

ISSUE 6 • APRIL 2023

THE HOPE CHRONICLES

SAICA Enterprise Development &
The Hope Factory's Stakeholder Newsletter

Collaboration project in the Chemical Industry



The Amakhala Emoyeni Community Fund Trust, in partnership with The Hope Factory and Chemical Industries Education and Training Authority (CHIETA), has launched a Small Business Support Programme based in Bedford and Cookhouse in February 2023.

This programme aims to provide entrepreneurial training and other business development support interventions to **16 start-up and micro business owners** within the Chemical Industry. The programme's intent is to improve the 16 entrepreneurs' capacity to grow their businesses, generate higher income and create new potential employment opportunities, all of which contribute to the broader economy.

Commencement of the first training workshops took place on the 8-9th of February, in both Bedford and Cookhouse and involved training the SMMEs on Personal Development and Digital literacy.

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.

Where has time flown? We are well into the first quarter of 2023. Do not hesitate to get hold of us if you need assistance for your upcoming FYE scorecard contribution needs.

Please contact us via email or telephone, we are always available. Drop us a mail at enquiries@saicaed.co.za today.

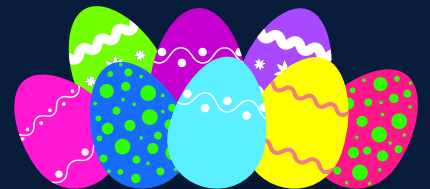
Do you receive Section18A certificates from The Hope Factory?

Don't miss our communication about additional requirements for Section18A receipts as per the Government Gazette No. 48104, effective 1 March 2023.

If you missed it and want more information mail Cheryl at CherylAnn@saicaed.co.za.

Blessed Easter 2023

Wishing YOU a fantastic Easter break with family and friends. Wishing all our stakeholders safe travels over this period and a good rest.



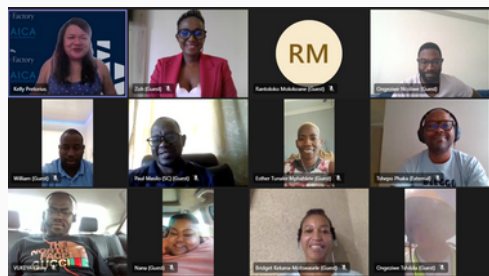
Championing local Small Businesses
for a sustainable future

In proud partnership with



Celebrating Graduates

SAICA ED Coaching programme celebrates fourth national group of graduate SMEs



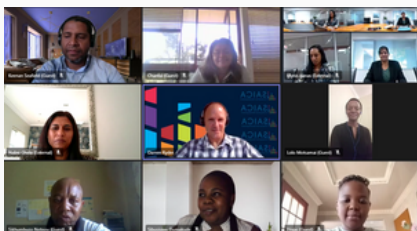
Virtual graduation group shot of our SMEs

SAICA ED celebrates yet another completion of a successful national coaching programme. An 8-month **Financial Excellence coaching programme** for Small and Medium Enterprises (SMEs) with a focus in the following sectors: ICT, Marketing, PPE, Construction, Manufacturing and Tourism.

The programme supported **34 SMEs** with **32 volunteer coaches** who journeyed with them. The graduation was held virtually on the 3rd of March.

Some key impact indicators from this programme included the creation of an amazing **47 new jobs** through the SMEs whilst on the programme, an average **79% revenue growth increase**, and an **average net profit margin growth of 25%**. SAICA ED would like to sincerely thank all our volunteer coaches who gave of their time and passionately invested into the SME mentees.

SAICA Enterprise Development celebrates their sixth successful energy-industry small business programme graduation



Virtual graduation group shot of our SMEs

On the 2nd of March 2023, SAICA Enterprise Development and long-standing strategic partner, **Avon & Dedisa Peaking Power**, celebrated the virtual graduation of **8 SMEs** who were part of the sixth 'Enegro' Project, Enegro meaning energy-growth, which is a 12-month Enterprise Development programme.

The purpose of the Enegro project was to provide customised incubation, aimed at developing a network of Black SMMEs within the energy sector in South Africa. Over the years, we have also introduced industry experts and personal development coaches, who alongside the business and financial coaches, assisted with the holistic development of each SMME according to their bespoke needs. Looking specifically at our impact from the **Enegro project 6**, we celebrate **6 new jobs** that were created during the programme. We also saw an **average growth of 136%** in turnover and an **average growth in profit of 150%**.

"It is heart-warming to see that via the Enegro programme with SAICA ED, the remarkable success that the SMMEs have achieved and the challenges that they have overcome. We are proud of everyone, and we celebrate them for their achievement over the year. Well done to SAICA ED for being able to transfer those skills." said Niroshma Chetty, CEO of Avon and Dedisa Peaking Power.

Congratulations Paul Masilo



Paul Masilo, owner of Freshmo Brands, is currently on our **Flagship SAICA Enterprise Development programme**.

