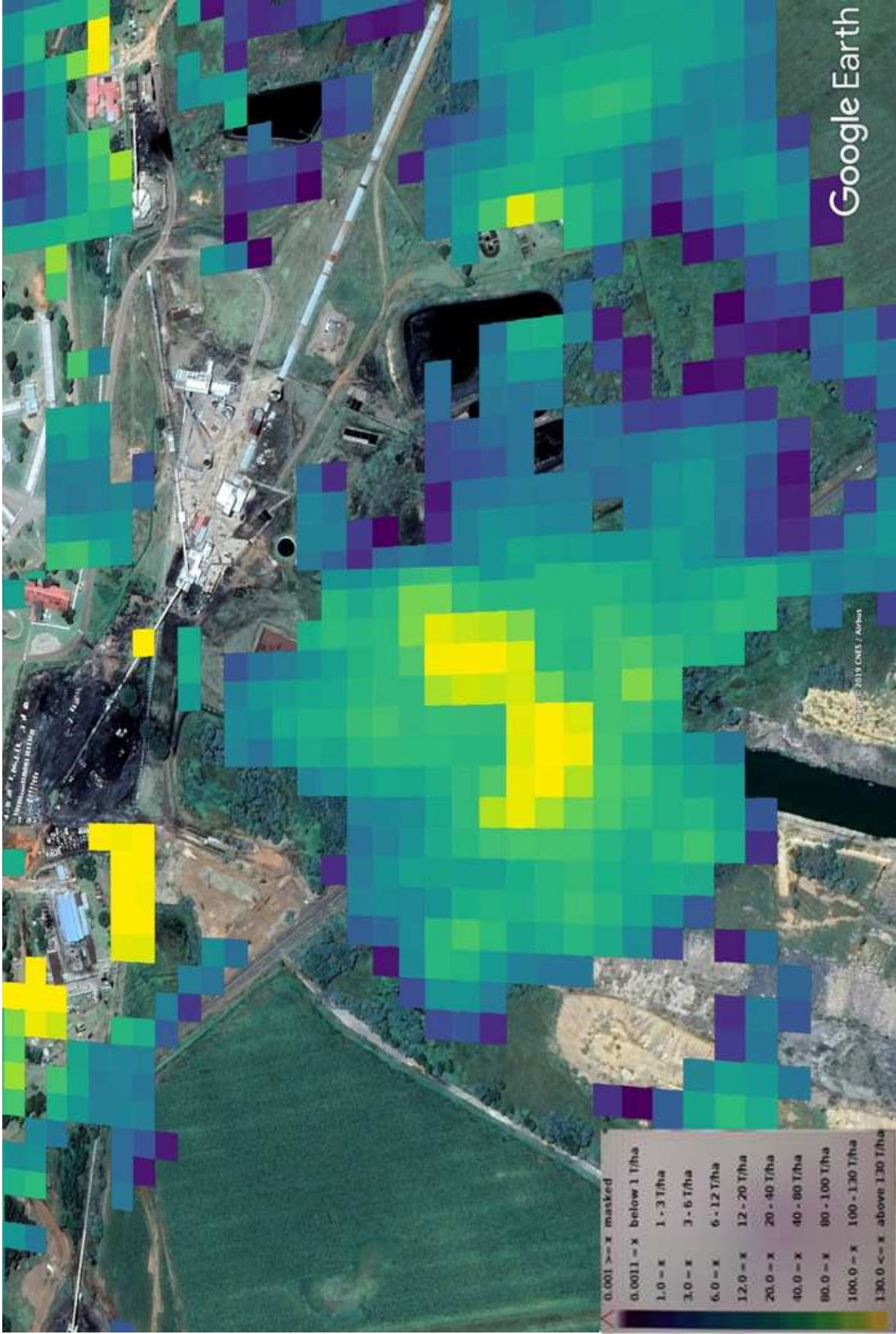


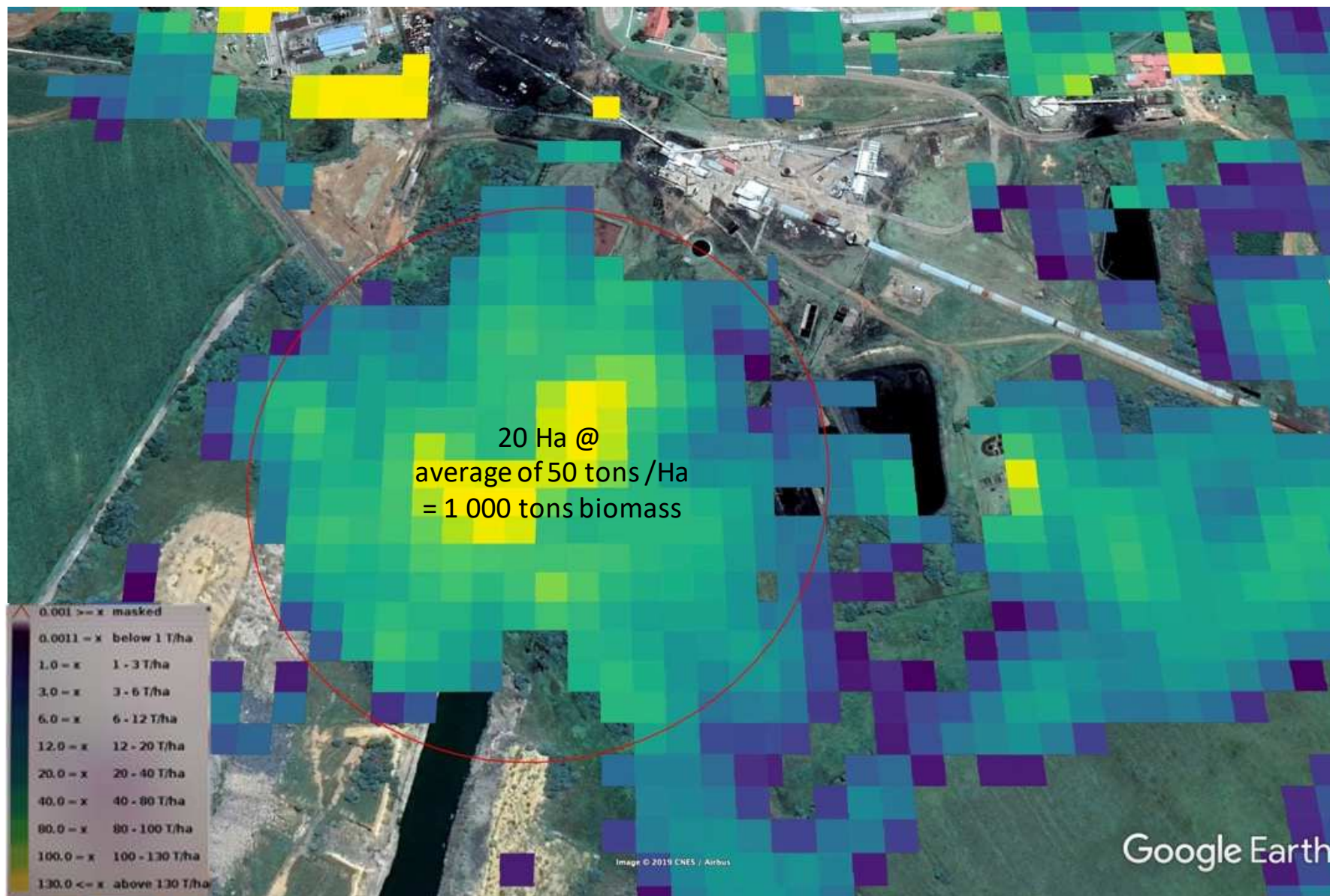


Google Earth

Image © 2019 CNES / Airbus







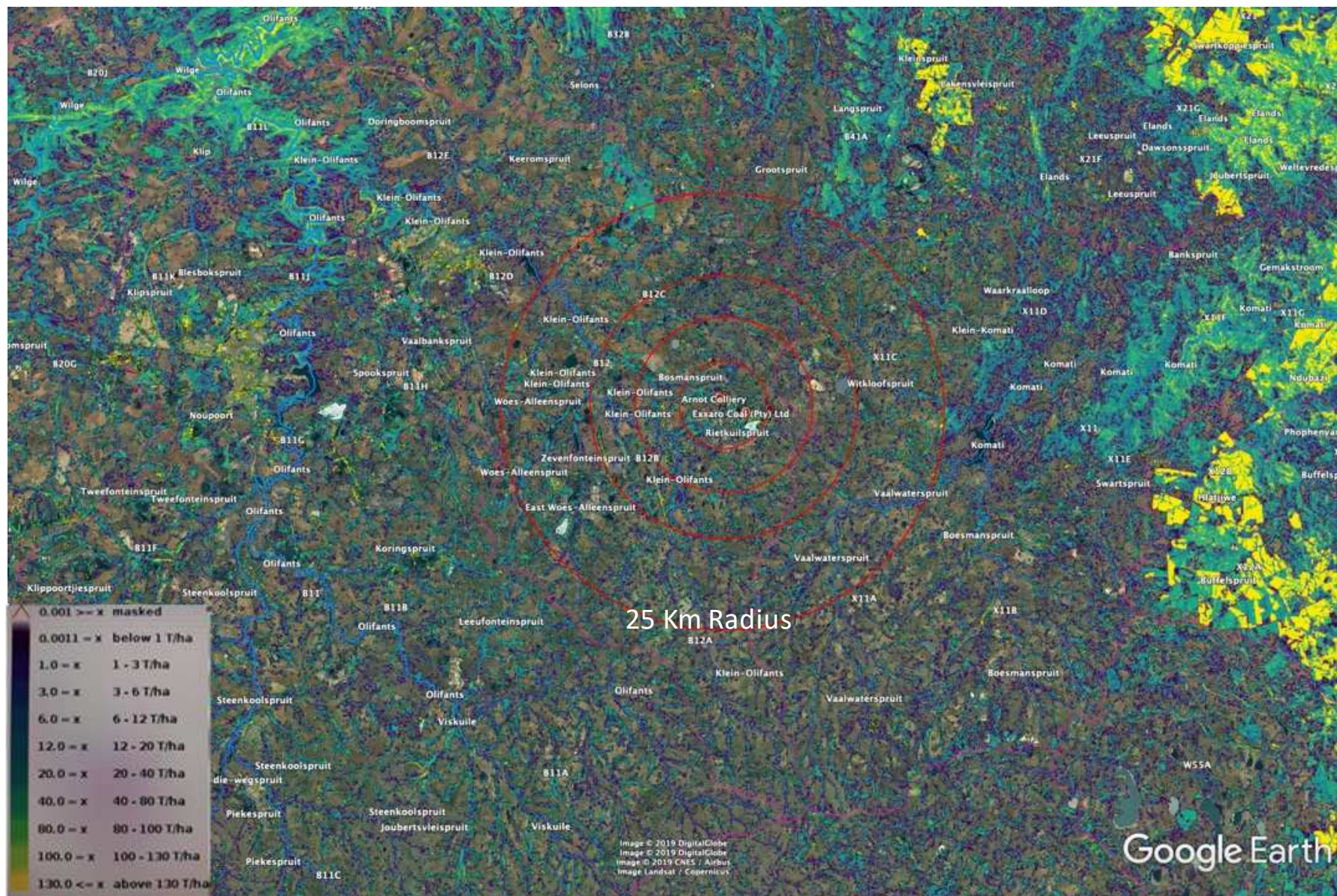












# Engagement Process

## Phase 1: SCOPING: Data Collection

- Actors Assessment
- Spatial Data
- Biomass Characterisation
- General Biomass Market Assessment
- Site Visit (Atlantis & Riviersonderend)

## Phase 2: CONCEPTUALISATION

- Consultants Workshop
- Partner Meetings and Engagements
- Draft Concept Note
- Go / No Go Decision

## Phase 3: FEASIBILITY

- Detailed Modelling & Design
- Securing Partners
- MoU & Partner Agreements
- Approval & Implementation

## OUTPUT: Information

- Social Engagement Session Outcomes
- GIS Mapping: Priority Catchments, landowners, LUIs
- Biomass Value Potential Calculation: Species, Density & Access
- Biomass Value Chain: Mapping Potential Routes to Market
- Partner Scoping

