

# THE HOPE CHRONICLES

SAICA Enterprise Development & The Hope Factory's Stakeholder Newsletter

## SAICA ED is now a B-BBEE QSE Level 1 contributor

We are very excited to announce that as of December 2021, SAICA Enterprise Development is a 100% Black-Owned qualifying Small Enterprise (QSE) and a level 1 B-BBEE Contributor. We are fully compliant with Enterprise and Supplier Development (ESD) requirements.

Corporate clients can now invest directly with SAICA ED and earn maximum points on Enterprise Development. We further support our clients on ESD with our entrepreneurial programmes designed for Emerging Micro Enterprises (EME's) and also Qualifying Small Enterprises (QSE's) thus ensuring that our investors are contributing to meaningful impact in the SMME space whilst ensuring they comply with the relevant B-BBEE codes in relation to ESD.

## Contact us today, we are here to assist you!

Be part of the bigger picture of sustainable entrepreneurship development and economic transformation. This is a kind reminder that if you are struggling with earning your ESD, SED and Skills Development points for your B-BBEE scorecard for your up-coming FYE - we would love to give you a call or set up an online meeting to discuss how we could help.

Please don't hesitate to contact us via email or telephone, we are always available. Drop us a mail at [enquiries@saicaed.co.za](mailto:enquiries@saicaed.co.za) today.

## The Hope Factory's Skills Development and Socio-Economic Development news

The Hope Factory offers strategic and meaningful Skills Development solutions! You now have the potential to score **a full 10 points on your generic Skills Development Scorecard.**

The Hope Factory (THF) delivers Category E accredited Entrepreneurial Development Short Skills Programmes to self-employed black people that contributes to the achievement of the country's economic growth and social development goals. Spend 3.5% of your leviable skills amount through The Hope Factory and receive a Section 18A certificate together with your points.



### Basileia Consulting – led by directors, Chester and Julian Wright.

With over 15 years of experience in helping companies across all industries and sizes, the core focus of Basileia Consulting is ***“making your B-BBEE strategy, implementation, and execution a competitive edge for your organisation.”***

The company was established in 2005 by Chester Wright, focusing initially on bringing leadership and managerial experience and expertise to several companies in various industries. In 2010 Julian Wright joined the organisation, focusing on B-BBEE verifications and assessments, with fifteen years of experience in the B-BBEE space.

### Who they are and what they offer:

Basileia Consulting is a highly focused, principle-based business consultancy organisation with a range of specialist services to increase their clients' competitive advantage through innovation and sustainability.

They offer various consulting services through their tailor-made strategic action plans and assessments. These are designed to give in-depth breakdown into how the legislation has been designed and implemented and further insight into the verification agency's interpretations to effectively maximise the B-BBEE strategy of their corporate clients.

They can also provide comprehensive BEE strategies and GAP analysis for all B-BBEE aspects from BEE ownership structures, training and development initiatives and empowerment development services for Enterprise, Supplier and Socio-Economic Development.

To find out more about Basileia Consulting check out their website: [www.basileiaconsulting.co.za](http://www.basileiaconsulting.co.za)

# Our Socio-Economic Development Flagship programme

THF is proud to continue with two key collaborative partnerships into 2022 for the implementation of our Socio-Economic Development Flagship Programme. The partnerships we have established with KPMG, The Mandela Bay Development Agency and Hemmingways Casino, has enabled us to offer our entrepreneurs professional input from industry experts and extended our reach and impact to specific targeted communities in East London and Nelson Mandela Bay, Walmer Township and New Brighton in Ibhayi amongst others, both being limited access to services areas as defined by the Construction Sector Charter.

In December 2021, we completed Phase 1 of our SED Flagship as a structured project and achieved the following impact (sample size 20 people):

- 84.21% of the beneficiaries received entrepreneurship training and mentoring for the first time.
- 50% more beneficiaries now have a separate account for business activities.
- 100% of the beneficiaries received knowledge transfer – indicating that their business knowledge as grown since joining the programme.
- 100% indicated that they have seen value in joining the programme.
- 95% of the beneficiaries experienced improved confidence levels as an entrepreneur.

Through our partnerships, we will continue with Phase 2 of the 18-month SED Flagship programme, where entrepreneurs will receive finance coaching and quarterly workshops. We will also launch a new cohort, specifically focussing on entrepreneurs in Kwalanga and Kwanobuhle, Uitenhage in Nelson Mandela Bay.

