



DSBD NEWS



small business
development

Department:
Small Business Development
REPUBLIC OF SOUTH AFRICA

DSBD hosts the last leg of the Roadshows in KwaZulu-Natal



The last leg of the Department of Small Business Development (DSBD) Roadshow was hosted in October 2022 in KwaZulu-Natal. The Department has been conducting roadshows across the country with the intention to showcase the work of DSBD, its agencies and other strategic government Departments. It is crucial for various stakeholders to work together in ensuring the desired impact, through the assessments of various challenges and highlighting lessons learnt in various districts. This can only be achieved through partnerships with both the public and private sectors. The roadshows also used as a partnership dialogue to engage with different stakeholders. In addition, inputs into the National Integrated Small Enterprise Development (NISED) Masterplan were consolidated. The Masterplan represents the next 10-year strategic approach to facilitating the promotion of entrepreneurship, growth, and support of SMMEs in line with the National Development Plan targets. In particular, the KZN roadshows also targeting the upliftment of businesses to recover from the devastating effects of COVID-19, looting of businesses and floods.

The roadshows kicked off on 25 October 2022, where Minister Ndabeni-Abrahams addressed Small Businesses in eThekweni Metropolitan Municipality. Small businesses were given the platform to voice out challenges that affect their operations. Amongst concerns raised was that rented space for operating purposes is expensive and government should intervene through letting such businesses use old buildings that belong to government as a place of operation. Complaints were brought forward about storage facilities of goods resulting in stock being stolen. Other businesses expressed that the turnaround time on applications is killing businesses as well as stringent funding requirements. Ndabeni-Abrahams took the stand and encouraged business owners that the presence of DSBD and its agencies in the Province brings hope in unlocking opportunities for SMMEs and Co-operatives for economic growth and job creation. She outlined funding opportunities for small businesses available within the Department and its agencies and requested officials of the Department to engage in one-on-one discussions to address some of the challenges raised.



Responding to the prioritisation of entrepreneurs living with disabilities the Minister handed over working material and equipment to 44 informal traders of eThekweni Disability Chamber through the Department’s Informal and Micro Enterprise Development Programme (IMEDP). This programme aims to uplift the informal sector by providing them with targeted skills development and training, as well as business tools and equipment to assist them to be sustainable and competitive.

Deputy Minister Sidumo Dlamini led a roadshow in Umgungundlovu District Municipality on the same day. SMMEs and Co-operatives came out in numbers to obtain access to information on funding opportunities for small businesses. Issues raised included the relevant procedures to follow in acquiring municipal permits for informal traders, acquiring land for business purposes, and red tape reduction. Small businesses urged government to reduce red tape to enable SMMEs and Co-operatives to thrive. The Deputy Minister said “We remain focused on the vision of a transformed and inclusive economy driven by sustainable, innovative SMMEs and Co-operatives. We are confident that we are now on the upward trajectory since the finalisation and gazetting of the NISED Masterplan. The NISED Masterplan seeks to address the problems of integration along with the coordination challenges, by coordinating in developing and designing better interventions for SMMEs and Co-operatives through specific actions and interventions. The Department is in the process of re-aligning its programmes to ensure that they meet the needs of SMMEs and Co-operatives and this includes simplifying application requirements and processes”.

Deputy Minister together with the Mayor of Msunduzi Local Municipality Hon. Mzimkhulu Thebola handed over tools and equipment to 42 beneficiaries as part of the IMEDP.



Informal Economy Symposium



The Department of Small Business Development (DSBD), in partnership with the National Treasury, supported by the Ecosystem Development for Small Enterprise (EDSE) hosted a two-day National Township, Rural and Informal Economy Symposium in Eastern Cape on 13-14 October 2022 under the theme **“Elevating the Informal, Social and Solidarity Economies: Best Practices to inform Policy”**. The two-day- summit was meant to tackle economic growth for informal businesses and inject life into the system for them to function fully. The engagement brought together various intersecting layers of government and development agencies including the Small Enterprise Development Agency (Seda) and the Small Enterprise Finance Agency (**sefa**), representatives of the informal economy and the private sector, high level representation from National, Provincial, and Local government.



Unpacking the expectations of the symposium Minister Ndabeni-Abrahams said that the symposium was very timely and important as the world economy is volatile, and our country faces significant headwinds which continue to dampen growth and employment prospects. DSBD has been implementing the National Informal Business Upliftment Strategy (NIBUS) and programmes like the Informal Micro Enterprise Development Programme (IMEDP) and SEIF. More recently we have designed and are implementing the Township and Rural Enterprise Programme (TREP). Through engagements of the symposium, it needs to be determined if these are working, what can be done to scale up and what needs to change.



The symposium will look at access to markets. How to integrate enterprises in townships and marginalized rural areas into mainstream markets, and how to co-create new markets in these spaces for local enterprises? There is a need for business development services. The current funded incubators and accelerators only focus on formal enterprises. Whilst this might be appropriate some of the time, there is a need to rethink business support for informal enterprises. Instruments that enable pathways to improved livelihoods, rather than simply pathways to formality need to be looked at. This means more work must be done with community-based organisations, rather than just the business incubators. Businesses need access to finance. Most direct lending, blended finance and credit guarantees are directed to formal enterprises. DSBD does wholesale lending through **sefa** to micro-finance intermediaries who are doing good work with micro informal enterprises.



The discussions need to be centred around how to scale this up, digital systems and fintech that is appropriate for micro enterprises. This symposium is not only about the informal sector, but also about the social and solidarity economy. DSBD is reviewing its Co-operatives Development Support Programme (CDSP) and the symposium is a platform to gather useful and well considered insights about how the Department can improve its offerings. Minister concluded by calling government officials, development practitioners, academics, activists, and entrepreneurs present to assist with outcomes that are practical to assist the Department as Policy Makers to guide the country through these difficult times.