## OUTPUT: Concept Note (max 10 pages with Annexes)

- Project Objectives
- Biomass Value Chain: Priority Routes to Market
- Social Facilitation
- Clearing & Rehabilitation Approach
- SMME Development Approach
- Monitoring & Evaluation: Framework

## OUTPUT: Feasibility, Implmnt Plan & Budget

- Institutional Structure & Roles
- Feasibility Model
- Implementation Plan
- Implementation Budget & Funders
- Monitoring & Evaluation Reporting



# The Umzinvubu: Value Chain ‘Hit-List’

## Clearing Site Level:

- Rehabilitation

## Community-Level

- Fuel: Firewood & Pellets
- Materials: Building & Fencing

## Local Level

- Fuel: Firewood & Charcoal
- Energy Generation

## Regional Level

- Biomass for Wood Products
- Fuels (Firewood, charcoal)
- Energy Generation
- Animal Feed
- Biochar

## International level

- Pulp, chips
- Energy products

## IMMEDIATE CONSIDERATION

### Clearing Site Level:

- Rehabilitation

### Community-Level

- Fuel: Firewood
- Building & Fencing materials

### Local Level

- Fuel: Firewood
- Fuel: Charcoal & Pellets

### Regional Level

- Biomass for wood products
- Fuels: Charcoal
- Energy Generation: Biomass and pellets
- Animal feed
- Biochar Pilot?



## B.3. VC Specification & Development: Analysing the Value Chains and Supply Chains - Overall Value Pathway

### Analysing the Value Chain and Supply Chains Working for Water to Harvest

A. ASSESS BIOMASS VALUE (Mensuration)	B. SECURE BIOMASS SUPPLY (Offtake Agreements)	C. CONTRACTING (Clearing Contracts)	D. CLEAR & ERADICATE (Invasive Clearing)	E. REHABILITATE (Ecology Restoration)	F. SILVICULTURE (Reforestation)	G. HARVEST (Capture Value)
<b>A.1. PRIORITY CATCHMENTS</b> 4 Target Catchments	<b>B.1. OFFTAKE 1</b> DEA Working for Water	<b>C.1. Public Contract Clearing</b> (Working for Water, Fire)	<b>D.1. Cut &amp; Clear</b> Bush & Scrub	<b>E.1. Erosion Prevention &amp; Control</b> Primary & Secondary	<b>F.1. De-Stump</b> X	<b>G.1. Cut &amp; Clear</b> X
<b>A.2. CLEARING LOCATIONS</b> Map Infestations	<b>B.2. OFFTAKE 2</b> Private Farm Land	<b>C.2. Community Clearing</b> Traditional Authority	<b>D.2. Felling</b> Woody Biomass	<b>E.2. Mulching / Biochar</b> X	<b>F.2. Mulch</b> X	<b>G.2. Felling</b> X
<b>A.3. SPECIES IDENTIFICATION</b> Value Chain Potential	<b>B.3. OFFTAKE 3</b> Commercial Forest	<b>C.3. Private Contract Clearing</b> Private Land	<b>D.3. Poisoning</b> Initial & follow-on	<b>E.3. Working for Wetlands</b> X	<b>F.3. Pitting</b> X	<b>G.3. Skidding / Moving</b> X
<b>A.4. VALUE CHARACTERISATION</b> Form & Density	<b>B.4. OFFTAKE 4</b> Other Government Land	<b>C.4. Private Harvesting</b> Biomass Harvesting	<b>D.4. Repeat Cycles</b> Clear &	<b>E.4. Trees for Africa</b> X	<b>F.4. Plant &amp; Fertilise</b> X	<b>G.4. Sorting</b> X
<b>A.5. VALUE CHAIN POTENTIAL</b> Best Value Opportunity	<b>B.5. OFFTAKE 5</b> Other Private Land	<b>C.5. Implementing Agents</b> X	<b>C.2</b> X	<b>E.5. Sustainable Forests</b> X	<b>F.5. Weed Control</b> X	<b>G.5. Preparation</b> X
	<b>Communal Land</b>	<b>C.6. SMME Contractors</b> X		<b>E.6. Rangeland Rehabilitation</b> X		<b>G.6. Informal Firewood Collection</b>