“It is your SED Contributions that makes it possible for THF to annually implement our SED Flagship. Together we can create great impact to improve living conditions for those who are reliant on generating their own income through business ventures.”

*Jolandi Snyders – Senior Business Development Manager THF*



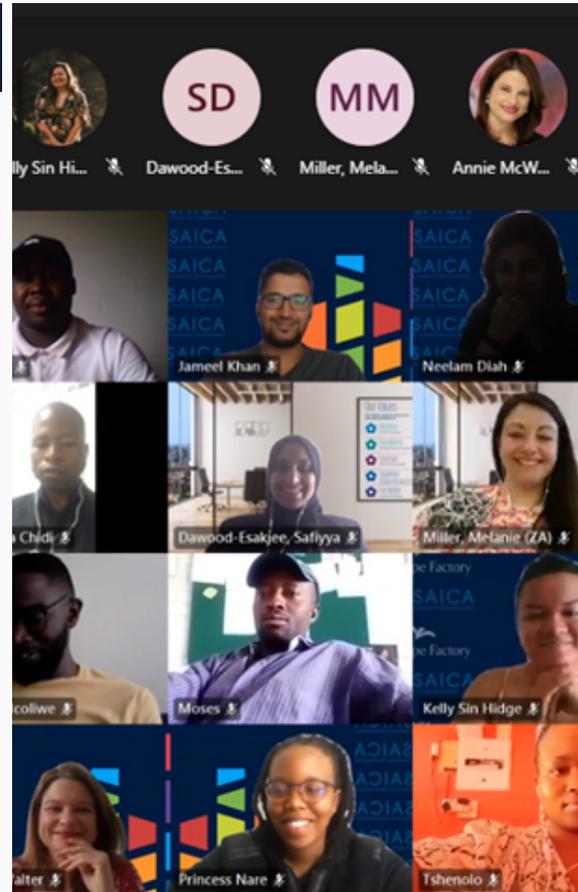
## Celebrating Success

### Congratulations to our ED Flagship Entrepreneurs

On the 14th of January 2022, SAICA ED hosted a virtual graduation celebrating 20 SMMEs in various industries. These SMME owners can stand proud, after successfully completing their 6 months coaching programme that was supported by 11 KPMG volunteer coaches as well as a few other institutional professional coaches.

The programme focused on Financial Excellence and included a deep dive diagnostic assessment of each SMME which led to working on their business development plans, one-on-one and group finance & business coaching, as well as specialised workshops. On average there was a 24% increase in gross profit margins of the SMMEs, after completion of the interventions. Through the 20 SMMEs, an outstanding amount of 23 new jobs were created, and all this was achieved despite the adverse effect the COVID pandemic has had on small businesses in 2021.

“I would like to express my sincere admiration for your outstanding efforts. We appreciate everything that SAICA ED has done for me and my company. The endless hours you have spent working with us and the professionalism you have shown have immensely motivated the entire team in my company and especially myself.” Piet Rakabe Director of PRR Trading and Projects one of the participants in the programme.



# Announcing Partnerships

## SAICA ED's New strategic partnerships

### Partnership with BU & BUCGC

SAICA Enterprise Development is proud to announce a new partnership with Black Umbrellas (BU) and Black Umbrellas CGC Consulting (BUCGC) launching a pilot 11-month Business and Financial Excellence programme, commencing in March. This programme will be powered by BU and BUCGC and implemented by SAICA ED.

### New strategic partnership with AAZ

February 2022, SAICA Enterprise Development officially boasts of a new strategic partnership with Anglo American Zimele (AAZ). Through this partnership, both Zimele and SAICA ED seeks to implement a Financial Excellence Programme to empower 66 SMMEs within the mining sector to improve the financial management systems to run effective operations as well as holistically grow and become more economically sustainable.

## What's new within the Energy Sector

With a growing demand for power, we can expect ongoing load shedding into the future with predictions for as much as the next 5 years. However, on the bright side this has and is creating lots of opportunities for renewable energy, economic growth and SMMEs. Resulting in increased investment in South Africa and economic opportunities for development.

"Should anyone want a suitable home solution for going partially or completely off the grid I have a qualified competent SMME that can help you," comments Darren Ryder, Customised Projects Manager at SAICA ED.

SAICA ED will be commencing with the 6th EneGro project in partnership with Avon and Dedisa Peaking Power. This partnership has been in existence since 2017 and has supported 30 candidates, this year's programme will be supporting 8 SMMEs in the energy space. The last two projects combined resulted in 46 jobs being created, from interns to full time posts.



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The Hope Factory

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