The Deputy President, honorable David Mabuza delivered a keynote address. The Deputy President expressed his sincere gratitude for the opportunity to be part of the National Township, Rural, and Informal Economy Symposium, as a joint multiple-stakeholder initiative aimed at elevating the informal, social, and solidarity economies by drawing insights from international best practises to inform our national policy options. The decimation of the informal economy because of COVID-19 restrictions brought about misery for many of those who derive their incomes and sustainable livelihoods through active participation across key sectors of the informal economy. To this end, the Deputy President hoped for the symposium to narrow down the national problem statement and help to position the role of the informal sector and its inherent potential in restoring the livelihoods and dignity of the most vulnerable in society. This is the challenge that researchers, scholars, leaders, and community organisers need to live up to. There needs to be efforts to cut down on unnecessary paperwork and bureaucracy include the removal of burdensome regulations and arbitrary barriers to participation, such as those that make it difficult to get permits. The overall capacity of the state to fast-track applications and administrative approvals to regularise trade and economic activities of the informal sector must be enhanced.

The informal sector needs to be supported by ensuring that registration and compliance processes are simplified to avoid unnecessary confrontations between informal traders and municipal authorities. Access to modern technologies and platforms that enable informal traders to modernise their businesses in terms of sourcing goods, bulk buying, and conducting safe financial transactions should be improved. Integrated support in terms of funding and access to markets by small businesses in the informal sector remains critical to ensuring that this sector thrives to create and contribute to the GDP. The Deputy President concluded his address by reiterating that the government is not the only one responsible for the National Development Plan (NDP) or the plan for economic reconstruction and recovery. For it to work, everyone involved needs to work together. The goal is to take strong steps to solve the social and economic problems caused by inequality and poverty. Without resolving these socio-economic issues, the cornerstone of nation building will not be sustainable, and neither will social cohesion.

The Deputy Minister rose to give a vote of thanks following the keynote address by the Deputy President. Deputy Minister said that the presence of the Deputy President without any doubt, gives a policy direction that we must take given the mandate of the 6th administration to deal with the triple challenges of poverty, unemployment, and inequality in building a developmental state characterized by a non-racial, non-sexist, prosperous, united and democratic society. The Department of Small Business Development has been tasked with a huge responsibility of delivering the targeted jobs as per the NDP by 2030. The presence of the Deputy President was deemed critical as the NIBUS strategy is developed 'aligned to the vision and priorities of the NDP and responds to Outcome 4 of decent employment through inclusive growth, through the promotion of local manufacturing and one of the key pillars of the New Growth Path (NGP), which seeks to raise employment and alleviate poverty'. Therefore, it is important that the address of the Deputy President be used as a policy guiding tool in line with the NDP and the Economic Reconstruction and Recovery Plan. DSBD is tasked in this gathering with a responsibility to develop a policy base that responds to the high Co-operatives mortality rate in this country and build an autonomous co-operative movement which will directly respond to the challenges of food security, innovation, unemployment, and inequality. The Deputy Minister thanked the Deputy President on behalf of Department for his great address and policy input.

The morning session was concluded with a panel discussion on promoting the social and solidarity economy. The aim of this session was to consider how the NIBUS could be reimagined considering the social and solidarity economy. Key findings included:

- **Access to Finance:** government payment delays, government not to act as a 'bank', the need to reconsider eligibility for funding more appropriate to the context.
- **Regulatory & Red tape:** challenges around licensing and permits, reviewing the business legislative environment for purpose, cutting red tape, role of the District Development Model (DDM) to cascade information down to communities and to escalate community issues upwards.
- **Enterprise Development:** the need for a one stop shop for business services, skills and capacity building and increased support for cooperates and their products. Training of co-operatives to run their businesses efficiently. Township Infrastructure: the need to infuse a spirit of ownership in consultation with local business, how to make infrastructure to grow business, and the challenges of climate change.
- **Intergovernmental relations:** the need for enhanced flow of information, challenges of fragmentation across layers of government, need to review laws, development of KPIs for municipalities in terms of business development.



On Day 2, a plenary presentation was given from Ms Nosisa Mbobo (eThekweni Metropolitan Municipality) on the Metro’s review of the informal trading by-law and how local trading organisations have been incorporated in the allocation process. Following up from the Day 1 World Café session, three separate working groups discussed the:

- overarching development recommendations for NIBUS,
- economic spaces and
- township economic development.

Broadly, the recommendations include:



Round Table 1: NIBUS Discussion points:

- **Inter-Governmental Relations** – there must be clearer roles, DDM for more coherent planning across different spheres of government.
- **Non-Government Actors** – synergies are key, capacity building for chambers, link stakeholders to key areas, database and coordination, frameworks for business forums etc to make them better known, an advisory council.
- **Legal** – enhance ease of entry for new enterprises and a graduation process as proposed in the vuvuzela graduation model and red tape to be simplified.
- **Enterprise development** – innovation, investing in communities, considering big versus small.
- **Knowledge management** – know what is being measured, organogram so that stakeholders are mapped and can be found.

Round Table 2: Economic spaces / landscapes discussion points:

- At present there is poor leadership and policy vacuums to protect the informal economy, including biased law enforcement – the perception that foreign nationals get preference when there are opportunities.
- Replicate eThekweni Metro as a role model and learning from others.
- Wholesale and retail SETAs to be deployed for growth in the informal economy.

Round Table 3 Township Economic Development:

Evidence-based business support mechanisms, requirement for investment in businesses and infrastructure, and the need to capacitate township economies in ways that can generate economic activity for local informal businesses.

The event was closed by Deputy Minister Sidumo Dlamini who promoted the need for a thriving social and solidarity economy sector: enterprises not solely for the purpose of profit making. “The objective of the Department’s programmes is to address the triple challenges of poverty, unemployment, and inequality. This was a symposium with multi-stakeholder participation to elevate the informal and social and solidary economy. Policy should ensure a vertically cohesive approach. There is a need to coercively coordinate all stakeholder across government. Through the DDM, the government must create a horizontal mechanism for business development support at a grass roots level”. The Deputy Minister highlighted the need for policy flexibility: when the laws make it impossible, these should be reduced. He emphasised the need to do away with red tape.

TOWNSHIP AND RURAL ENTREPRENEURSHIP PROGRAMME

The Scheme is aimed at supporting small enterprises to:

1. Participate in the rebuilding and restructuring of the economy in townships and rural areas.
2. Improve the quality and competitiveness of small enterprises for both domestic supply and export market.
3. Seize opportunities in various sectors availed by the COVID-19 pandemic through the value chains and beyond.

