

ECONOMIC DEVELOPMENT DEPARTMENT REPORT BACK SINCE INAUGURAL BBBEE CONFERENCE

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1ST BBBEE CONFERENCE

- INAUGURAL CONFERENCE IN 2007
- ANNUAL EVENT
- TAKE STOCK ON BBBEE AND MAP WAY FORWARD

1ST BBBEE CONFERENCE OUTCOMES

- CONFERENCE DECLARATION:-
 - PRODUCE A SET-ASIDE DOCUMENT FOR DESIGNATED GROUPS
 - ESTABLISH A LOCAL EMPOWERMENT COUNCIL TO ADVISE THE EXECUTIVE MAYOR
 - DEVELOP AN OVERALL BBBEE STRATEGY FOR EMM
 - ESTABLISH A TENDER ADVICE CENTRE TO CAPACITATE SMMEs

1ST BBBEE CONFERENCE OUTCOMES (CONTINUED)

- ESTABLISH A ONE STOP CENTRE TO ASSIST BUSINESS
- FACILITATE TARGETED PARTICIPATION OF BLACK BUSINESS IN MAIN STREAM ECONOMY

PROGRESS ON 1ST BBBEE CONFERENCE OUTCOMES

- SET ASIDE
 - SET ASIDE STRATEGY APPROVED AS PART OF BBBEE STRATEGY
 - ALIGNMENT OF BBBEE REGULATIONS AND PREFERENTIAL PROCUREMENT REGULATIONS
- BBBEE STRATEGY
 - STRATEGY APPROVED BY COUNCIL AND IS IN THE PROCESS OF BEING IMPLEMENTED
- LOCAL EMPOWERMENT COUNCIL
 - NAMES AND CVs OF PROPOSED LEC MEMBERS ARE BEING RATIFIED
- TENDER ADVICE CENTER
 - TO BE ACCOMODATED IN AN IDENTIFIED BUILDING IN KEMPTON PARK

PROGRESS ON 1ST BBBEE CONFERENCE OUTCOMES (CONTINUED)

- ESTABLISH A ONE STOP CENTRE TO ASSIST BUSINESS
 - ESTABLISHMENT OF BUSINESS PLACE IN KEMPTON PARK
 - ESTABLISHMENT OF BUSINESS LINKAGE CENTRES
 - 7 BLCs ESTABLISHED
- FACILITATE TARGETED PARTICIPATION OF BLACK BUSINESS IN MAIN STREAM ECONOMY
 - 70% CAPITAL SPEND ON BBBEE COMPANIES AND 20% ON SMMEs

THE BUSINESS PLACE



a partnership that works

WHAT IS THE BUSINESS PLACE

- **Non appointment** based retail approach;
- Make it **easier** for entrepreneurs to start or grow a business;
- Be an accessible one-stop shop bringing service providers together with a friendly, unthreatening **walk in information centre** as a first port of call;
- **Stimulate local business** and keep people in their communities;
- Give **ordinary people opportunity** to explore entrepreneurial potential in safe environment to access opportunities and networks;
- Be a **delivery platform** for other initiatives
- Be an **inspirational, enabling environment** that stimulates creativity, innovation, opportunity and possibility in order to **unleash individual potential**
- **Reduce dependency** on government;
- **Monitor and evaluate** growth and gaps of SMME's at centres

WHAT DOES BUSINESS PLACE OFFER

- To *navigate* entrepreneurs at any stage of their journey through a friendly accessible walk-in centre's
- The network of business place centre's offer access to relevant:
 - Information & Referrals
 - Training & Workshops
 - Opportunities & Networks
- Co location of Service Providers

***Anyone* is welcome from Preconception to Start-ups to Operating Businesses in the SME sector**

Offering Sector-Specific Enterprise Development Initiatives (E.D.I)

- OPPORTUNITY EXCHANGE
 - COLLECT AND MARKET RELEVANT OPPORTUNITIES SUCH AS IN
 - GROWTH POINT PROPERTY
 - AGRICULTURE
 - CONSTRUCTION AND FACILITIES
 - ARTS
 - TOURISM
 - CLIENT NETWORKING FORUMS AND CONNECTING WITH SPECIFIC CORPORATE/GOVERNMENT OPPORTUNITIES
 - LINKED TO SUPPLY CHAIN/PROCUREMENT OPPORTUNITIES
 - IMPACT TO HIGHER LEVEL CLIENTS – WITH MENTORING CAPACITY BUILDING PROGRAMME
 - OPPORTUNITY FOR CORPORATE COLLABORATION

COMMUNITY CHALLENGES TO SMME'S

- Poor **information** dissemination to grow SMME's
- Lack of **funding** mechanisms to promote BEE
- **Big business** is apathetic to small business
- **Tertiary Institutions** cannot assist SMME's
- Lack of infrastructure, e.g. **incubation** facilities
- No access to **markets**
- Little **information** to access tenders
- Big business can't find small business for **empowerment deals**
- No aftercare service from **Service Providers**

POSSIBLE INTERVENTIONS AT A GLANCE

- ✓ One on One Consultations
- ✓ Resource Library – business ideas & how to's
- ✓ Ready for Implementation Information Workshops (tenders, finance)
- ✓ Business Training Micro MBA (doc. mgt)
- ✓ Free Business Legal Advice from local Law Firms
- ✓ Industry Specific Networking Sessions
- ✓ Internet Access - research
- ✓ Enterprise Development Business Support
- ✓ Opportunity Identification
- ✓ Opportunity Exchange Programme
- ✓ Accounting Mentorship Programme
- ✓ Military Veterans Business Support Programme
- ✓ Mobile Unit greater outreach ?

POSSIBLE INNOVATION : EKURHULENI

- TARGETS

- To assist 3000 entrepreneurs per month. 50 Micro-MBAs per month. 25 training events per month. 2 large networking events per month (use of Peermont facilities in downtime).

- HOLISTIC APPROACH

- Services cover full spectrum of SMME development needs, from training to referrals, business opportunities to funding linkages.

- SUSTAINABILITY

- Standard Bank already lined up as funding partner. Planned membership strategy will also generate revenues.



Thank you

a partnership that works