## B.3. VC Specification & Development: Analysing the Value Chains and Supply Chains - Overall Value Pathway

### Analysing the Value Chain & Supply Chains: Harvest to Market

G. HARVEST (Capture Value)	H. ON-SITE VALUE ADD (Mobile Activities)	I. LOGISTICS (Transport & Store)	J. OFF-SITE VALUE ADD Energy / Fuel Products	K. OFF-SITE VALUE ADD Wood Products	L. OFF-SITE VALUE ADD Pulp & Fibre	M. OFF-SITE VALUE ADD Compost & Nutrients	N. MARKETS Guaranteed Offtakes
G.1. Cut & Clear X	H.1. Shearing Mobile Leaves & Bark	I.1. On-site Storage X				M.1. Animal Feeds X	H.1. Agriculture Sector
G.2. Felling X	H.2. Chipping Mobile Chipper	I.2. On-Site Loading X	J.7. Pelletisation Pellet Production	K.1. Agriculture Products Chips & Mulch	L.1. Building Materials Lighthouse Product	M.2. Tannin Distillation x	H.2. Chemical Sector
G.3. Skidding / Moving X	H.3. Lats & Poles X	I.3. SMME Transport SMME		K.1. Garden & Home Products Ornamentals			H.3. Construction Sector
G.4. Sorting X	H.4. Raw Biomass Harvest Lignocellulose Biomass	I.4. Specialist Transport Contract Transport	J.4. Biomass to Energy Ethanol B2E Furnace/ Generator		L.2. Pulp & Paper		H.4. Pulp & Paper Sector
G.5. Preparation X	H.5. Logging Timber / Poles Mobile Logger / Canter	I.5. Offload & Store X	J.6. Biomass to Fuel Biodiesel to BioAvgas				H.5. Manufacturing Sector
G.6. Informal Firewood Collection	H.5. Firewood Preparation Cut (& Bag)	I.6. Other? X	J.5. Firewood Production Cut (& Bundle / Bag)	K.2. Wet Milling Planks			H.5. Education
	H.6. Charcoal Production Mobile Charcoal Plant		J.7. Charcoal Production Furnace, Brickette, Bag	K.3. Dry Milling Machining			H.6. Other
	H.7. Canting Mobile Milling			K.4. Furniture Manufacture Desks, Bookcases, Etc		M.3. Biochar Production Pyrolysis	H.7. Other
	H.8. Other			K.5. Coffin Manufacture x			H.8. Other



PRIMARY ACTIVITY

A) WATTLE → TWIGGER → PULP

In festation  
Black Wattle  
(BW)

Browass	
Leaves	kg
Bark	kg
Waste	kg
Useable Browass	kg

Lab mach	
Debulking	
Takeoff Agents	= 1 TON
Conducting	
Wingt	

In festation

Black Wattle  
Black - ~~the~~ A. Wattle  
Green - A. Decurans

X 11 kg
E. Grandy
E. Macalupini
E. Fashigala
(etc)

Browass Cost  
Cleaning Cost  
Felling Cost

LI RAZUE  
ADD.

50-500mm X 2.14	50-500mm X 2.14
chps	chps
50-500mm X 2.14	50-500mm X 2.14
Rebulted	Rebulted
Chancant	Chancant
Browass	Browass

LOUISIANS  
2

TRANSPORT  
X km @ e.  
= R 500/t.  
Stult = 600km  
Wulat = 300km

EX - CLIPPER	SALE PRICE
A High Quality PBY	Export
Don't PBY. PBY	Japan (BW)
R 1020/t	Local X

B Any Quality PBY	Export = PBY
Threat Sale PBY	Local
R 605	

C PBY	E = Rich Bay
R 580/Ton	L = ?

Ex - Dept  
P = R 3000/Ton

KIRN	Alude PBM = P = 90%
20-40mm	Blade = 50%
Arbano	Fires = 50%
Nawb	P = 15%
30T	B = 50%
	S = 16-20mm
	F = 25%

Used (g)	6 tons
Used (g)	7 tons

Blaze Numbila

P = > 40mm  
B = 20-40mm  
S = 10-20mm  
F = 10mm

E = Many
L = Retailers
T = P 3500
(Inbound)

Eb =
Lb =
Tb =

B = 1100
S = ?
F =

TOT