Paul is one of the winners of the Top SA Entrepreneurs competition with SA Profile and Proudly SA, has and he won a marketing and media exposure for his business in the SA Profile publication.

Whilst on the Flagship programme, he saw a **59% increase in his net profit** and a **32% growth in overall revenue**. Congratulations on your win! Sithi Halala Paul! Keep on flourishing.

SAICA ED Coaching programme Cohort 5 has launched

SAICA ED Flagship cohort 5 was launched on the 1st of February, the programme is an 8-month coaching programme supporting **21 SMEs**.

The SMEs are given access to a volunteer accounting coach (registered under SAICA, SAIPA or SAIBA).

The coach works one-on-one with the SME and helps them understand any challenges and how to improve. Various workshops on specialised topics on business finances, SME funding and how to make their businesses more competitive.



Photo: Graduation day for our SED flagship Programme group in East London Dec 2022.

Empowered Start-Ups in the Eastern Cape graduate from Socio-Economic Development programme

December 2022 marked a significant closing to The Hope Factory's Socio-Economic Development Flagship Programme. We held two graduation closing events celebrating our **23 graduates** from Buffalo City Municipality and Nelson Mandela Bay. With a strong focus on women and youth, the programme consisted of **74% women and 57% youth**, respectively.

The Hope Factory flagship programme was implemented over an 18-month period that resulted in mobilizing sustainable economic activity by ensuring that the programme participants were empowered through learning greater leadership, business, and financial skills.

The programme comprised of two phases, Phase one focused on knowledge transfer of entrepreneurial skills. Phase two introduced one-on-one financial coaching, powered by a committed group of **13 volunteer coaches** from KPMG, as well as hosting specialised workshops on marketing, taxation, and HR.

Enhancing Small Businesses in the Chemical Industry through strategic development support programme

Photo: CHIETA pilot programme graduation day for our Gqeberha graduate group hosted at MBDA, Tramways Building in Nelson Mandela Bay Dec 2022.



December 2022, The Hope Factory celebrated the official close to their first pilot Small Business support programme together with sponsoring strategic SETA partner, **The Chemical Industries Education & Training Authority (CHIETA)**. The CHIETA Small Business Support programme, was a 12-month business and finance development programme targeting the Chemical industry. The programme closed with **30 Small and Medium Enterprises (SMEs)** based in Nelson Mandela Bay and Buffalo City Municipality, Eastern Cape. This programme focussed on individual and business development that contributes to improving the living conditions of the business owner and their family and driving local economic growth at a community and industry level. The aim was to assist these SMMEs to access new market opportunities to grow their business in the Chemical Industry.

Brendon Barnes, programme graduate, and special award winner, shares a few words, "When I started on this programme, I thought I knew how things in business worked and how to manage it, but this programme empowered me to not only manage my business better but also how to navigate the tough seasons of running a business. There is something special that happens when people come together to impart their knowledge to others to try better their businesses. This programme brought in specialists and industry experts that assisted me powerfully to get what I needed in order."

Strategic Partnerships

Launch of new cohort of 79 SMEs in partnership with Anglo American Zimele



We are thrilled to have kicked off our new cohort of **79 SMEs** within the Mining industry together with strategic partner, **Anglo American Zimele**. This **Financial Excellence programme** seeks to empower these **79 Zimele suppliers** in the following key areas, Northern Cape, Northwest, Limpopo, and Polokwane. Our interventions address the SMEs current financial management challenges and seeks to grow the financial management capabilities of the SMEs on a sustainable basis. The 12-month programme is made up of the following components:

- Monthly finance coaching to the SME by a qualified Accountant.
- Accounting and Back-office support.
- Finance bootcamps/workshops to educate the business owner on strategic finance and business topics.

Our second Financial Excellence project in partnership with Exxaro Resources has commenced



A 12-month **Financial Excellence programme** supporting **30 Exxaro SMEs** in mining regions (Belfast, Delmas, Middelburg, Lephalale, eMalahleni, Kriel-Mpumalanga, and Gauteng.)

Business Diagnostics have taken place on site and the coaching sessions will continue virtually. The programme seeks to support Exxaro SMME Suppliers through addressing financial management challenges and embedding financial management on a sustainable basis.

The programme is made up of the following components:

- Monthly finance coaching to the SMME by a qualified Accountant.
- Accounting and Back Office Support.
- Finance Bootcamps/Workshops to educate the business owner on strategic Finance and Business topics.

Recruitment started in November 2022 and the programme is expected to be completed in March 2024.

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SAICA Enterprise Development

The Hope Factory



Recent Events

Solar Power Africa Conference



Our CEO, Annie McWalter and Programmes Manager Darren Ryder attended the 2023 Solar Power Africa Conference at the Cape Town Convention Centre in early February.

RES4Africa Energy Conference



Our CEO, Annie McWalter attending the RES4AFRICA Foundation Energy security conference in Cape Town.