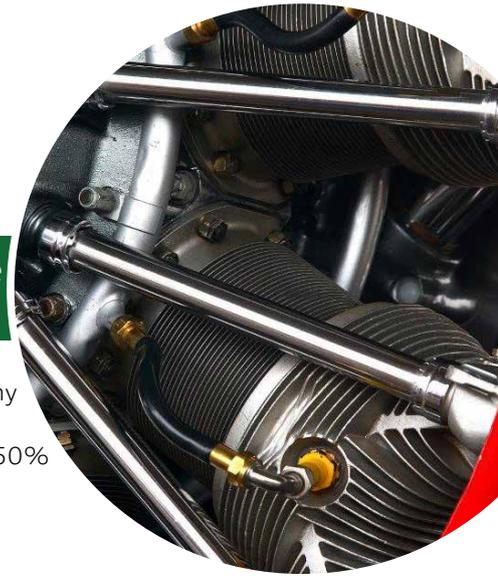


The Scheme supports all small enterprises operating in townships and rural areas that meet the qualifying criteria including but not limited to the following sectors:

- Clothing and Textile
- Bakeries and Confectionaries
- Tshisanayama and Cooked Food
- Retail (including restaurants, car washes, general dealers etc.)
- Automotive
- Personal Care
- Artisans

The financial package is structured at a maximum value of R1 000 000 that consist of:

- Maximum of R1 000 000 towards working capital, cost of equipment, or any directly to the supplier where applicable).
- The financial package will be offered in the form of a blended finance with 50% amount being a grant i.e., a maximum grant amount of R100 000.



Who can apply?

1. An entity registered with Companies and Intellectual Property Commission (CIPC) including Co-operatives.
2. The business must be 100% owned by South African nationals.
3. Employees must be 70% South Africans, and in the case of non-South African employees – they must hold valid work permits.
4. The enterprise must be operating in a township or rural area.
5. The enterprise or its owner must possess or willing to apply for a business license after the funding has been provided, with the local municipality.
6. The enterprise must be registered or must apply for registration with South African Revenue Services (SARS) and Unemployment Insurance Fund (UIF).
7. The enterprise must have a valid business bank account or willing to open and operate a business account.

How to apply for the Township and Rural Entrepreneurship Programme:

- Application form is available at www.dsbd.gov.za; www.sefa.org.za; www.seda.org.za
- Applications must be submitted to trep@sefa.org.za
- Submit ALL the required statutory and supporting documents.

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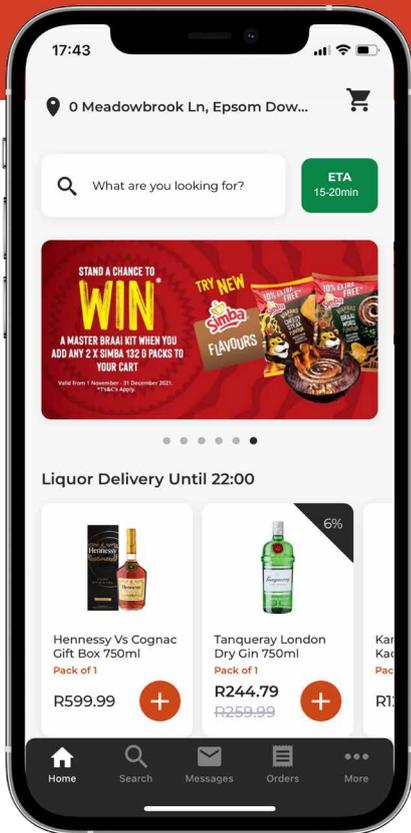
The Department of Small Business Development is at the forefront in facilitating access to funding, facilitation, mentorship, markets, and capacitation to stimulate entrepreneurship and small business development in local communities. Small businesses particularly those located in the previously disadvantaged areas of society should be linked with the mainstream economy. The Department ensures that small enterprises in townships and rural areas get to do business with large companies and is not denied any business due to its location.

The Department of Small Business Development in collaboration with the Small Enterprises Development Agency (Seda) hosted Pop-Up Markets in De Aar, Northern Cape, Gauteng Pretoria and Plattenberg, Western Cape. Pop-Up markets are a new phenomenon used by the Department and Seda to showcase and promote locally manufactured goods to the public. SMMEs and Co-operatives are provided with free marketing facilities to avail their goods to the public and conduct direct customer, supplier dialogues and conclude future business transactions on the spot.

This facilitation to market access is key in the development and promotion of small businesses. Once they reach the market and sell their products to the world, they are able to survive and produce more hence provide employment to more people.



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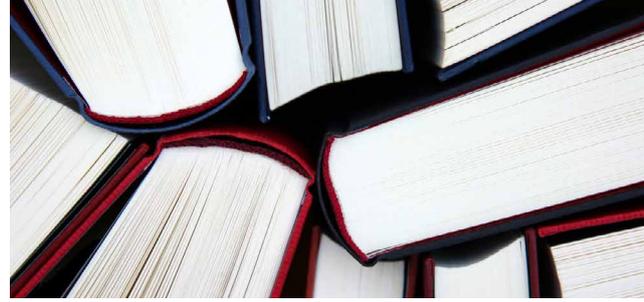
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DSBD Research Agenda on SMMEs and Co-operatives



The SMME and Co-operatives sector in South Africa has been noted in the country's top list of priorities and recognised as a model designed to rescue and elevate the current economic recovery position. Despite the challenges that this sector is faced with, it is still expected to produce a sensible outcome, while performing in the tough role of attempting to uplift the country's GDP development and growth.

Policies and research projects are part of the process intended to develop these sectors to support and achieve the goal meant to resuscitate the current economic crisis. The Department of Small Business Development was tasked with developing a Research Agenda to specify areas that can be researched to contribute to evidence base to inform strategy and practice on SMME and Co-operatives sectorial development.

In February 2017, the Department of Small Business Development commissioned a research project to develop a research agenda to address the development and growth within the SMME and Co-operative sectors in South Africa. Through various research techniques, such as a Theory of Change, Root Cause Analysis, a survey and interviews with stakeholders working in the SMME and Co-operatives developmental landscape, information was discerned on what research areas to include in this research agenda, how to implement the agenda, fund the research, disseminate it, and monitor and evaluate the implementation of the agenda.

