

# THE HOPE CHRONICLES

SAICA Enterprise Development & The Hope Factory's Stakeholder Newsletter

## What's new in the Energy Space: Our EneGro Project

The project was launched in 2017 as an Enterprise and Supplier Development Small Business Programme, aptly named 'EneGro', meaning Energy Growth. The purpose of the programme was to equip SMMEs with business development and Financial Excellence, personal leadership, and energy industry expertise in support of economic growth and transformation in the Energy sector in SA. The programme itself is tailor-made to empower and equip the SMME owners with financial and industry related expertise. To date, the past 5 EneGro projects has supported 30 SMMEs.

Impact success over 2020 and 2021

Noteworthy individual milestones to mention include:

- **Devaksha Maharaj**, owner of Ikigai Engineering, has been selected to be part of the Council board of the Energy Sector Gender Ministerial Advisory Council, this team will report on national sectoral and implementation progress of the Energy Sector for Woman Empowerment and Gender Equality. Furthermore, she came Top 8 of the Santam Woman of the Future Awards and has created employment opportunities for 10 interns.
- **Abdul Esakjee**, owner of AEGM Solutions has purchased land to set up a manufacturing plant for Renewable Fuels.
- **Sandiswa Qayi**, owner of AET AFRICA, was selected for the Korea global entrepreneurs programme – being recognised as one of the top 12 start-ups in South Africa.
- **Silcelo Mthombeni**, owner of Dumaliwe, was selected for the Total Energies Challenge – start-up of the year for his AgriVoltaics project in KZN.
- **And Thembanani Marhanele**, owner of Jeka Resources, has expanded his company into other countries in Africa and has 340MW of Solar PV projects either with signed PPA's, or currently in the process of signing.

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

SAICA ED and The Hope Factory remain committed to delivering ESD, SED and Skills Development solutions aligned to your client's B-BBEE scorecard needs and expectations.

Stay safe and warm as we head into Winter! Don't hesitate to get hold of us if you need assistance for your upcoming FYE scorecard contribution needs. 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.

## Start-up business spotlight



**Phumeza Ceshemba is the founder of SBK Training.**

SBK training aims to train individuals in the financial management within the banking industry after seeing a gap in the market. Phumeza saw a demand for training needs in the different sectors and therefore enlarged her training scope and managed to get accreditation with multiple SETA's.

SBK Training is currently based in Vincent, East London, EC, where they have a fully operational training centre with the capacity to run it nationwide.

"The Hope Factory has managed to help me in the various interventions e.g. the workshop training (transferring skills) as well as my one-on-one sessions I have with my mentor. I have been learning more about how to manage the business and the financial side of it. THF has also introduced my company to other suppliers, that has made an impact on my business, more so after the negative hit COVID 19 pandemic had on my business. Since I joined the programme, I have not only grown personally but also professionally as a businesswoman."

# New strategic partnerships for SAICA ED

## FTI Consulting

SAICA ED is excited to be strategically collaborating with FTI Consulting Through ESD initiatives Finance coaching for 10 Small to Medium Enterprises, Technical and digital training, Marketing and Branding training. The programme runs over a six-month period and includes:

- Developing financially astute small to medium enterprises through proper financial management with the finance coach.
- Partnering with SAICA Enterprise Development to play an active role in helping unemployed youth with a small business opportunity to join and complete the SAICA Enterprise Development programme to help get their businesses off the ground.

## Black Umbrellas (BU) and Black Umbrellas CGC Consulting

SAICA Enterprise Development (SAICA ED) 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 Coaching programme, commencing in May in support of 80 or more SMMEs.

These business coaching programmes will be implemented by SAICA ED within the broader BU Business Accelerator programme and BUCGC supplier diversity programme.

“The Black Umbrellas Business Accelerator programme is focused on identifying businesses which have the ability to grow and scale rapidly through accelerated access to markets and finance whilst supported by customised development interventions. Meaningful business coaching is a key component of this programme and we’re excited to see the impact the SAICA ED coaches will make in this regard,” says BU CEO Mark Frankel.

