

THE HOPE CHRONICLES

SAICA Enterprise Development &
The Hope Factory's Stakeholder Newsletter



The Hope Factory introduces a new game plan: Igniting hope and driving entrepreneurship

This is an exciting year for The Hope Factory as it refines its strategy and business training model. The Hope Factory offers Socio-Economic and Skills Development solutions that will focus on two areas, to build hope among the unemployed youth in our country and drive entrepreneurship skills development to establish small businesses.

The Hope Factory is launching two fresh programmes this year, a **6-month youth focus programme** and a **12-month small business skills programme**.

The focus of the youth community programme is to ignite the mindsets of unemployed youth to take control of their lives and move forward, enhancing them with the skills to become financially independent and by advancing them to move from a place of self-defined poverty towards a better quality of life. The focus of the entrepreneurial skills programme is to ignite informal traders and start-up businesses whose owners need the skills to establish and grow their businesses.

The Hope Factory is thrilled to be starting with recruitment for the new youth programme in June 2023. Watch this space and our social media pages for more news and information. If you would like to read more about our new strategy, please email enquiries@thehopefactory.co.za and we will send you a copy of THF's new marketing brochure.

SAICA ED and Sasol ESD kick off Financial Excellence programme to improve operations in 90 SMEs



SAICA Enterprise Development (SAICA ED) and global chemicals and energy company, Sasol, have partnered together to implement an Enterprise and Supplier Development (ESD) Programme that will empower 90 Small and Medium Enterprises (SMEs) within the following six regions; Durban, Ekandustria, Johannesburg, Emalahleni, Pretoria, Nelspruit, Sasolburg and Secunda areas in South Africa.

Sasol Enterprise and Supplier Development (SESD) approached SAICA ED to implement a customised ESD solution which will focus around 'Financial Excellence' in SMEs. This programme is aimed at improving SMEs' financial management systems to run effective operations and create business sustainability and will run for one year.

Quote from Sasol Head of Enterprise and Supplier Development, Jabulile Ratsibe: "Through our partnership with SAICA Enterprise Development, a renowned organisation in financial education and support, we strive to empower small businesses with the necessary tools and knowledge to navigate the complex financial landscape. Our goal is to enable them to optimise their operations and confidently seize growth opportunities. This initiative complements the existing funding solutions we offer to support SMEs"

Celebrating Youth Month #MakeYourMark



"It's imperative that we all lend a hand – simply because – together we can do more." – Hlengiwe Zondo.

As part of one of the UNs Sustainable Development Goals (SDG) Goal number 5 (Equality), The Hope Factory and SAICA ED strive to create opportunities for the youth..

We are passionate about empowering young people to make their mark by ensuring that: they have a voice in the working world, they can develop their skills, and gain valuable working experience or, become financially savvy entrepreneurs, where their businesses remain sustainable and potentially create new jobs. Over the past few years, we have empowered **467** unemployed accounting graduates by giving them 12 months working experience. Furthermore, we have also taken on **7** new previously unemployed youth as interns into the group, of which one has received a fixed working contract.

"The Hope Factory has given me exposure to the real world as I am currently working with professionals. Working as an intern has given me an opportunity to apply Batho Pele principals as our main goal with a focus to uplift and develop people." Says Ziyanda Maki, SED Programme Intern.

Follow us on our social media to see more of these success stories.



Sibling-owned logistics business fuse passion with commitment to develop growth plan and expansion

Photo: Malose Makgabeng

We are celebrating the success and growth of the business owned by two young brothers this youth month. Mokgaetji and Malose Makgabeng are the co-owners of youth-owned company, Makgabeng Taxi Tours, a logistics company based in Mokopane, which supplies business passenger and commercial transport solutions. Established in 2019, the company offers custom employee transport services, logistics, plant hire and tourist services.

In 2022, Makgabeng Taxi Tours joined the SAICA ED Financial Excellence Programme, one of the new initiatives introduced by Anglo American Zimele as part of our Enterprise and Supplier Development Programmes in our host communities.

Implemented through a partnership with SAICA Enterprise Development (SAICA ED), the programme aims to address pertinent financial management challenges that are faced within communities' enterprises. The Makgabeng siblings joined the programme with the goal to address the lack of financial management skills and inability to grow their business.

The determined siblings assessed the targets to define their value proposition and diversify their service offerings. The coaching sessions delivered through the programme helped the owners with planning processes to control the costs associated with running their business. This cost management process allowed the business to predict future expenses and reduced the chances of budget overruns.

"Both Mokgaetji and Malose Makgabeng diligently attended their monthly virtual financial excellence coaching sessions and completed all tasks assigned to them. This commitment meant meeting their development goals to diversify their business offerings. Through financial analysis and growth coaching, the owners were able to implement effective changes in the company and add more vehicles to their fleet," says Thabo Mongatane, Small to Medium Enterprise practitioner and programme coach. Makgabeng Taxi Tours expanded their services to include plant hire, logistics and tourism. This also now allows the owners to manage different aspects of the business and expand on their professional development.