On October 27, 2022, the Department conducted a Research Agenda Workshop Agenda to specify research areas that can enable an evidence-base of knowledge that can be used by policy makers and practitioners to inform strategy and practice to assist the country in meeting its developmental goals through responsive business growth and development activities that are effective and efficient to support SMMEs and Co-operatives in South Africa.

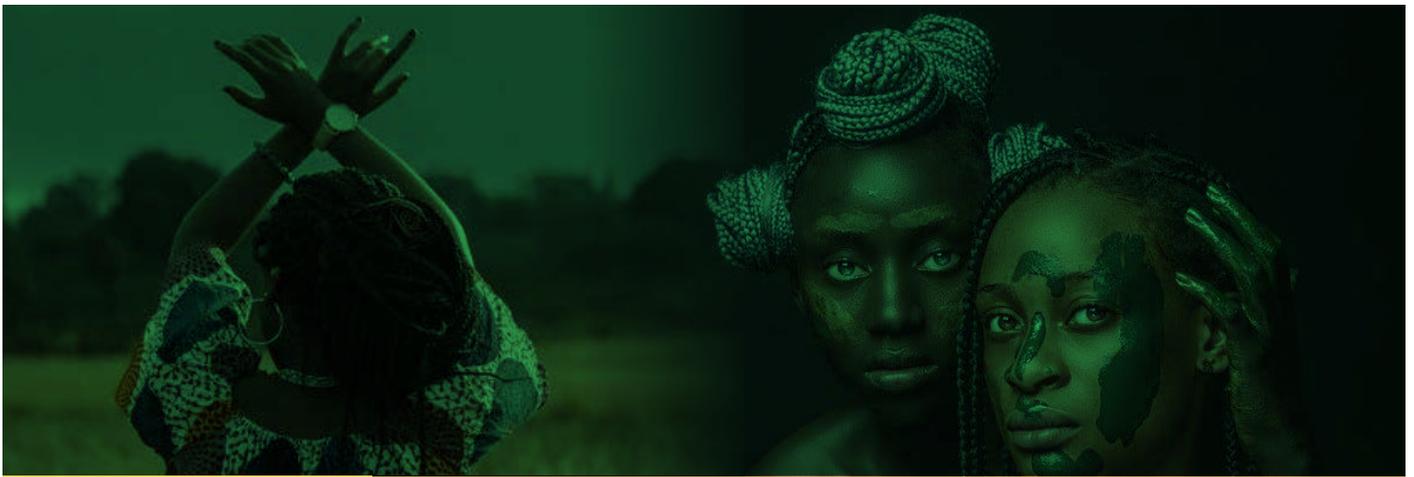
This informative session was structured to highlight research priorities within the DSBD and its agencies Small Enterprise Development Agency (Seda) and the Small Enterprise Finance Agency (**sefa**) as well as bringing solutions to challenges faced by SMMEs and Co-operatives that required investment, planning and resource allocation. The objective was to review both the research agenda and knowledge repository was intended to:

- Determine progress made in addressing previously identified research areas and
- Relevance based on the current context.
- Assess factors that influence usage of evidence-based research in decision making processes within the portfolio.
- Update both the SBD portfolio research agenda and knowledge repository reflecting the current SMMEs and Co-operatives eco-system.
- Raise awareness on the programmes of the Department and its agencies.

The research will contribute to an understanding of prevalent and good practices that can inform planning on further development and understanding of the small business market. The research will also inform the design of funding opportunities for SMMEs and Co-operatives that are offered by the Department and its agencies. The research will contribute to an understanding of prevalent and good practices that can inform planning on further development and understanding of the small business market. The research will also inform the design of funding opportunities for SMMEs and Co-operatives that are offered by the Department and its agencies.

The ultimate overview and background on the Small Business Development (SBD) portfolio research agenda, described what has been developed during the years on the research agenda and the kind of research undertaken in the past, the importance and need for review, the research agenda and the approach to come up with strategies that will form a roadmap or framework that guides inquiry used to specify gaps in knowledge in a specific area to guide the direction and development of new projects and research questions.

The Department intends to arrange future research agenda workshops and continued information development and data collection these workshops to further develop the research agenda on development SMME and Co-operatives.



SheTradesZA

What is the SheTradesZA Hub?

Together with the Republic of South Africa's Department for Small Business Development (DSBD) and the Small Enterprise Development Agency (Seda), the ITC SheTrades has set up a Hub in South Africa, to help South African women entrepreneurs, increase their international competitiveness and connect to national, regional and global markets through the SheTradesZA Hub.

How can women-owned businesses benefit?

- Connect to potential buyers, investors, suppliers and business support organizations;
- Learn skills to boost business potential through our free e-learning courses, on-site workshops and webinars;
- Receive support to attend national, regional and international trade fairs;
- Get chances to participate in B2B meetings;
- Access to investment opportunities;
- Increased visibility and larger network in international markets

How can businesses benefit?

- Connect with other women-owned businesses in South Africa and expand your pool of suppliers;
- Identify unique and innovative businesses opportunities;
- Learn, share and exchange with key businesses, governments and institutions;
- Support the UN Sustainable Development Goals by empowering women;
- Develop new partnerships and increase visibility in emerging markets.

How to be part of the SheTradesZA Hub?

<https://www.shetrades.com/#/sign-up>



Inaugural National Presidential SMMEs and Co-operatives Awards



The Department of Small Business Development (DSBD), held its Inaugural Presidential SMMEs and Co-operative Awards ceremony on 13 November 2022. The ceremony, which took place at 22 on Sloane in Bryanston, Johannesburg, was held in partnership with Ecosystem Development Small Enterprise (EDSE), 22 on Sloane, DSBD's SMMEs funding agents **sefa** and Seda. Small Medium and Micro Enterprises were honoured for their innovation, their ability to generate profit, and their success in expanding their businesses despite the very harsh economic climate exacerbated by COVID-19 and power outages.