## Continued growth of SMMEs through SAICA Enterprise Development Flagship programme 2022

We celebrated our second cohort’s virtual graduation for their Enterprise Development Flagship programme on the 6th of April 2022. This cohort consisted of 37 hard-working SMMEs across a range of diverse industries.

SAICA ED is very proud to share the fantastic news that **24 new jobs** were created in and from the 37 SMMEs, as well as the average growth of the Net Profit margins of the SMMEs of **15% in just 6 months**, measured before and after the programme. Furthermore, we applaud graduate Tshepo Baloyi, owner of Forever Prime, who was recently awarded a 3-year contract with Anglo American.

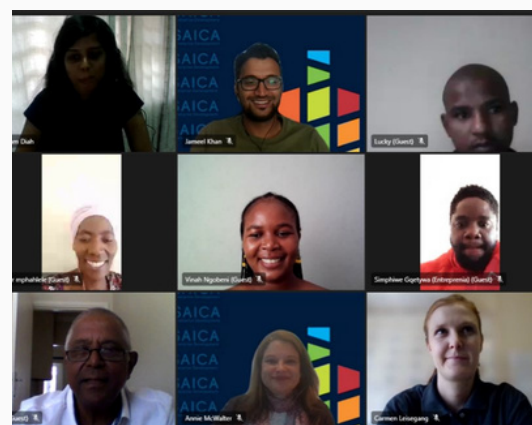
We also want to make special mention to the two special award winners, Simphiwe Jonathan Gqetywa, owner of Entreprenia Holdings who won the award for **Most jobs created (10)** and Vinah Ngobeni, owner of Singila Brands won the award for **Highest net profit growth (71%)**.

Cohort 3 is currently underway supporting 25 SMMEs and cohort 4 is expected to start in June.

If you are an SMME interested in this programme, [click here](#) to apply to our cohort 4

## Appreciation to our volunteer coaches

Our SAICA ED flagship cohort 2 programme would have not been made possible if not for the wisdom and dedicated time from 42 volunteer coaches. A big thank you to all our coaches who invested their time into this group of SMMEs. A **special thanks to KMPG** for their on-going volunteer-coaching relationship. We are proud to continue this collaboration with KMPG for this cohort, SAICA ED commends the 13 KPMG volunteer coaches who gave of their time and efforts to invest into the SMMEs.



# What's new for The Hope Factory?

## FLAME 2.0 has come to an end

The Hope Factory officially ended off the ASISA Foundation's FLAME project for participants in Diepsloot, Phillipi and King Williams Town with the conclusion of the external verification of their Service Seta Short Skills NVC Level 4 certificates and 2 Portfolio of Evidence.

On Thursday, 14 April, we handed over KWT's certificates and PoE's (Portfolios of Evidence) and celebrated their achievement. It was a wonderful opportunity to touch base with the participants after 6 months and to hear that all of them are still fully operational in their businesses.

### Some business milestones achieved:

**Siyabulela Sinxo- "Business is doing great; I have been saving a lot (retirement savings) and life cover now in place."**

Siyabulela has registered for UIF. The electrical component of his business is booming; taking interns in from TVET College Lovedale KWT to assist him. He has also applied for funding vouchers from ECDC with the help of his mentor, Lumphumlo Joka and was successfully awarded operational funding vouchers from ECDC.

Nolitha Nyikana has signed a contract with Boxer as a supplier. This is after THF had our access to markets network session where she presented her business to suppliers who attended the event.

## Socio-Economic Development Flagship Programme

**In collaboration with Hemingways Casino, The Hope Factory and SAICA Enterprise Development is implementing a flagship training and mentoring programme in East London, that started June 2021.**

After completing phase 1, the 10 participants have now started Phase 2 of the programme that includes quarterly workshops and monthly finance coaching. THF visited their East London participants on the 13th of April where they had a Marketing 101 workshop followed by a meet and greet event hosted by Hemingways Casino.

"Our participants were able to pitch their businesses and share the impact of the programme to their CSI committee. This was extremely well received by both parties; and the collaboration assists Hemingways Casino with their Socio-Economic Development and Enterprise Development points," comments Programme Manager Bernadette Koert.



*Hemingways SED Participants*

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