"I have learnt hugely from working with our business coach. Apart from learning about business finances, I have gained the confidence to market our services to clients outside of mining. We have been able to define our value proposition and can confidently look into the future," says Malose.

It is clear that hard-work and commitment has paid off for the Makgabeng siblings. The business has grown from strength to strength. Highlights of growth include the implementation of new cost management strategies, expanded fleet and service offerings, up-to-date monthly management accounts, the development of a clear business growth plan and the co-owners have been equipped with greater business acumen and financial management skills to confidently grow their business to the next level.

Contact us today, we are here to assist you!

Be part of the bigger picture of sustainable entrepreneurship development and economic transformation. 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.

Email us at enquiries@saicaed.co.za

Supplier Development Site Visits



SAICA Supplier Development Programme is a 12-month initiative that supports **12** SAICA Suppliers with coaching support and workshops from the assistance of **5** SMP's. During Quarter 1, Programme Manager, Neelam Diah conducted site visits in Limpopo, East London, Gqeberha, Northwest and in Gauteng to check on the SMEs progress and how they were settling in the programme.

The programme focusses on business training, coaching on Financial and Business Literacy and Facilitate training on Occupational Health and Safety.

"Visiting these businesses has been a delight, there is so much to learn from these business owners, and it is always heart-warming to hear their success stories and that they are trying to make a difference to the South African economy by thriving and pursuing their dreams." Said Neelam Diah, SAICA ED Programme Manager.

Partnerships

Year two of the CHIETA Small Business Support Programme

In 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 year we launched the second phase of this project with year two, selecting **20** graduates from last year's group. The second-year phase of the programme started in January and will be ending in November. The programme consists of **4** participants in the petroleum industry and **16** participants in the Chemical manufacturing industry.

The main aim of this second phase programme is to:

1. To build on the foundation created during Year 1 of the programme.
2. To continue to address the main challenges experienced by the SMMEs.
3. To ensure business growth for each SMME.

Customised projects in De Aar come to a close

Together with strategic partner, Solar Capital De Aar and Solar Capital De Aar 3, SAICA ED implemented two Enterprise Development programmes in De Aar, Northern Cape. The pilot project in early 2022 was birthed from Solar Capital De Aar's desire to continue to create impact for SMME's within the De Aar region helping to bring about transformation by educating and nurturing candidates through their economic and Enterprise Development.

In partnership with Solar Capital, we were able to coach **8** local start-up SMMEs within the De Aar network towards being sustainable and productive businesses that can contribute to the local economy and bring about improved social economic conditions for the community at large. The next 4-month programme started in November 2022, to boost an existing ED programme that Solar Capital De Aar 3 already had in place. SAICA ED came along to offer more training and support for a further **8** local SMMEs.

Some noteworthy highlights of pilot project for Solar Capital De Aar include:

One of the SMMEs, Ndlovu and Koen Accountants, gained four new clients.

4 of the **8** businesses are now financially compliant as at their 2022/3 tax year.

2 new jobs were created.

5 companies increased their turnover.

1 SMME drew a formal salary of **R7000** for the first time.

All candidates and businesses showed improved knowledge and skills that were implemented and reflect in company changes.

Some noteworthy highlights of pilot project for Solar Capital De Aar 3 include:

One of the SMMEs, Jonkers Accountants, gained four new clients.

100% of the businesses are now financially compliant as at their 2022/3 tax year.

37.5% of the SMME's grew in turnover.

11 new jobs created (including interns, casuals and permanent.)

All candidates and businesses showed improved knowledge and skills that were implemented and reflect in company change.

We are proud of all our participants for their hard work and dedication. Our SAICA ED projects team ran a small face-to-face close-out celebration in De Aar to congratulate all the **16** SMMEs in person on May the 31st.

Greenlight Conference



We attended the Greenlight Movement Conference 2023

In May our CEO, Annie McWalter attended the Greenlight Movement conference in Cape Town. This 3-day conference, 17-19 May, has a focus around Socio-Economic Development (SED) and using the Greenlight Monitoring & Evaluation tools and resources to do SED more effectively, strongly addressing solutions to poverty and creating financial resilience as foci. The Hope Factory is thrilled to be using these tools in our SED interventions.

A bit about the Greenlight Movement
With the intent to improve the quality of people lives and catalyse transformation in our economy, The Greenlight Movement was set up 8 years ago and is made up of over 120 organisations based in South Africa and Sub-Saharan Africa, all of whom use the Greenlight social methodology and tools. These organisations include non-profits, social enterprises, and commercial companies.

Connect with us 

Connect with us on Facebook, LinkedIn and Twitter for all our weekly news

SAICA Enterprise Development



The Hope Factory