The occasion saw Minister Stella Ndabeni-Abrahams, Deputy Minister Sidumo Dlamini, Social Development Minister Lindiwe Zulu and the Office of the Premier in Gauteng Office sharing the stage with key stakeholders. They included President of the Global Entrepreneur Network Jonathan Ortman, European Union Ambassador Sandra Kramer, MECs, United Nations Representative Ayodele Odusola, Mayors, Councillors, and government officials.

The National Presidential SMMEs and Co-operatives Awards aimed to cultivate an enabling environment for the development and nurturing of innovative ideas and best practices across the whole spectrum of small business development in the country. The awards recognised and celebrated outstanding SMMEs, SMME financiers, Entrepreneur Support Organisations and success stories from enterprise Supplier Development Programmes.

The primary focus of the Inaugural Presidential SMMEs and Co-operatives Awards was to solicit tangible inputs on areas of potential collaboration from key role players in small enterprise ecosystem as guided by the National Integrated Small Enterprise Development (NISED) Masterplan. The NISED Masterplan represents a national strategy that will coordinate government efforts in partnership with private sector to build a supportive ecosystem for small enterprises to thrive and grow. It also serves to implement the Department needs to coordinate all role players and aims to solidify and negotiate collaboration and partnership. The Minister for Small Business Development, Stella Ndabeni-Abrahams delivered the keynote address also handed certificates as well as prizes to the winning small-scale entrepreneurs. Minister Ndabeni-Abrahams commended the Department to have developed the NISED Masterplan, which forms the overarching small business strategy for the country. "The development of the NISED Masterplan also saw us conducting numerous multi-stakeholder dialogues across the country, supported by the EU-funded ecosystem development for small enterprise programme (EDSE). The NISED corrects the narrow approach of government operating in its cocoon delinked from what other role-players in the eco-system are doing therefore the approach of NISED Masterplan is rather to mobilize all available capacity and resources in the eco-system. It proposes doing this through creating an enabling environment to make the eco-system more coherent and impactful, as well as using state resources to de-risk and leverage support for underserved communities." said Ndabeni-Abrahams.

The NISED Masterplan will assist to forge practical partnerships to scale up access to markets, access to finance, and access to business development services. "On the new economy high growth start-ups focusing especially on tech and green economy are developing new instruments for early-stage funding and addressing regulatory challenges that impede venture capital and skills that will be building greater energy between the innovation system work of Developmental Financial Institutions and the entrepreneurship work of DSBD." she added.

The event served as a catalyst to the launch of the Global Entrepreneurship Week (GEW), celebrated in over 200 countries with close to 10 000 partners and 40 000 activities as it aims to create new economies free from conglomerates. Furthermore, GEW aims to inspire nations to empower entrepreneurs and encourage citizens to become self-starters by finding innovative ways of doing business. GEW is a call to action for societies to promote resilience and leverage the power of new ideas to impact societies globally.

Winners of the National Presidential SMMEs and Co-operatives Awards

Name	Category	Company Name
Nkosinathi Mdunge	Township SMME	Eitaradio
Gugu Nonjinge	Youth-Led SMME	Asana Beauty
Leatile Chocho	Startup Business of the year	Lotsha Onaka
Refiloe Rantekoa	Borotho Bakery Enterprise	Homegrown SMME – Product
Mfana Maseko	Homegrown SMME - Service	MM Electro Mech Service
Tebogo Mosito	Women-Led SMME	Ditsogo Engineering
	Breaking Ground SMME	Browns Food
Thulile Mthethwa	Social Enterprise	Memeza Shout
Vanitha Perumal	SMMEs Owned By Persons with Disabilities	JT Communications
Cuan Hopley	Fintech	Bizcash
Cuan Hopley	Ecosystem Enabler	Bizcash
Mandla Makamo	Business Development Services Provider	South African All Brothers Product Certification Body



Over R2m in prizes awarded to vibrant small enterprises

In the spirit of celebrating the 15th annual Global Entrepreneurship Week 2022, which was launched by the Global Entrepreneurship Network president, Jonathan Ortman at the Inaugural National Presidential SMME and Co-Operatives Awards hosted by the Department of Small Business Development on 13 November 2022, five budding small enterprises walked away with prizes worth over R2million. These prizes are a culmination of 14 provincial boot camps for Seda's "Pitch for Funding" programme that has been running since June 2022 throughout the lengths and breadths of South Africa and attracted over 1000 small enterprises who pitched their business ideas. The provincial bootcamps resulted in 34 finalists competing in the finals held in Gauteng from which nine prevailed to head to the bigger stage, the Inaugural National SMME and Co-Operatives Summit held from 14 to 16 November 2022.

After a round of competitive pitches from nine finalists, the judges decided on the following five winners: Molo Health from Limpopo took 5th position and was awarded R150k. Borotho Bakery from Gauteng took 4th position and was awarded R250k, Hydra Power from KwaZulu Natal took 3rd position and was awarded R300k, All Day Jam from Free State took 2nd position and received R500k and Namhla Collection from Eastern Cape took 1st position and was awarded the grand prize of R1 million.

Seda initiated this programme with the aim of closing the gap between entrepreneurs' needs and investors' expectations. The ongoing challenge of access to finance by small businesses compels Seda to intervene in narrowing the gap and facilitating deal-making between entrepreneurs and investors.



Molo health is all about living a healthy lifestyle



Molo health is a Limpopo based supplier of food and herbal supplements. **Nthoneng Molo Dinaala**, inspired by his penchant on living a well-balanced healthy life, established the company in 2016, following his suffering from pre-diabetic symptoms. Dinaala was also a sports enthusiast. He was suffering from chronic fatigue, foggy thoughts accompanied by slight memory loss and a low libido. He then ventured into learning about herbal and natural ways of healing the body. He dismissed the belief that he could be living on insulin shots. He changed his diet to vegan and in less than three weeks, he discovered that food is medicine because all his ailments went away. Molo Health took 5th position and was awarded R150 000 at the Presidential SMMEs, and Co-operatives Summit and Awards Ceremony held in Sandton in November 2022.

Molo health has a wide range of products that are tailored for all diseases such cancer, high blood, sinus, fibroids, asthma etc, including yona diabetes. He has since become a healthy living champion and has a mission to educate people food and herbs suitable for human consumption and as a result, saving them from high medical bills from the pharmaceutical medical industry.

Soweto's leading Bread Making Company



Nicolas Refiloe Rantekoa is a name that resonates with young successful entrepreneurs who have made a mark in the township economy. Rantekoa graduated from selling fat cakes, mealies, and snacks while in Primary School at the age of eight to formally establishing a bakery in the center of Soweto. Due to bread increasing twice a year in 2016, Rantakoa identified a gap in the industry and turned his dream of providing affordable food to people in Soweto into a thriving business. He named the company Borotheo Bakery which literally translates to “bread” in Sotho. He had no knowledge of baking bread. “I was employed so I took a personal loan to buy machines. Later converted my backroom bedroom into the baking room and I slept on the floor for months. I used a bicycle to deliver bread around for a year, then later use shopping carts to deliver bread,” Rantakoa explains.

Today, this informal bread-making business is operating from three shipping-container outlets in Soweto. The bakery now also sells scones, burger buns, and hotdog rolls, has two shops. In 2018, he was one of the Township Entrepreneurship Awards winners in both the Start-Up and Entrepreneur of the Year Categories. The funds helped him secure a second vehicle to enhance distribution.

The company took 4th position at the Inaugural SMME and Cooperative Summit and was awarded R250 000. He says he going to use it to pay a portion of debts and outstanding invoices. Rantakoa says the company used to have 25 employees but now they only employ four, due to load shedding. “Raw materials are expensive, the value chain is much more tricky since food is getting expensive day by day”. “Right now, we are battling to keep the lights on. Therefore, we want to secure funding for the expansion strategy phase” he said.

A leader in the supply of industrial-quality hydraulic and pneumatic systems



Hydrapower Hydraulics has established itself as a leader in the supply of industrial-quality hydraulic and pneumatic systems. The company opened its doors on 1 April 2000. 21 years into existence has been marked by great success. They opened a second under the directorship of Steven Bezuidenhout in Ballito on the North Coast of Kwa Zulu-Natal. They took the third position and were awarded R300 thousand at the SMME and Cooperative Summit in November 2002. Their products are sourced locally, which ensures that oversight and quality control are maintained while supporting like-minded businesses. Hydrapower Hydraulics has a fully equipped workshop facility to service and maintain a product range and carry out repairs to all other makes and types of hydraulic equipment.

Bezuidenhout is originally from a corporate sales background, specializing in the automotive and agricultural sectors, and customer service. The owners and management have a combined experience of 40 years in general hydraulics and pneumatic systems and have exceptional knowledge, skillset, and expertise in the industry. Even though the business is based in Ballito, they are able to serve communities around the country, having clients from Cradock to De Aar and across any industry with hydraulic and pneumatic needs.

Jam manufacturer scoops half a million rand



The household brand All Day Jam is the brainchild of a 22-year-old South African man based in Orange Farm. Gontse Selaocoe is a manufacturer of jam products that come in four flavors namely: tomato, melon, peach, and pear. The ingredients are grown in his garden. Gontse started his jam business at the age of 19, after tasting jam made by his grandparents. His interest in venturing into entrepreneurship further gained momentum when he entered a competition that introduced him to the fundamentals of start-ups. He says it was a four-week-long programme that required the entrants to come up with an innovative idea.

Through his social media advertisements, he received an invite to attend a four-week-long local entrepreneurship webinar, at which he was introduced to the Innovation Hub, an agency of the Gauteng Province the Department of Economic Development. He pitched his business plan to the Innovation Hub and through the institution, he was enrolled in the eKasiLab programme which provided him with financial business support and enhancement of his innovation skills. eKasiLab put him in contact with the Small Enterprise Development Agency (Seda), which has provided intellectual property, product development, product testing, branding, and packaging support.

There is always a humble beginning behind every success story. This is relevant to Gontse's entrepreneurial journey as he managed to save R1 000 in order to start a jam manufacturing business in Orange Farm. Even though the money initially was saved for other goals, upon completion of his matric in 2019, Selaocoe had a change of heart. Instead, he decided to invest his hard-earned savings into his agro-processing business. The decision paid off as his entity took a second position at the Seda pitch for funding and received R500 000 at the inaugural SMME and cooperative Summit held in Sandton in November 2022.



Eastern Cape-based beautician scoops 1 million grand prize

The Eastern Cape-based business entrepreneur **Namhla Dotwana** received the grand prize of R1 million after securing a first spot at the Seda national leg of the Pitch for the Funding competition. The award was conferred to her at the Inaugural SMME, and Co-operative Summit held in Sandton in November 2022. “It was a great honour to have participated in such a well-coordinated event and privileged to have been amongst pioneer men and women, distinguished guests and dignitaries. Every round presented its unique challenges where I had to think on my feet. There were so many talented individuals with such innovative ideas which really made a huge impression on me,” Namhla said.

The 31-year-old businesswoman from Tsolo in the Eastern Cape sells innovative organic skincare range business. She has been running her business from her home’s garage, using a normal kitchen blender to mix her products. Her company, Namhla collection started operating in 2020 as a response to curb the scourge of the COVID-19 pandemic. Her products which include a variety of organic skincare products - are infused with impepho (helichrysum). “I always say sometimes we need to roll-back the curtain to ancient ways of doing things, to remedy issues of the now,” Namhla said. Her love for organic skincare products was propelled by skin problems she had as a teenager which included oily skin, pimples, darkening of areas such as neck, groin area, under arms and breasts. Namhla then researched and learned a lot about them and the healing properties they carry especially for wounds, scars, rashes and uses for beautification.

Dotwana later started researching the benefits of the impepho, which then led her to start producing a range of products like bath soaps, bath salts and candles from it. Dotwana says that the R1 million grand prize would help her expand and professionalise her business. Dotwana plans to expand her business by securing business premises to increase production and meet the demand from customers and to create jobs for residents. “I am also hoping to purchase more bigger equipment and bulk raw ingredients which will enable me to produce more volumes and meet the demand. Lastly, I am hoping to use the funds to finally implement my marketing strategy,” Namhla said.

CO-OPERATIVE DEVELOPMENT SUPPORT PROGRAMME

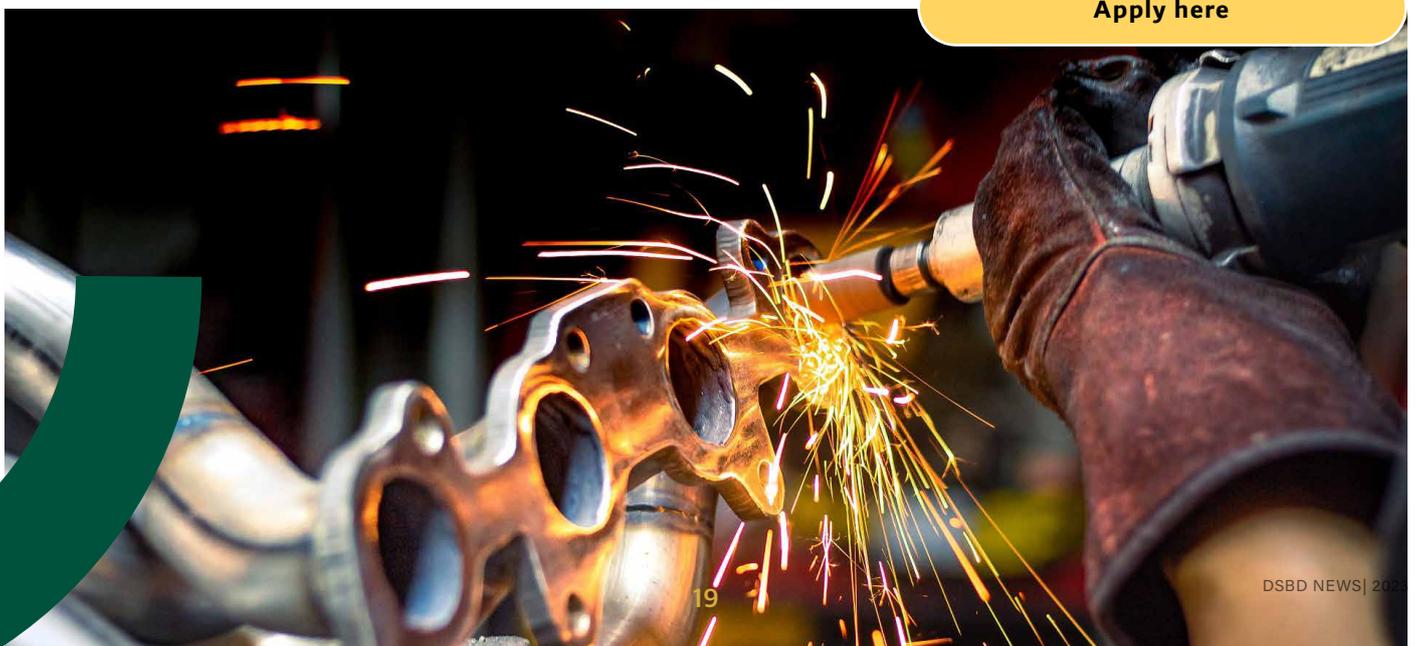
The Co-Operative Development Support Programme (CDSP) is a programme of the Department of Small Business Development with an objective to support co-operative enterprises financially and non-financially in partnership with other key strategic stakeholders. The CDSP programme offers blended financing to eligible co-operatives on a cost-sharing funding of a combination of a grant and loan. The grant funding portion of funding is capped at R2.5 million towards qualifying activities. The grant support is available for machinery, equipment, infrastructure, commercial vehicles and business development support necessary to grow co-operative enterprises to ensure that the co-operative enterprise develop to be more sustainable and competitive.



APPLICATION PROCESS

- Proof of Registration on the National SMME Database: <https://smmesa.gov.za>
- Complete the simplified online application form available from www.dsbd.gov.za
- Proof of registration and compliance with SARS;
- CIPC Registration Documents (e.g. Constitution, CR- 10) ;
- FICA documents (e.g. Municipal accounts, letter from traditional authority);
- Three (3) competing and comparable quotations;
- Lease Agreement or Permission to Occupy (P.T.O);
- CVs and certified ID Copies of Directors/founding members;
- Three (3) Months Bank Statements;
- Detailed Business Plan;
- Three (3) year cash flow projections;
- Latest Annual Financial Statements or Management Accounts not older than three (3) months from date of application in the case of expansion;
- Relevant Industry Certification – where applicable;
- Details of the loan facility; and
- To prevent “double dipping” the applicant must submit a sworn affidavit regarding support received from the State in the five-year period preceding the application.

[Apply here](#)



Edenvinne Cosmetics launches in Menlyn, Pretoria



Edenvinne Cosmetics opened its doors on 25 November 2022 in Menlyn Park Shopping Centre, Pretoria. The shop is owned by Rearabetswe Dire 29 and Gontse Kgokolo 34, two vibrant women who own local brands. Edenvinne Cosmetics offers a vast range of cosmetics numbering over 500 products for all sexes such as skin care, male grooming, hair care and personal care products. Dire and Kgokolo started off this retail enterprises to supplement their personal income and now they are realizing their dream of being a rightful cosmetic entrepreneur led by international cosmetic giants.

“We are actively involved in the #BuyLocal campaign, which promotes the sale, support, and usage of South African produced products. We also provide Small Medium and Micro Enterprises (SMMEs) an opportunity to participate and grow their cosmetic brands” said Dire.

With just over two months in operation Edenvinne Cosmetics managed to ring in over R100 000 in sales, particularly during the hectic festive season. With business seemingly heading in the right directions and cosmetics as well grooming products flying off the shelves, Dire and Kgokolo are looking at an expansion programme. The growth of the business leads to a positive spill over to the manufacturers and to the public. The business will soon be adding more retail staff to argument to the demand and hopefully slight dent the unemployment figures in the country.

Visit Edenvinne Cosmetics on the 3rd Floor (shop UF78) at Menlyn Park Shopping Centre.

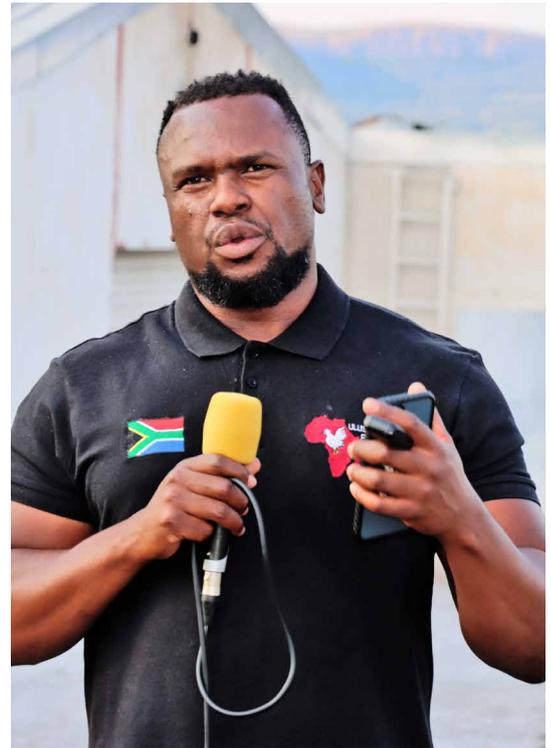
Ms. Dire and Ms. Kgokolo on video



ULUSOY AFRICAN POULTRY PROPRIETOR ALLEEN MAGUMBI YCF BENEFICIARY

Ulusoy Africa Poultry (UAP) is a poultry production agro-processing business based in North West province owned by Alleen Magumbi. The company hopes to be the protein authority of the nation, delivering premium white bird meat with a formidable brand reputation both domestically as well as globally.

The organisation produces 560 000 broilers per cycle and have 19 poultry houses. “We have just opened an abattoir in our plant to lessen the burden on costs and transportation of live birds to slaughterhouses, we slaughter 2000 birds daily. We are supplying Krons, a big cold storage supplier in the province and we have a good relationship with them as they also provide us with veterinary expertise as well as business advice in terms of bird’s nutrition and health so that we can produce high quality bird meat that fetches good prices in the market” says Magumbi.



He also added that the company has now embarked on a large scale broiler production and processing project that will yield birds weighting up to 2kg, which is a good weight for healthy chicken. The birds would then be packaged into 20 kg packs and traded to wholesalers, hotels and other bulk buyers in the market. Broiler production has been on a decline in South Africa following the invasion of the market by cheap American and Brazilian imports. “We have made a call to the Ministry of Agriculture as well as the Department of Trade, Industry and Competition to impose heavy tariffs to these imports that hurt local farmers. Many poultry farmers have gone out of business because of these imports that demarcated local production, and we hope the government will listen to our call and save the local poultry industry and shedding thousands of local jobs and creating massive poverty” Magumbi added.

The current global warming phenomenon affecting the world has had its impact also on the birds productions world-wide. Unpredictable weather patterns have led to a decline in food productions the world over and this has had a negative impact in the food pricing market, as higher prices are now demanded by producers for grain products. On the issue of costly bird and animal feed, Magumbi stated that “Grain prices are affecting our production and eating into our bottom-line at alarming rates, as poultry feed is now very expensive due to the conflict in the Black Sea between neighbours Russia and Ukraine. “Avian flu was a problem, but we dealt with that. Now we have a new problem in high animal feed prices”. Government must try and subsidise feed prices to save the agricultural sector, right now we are struggling with very astronomical starter, grower and finishing mash prices” he said.

The current unending power cuts introduced by the state’s power utility Electricity Supply Company (Eskom) have had devastating outcome to farmers in the country. Recently a poultry farmer in North West province very close to Ulusoy Poultry lost over 50 000 birds due to the power cuts. “We are getting all sorts of support from all sectors of the economy involved with agro-processing particularly Small Enterprise Finance Agency (**sefa**) who provided us with funding to grow our business” Magumbi said.



PRODUCTION

Ulusoy Africa Poultry produce free range chicken, a simple healthy wholesome bird fit for whole family meals. The birds are fed on clean grain, fresh water with no hormones or any artificial additives. Birds are not always sold but are cut up into various cuts namely chicken breast, Butterfield breast, chicken strips, mince, thighs, kebabs, drumsticks, legs, heads, wings, skins and offals



Production free range (whole chicken) | These are packed and sold as depending on their sizes and weight.

Drumsticks | Come in 2 or 5 kg packaging as well as sold in smaller weights for the local consumer market.

Breast fillet | Portioned into 2-5 kg bags and sold. At times sold as Butterfield breast (5 kg) or ½ breast fillet also portioned to various sizes. It also has one called the Breast Supreme, which is half breast fillet with wing bone attached to it and is also traded in various weights and sizes.

Offals

These entail all the rough and tumble from the bird that is usually not traded to the top-notch market but is still edible and adds vital nutrition to the human anatomy. This entails legs, heads, hearts, skins, necks, bones, fat as well as giblets. These are package in various portion sizes and bring in much needed revenue for the business. Production at Ulusoy Africa Poultry side is in the firms and knowledgeable hands of Stephen Rynders working as the Chief Operational Officer and John West the farm manager.

Wings are also graded according to size with the Supreme Wing sold in 10 packets and Supreme Exposed as sold in 10 pieces per pack and at various weights.

Fillet | Chicken fillets come in the form of thighs either cut to strips or sold in 5kg packaging to the market.

“We are getting all sorts of support from all sectors of the economy involved with agro-processing particularly Small Enterprise Finance Agency (sefa) who provided us with funding to grow our business”

**Mr Magumbi
on video**



YOUTH CHALLENGE FUND (YFC)

Applications now open



Are you an innovative Youth with a business in Technology, Social Services & Green Economy? Age between 18-35 years?



The Youth Challenge Fund is for you.

Qualifying Criteria

In line with National Youth Policy, the YCF will be providing support to youth start-up businesses/enterprises who meet the following criteria:

1. Registered with Companies and Intellectual Property Commission and be prepared to register with South African Revenue Service & Unemployment Insurance Fund.
2. 100% South African owned.
3. Are adequately involved in the day-to-day operation and management of the business with at least
4. One or more of the members being a fulltime employee of the business, especially the main applicant.
5. Prepared to participate in Business Development Support and mentorship (pre and post)
6. Commercially viable, sustainable and feasible business idea.



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small business
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DEPARTMENT OF SMALL BUSINESS DEVELOPMENT

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