



ACHIEVEMENTS OF PILOT IESP: SUPPORTING

PPT Newsletter

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A ground-breaking initiative: The Informal Economy Support Programme (IESP), the first of its kind in South Africa, was a specialised business support initiative. The Pilot Phase of this Project reached micro and informal enterprises (MIEs) in innovative, and cost-efficient ways. It unlocked enterprise growth and job creation through niche-focused business support services and other structured interventions across a range of sectors (e.g. manufacturing, specialist retail, services, contracting and agriculture). The pilot phase of the IESP was co-funded by the Jobs Fund and eThekweni Municipality.

Rationale: Although it is accepted that micro-enterprises and the informal economy are critical in addressing joblessness and sustainable economic growth, there remains a vacuum of effective support and a range of other barriers. The formal economy on its own cannot address these problems, especially given slow economic growth and high structural unemployment. The informal economy is an important long-term driver of economic growth.

Collaborations and delivery capacity: The IESP was a collaborative effort. PPT worked closely with eThekweni Municipality and other stakeholders. Collaborations are important in establishing the necessary capacity to successfully deliver a Programme. PPT established a panel of professionals and specialists with varying skill sets and capacities (e.g. finances, human resources, agriculture, crafts, manufacturing methods, marketing etc.). Additional collaborations include: Durban Chamber of Commerce; Newlands-Mashu (agri-hubs/micro-growers); Africalgnite (crafters); corporates (e.g. in accessing supply chains); development finance institutions (DFIs) such as the Small Enterprise Finance Agency (SEFA).

Upscaling—the next phase: After a successful three-year pilot phase, the IESP is ready for its next phase and funding is required in the short term for this purpose. The current momentum needs to be maintained. The platform necessary for upscaling has been laid with the required methods, tools, collaborations and capacity established.

Key achievements to date:

New jobs created: 217

Enterprises creating jobs: 21

Enterprises assisted: 52

Enterprises database: +400

Trainees: 180

Enterprises Profiled :

- Nonhlanhla Zondi
- Eyekethelo Furniture
- Nozulu Training
- Green Door
- iPhilisiwe Business Ent.
- Frutee Belliez
- Makholeka Trading CC
- Georgesamo & Vukaphansi
- Ester Masinga
- Nhlanhla's Steelwork
- Nhlapo's Steelwork
- Kukies bakery
- Ziyawa Shisa-nyama
- Zukula



"Small Business is Big Business" - President Jacob Zuma, State of the Nation 2015

Successes of the IESP Pilot Phase

Enterprises identified and assisted:

From inception to date 52 enterprises (and 256 entrepreneurs) were assisted in various ways including: skills training, planning, optimisation and mentorship. Over 400 enterprises have been identified, assessed and added to the IESP database of MIEs in eThekweni based on a survey undertaken in 2016.

Jobs created:

New job creation in MIES of 217 permanent jobs. New jobs were created by 18 enterprises and 3 Agrihubs.

Jobs/enterprises made more sustainable:

385 existing jobs were made more sustainable. This is regarded as a significant achievement. It is well recognised that Business Retention and Expansion (BR&E) is a core response for job creation and economic growth and is often not acknowledged.

Job potential in the pipeline:

An additional 359 new jobs within 32 enterprises already forming part of the Programme can potentially be created.

Business development plans:

23 business plans were developed and optimised to date.

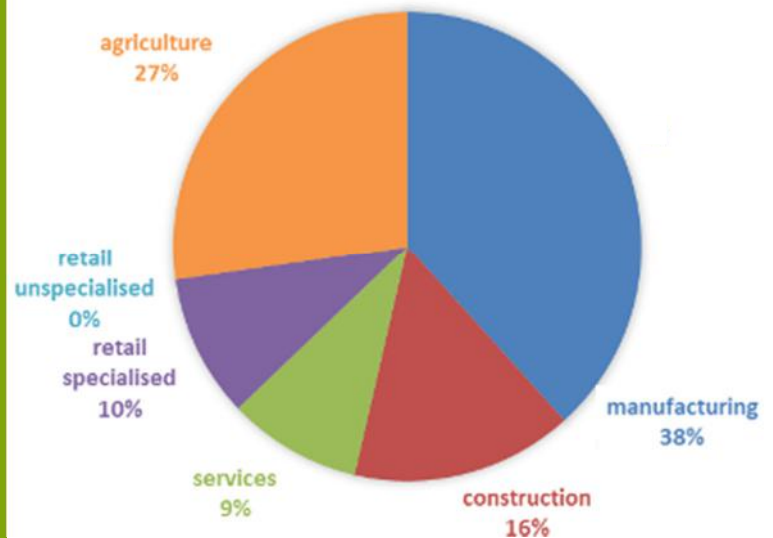
Toolkits: 31 knowledge resources and case studies were developed and disseminated.

Training & skills development:

180 people have been trained. Training events included: customised isiQalo basic business skills training; advanced business skills; and workplace-based sector skills training (e.g. cut-make-trim or factory floor/machinery layout).

IESP Sectoral Mix

Jobs created and in the pipeline



IESP Method

The IESP is a specialised business support initiative which reaches micro and informal enterprises MIEs in innovative, relevant and cost-efficient ways.

Sectorally-based interventions:

MIEs are often clustered within particular sectors with common challenges (e.g. logistics, purchasing, getting product to market) or obvious opportunities (e.g. customers requiring large orders to be filled). The IESP undertakes carefully-structured, sectorally-focussed interventions. So far these have included micro-growers, crafters, and construction contractors. In the next phase others will be added (e.g. textile, furniture and metal manufacturers).

IESP web portal:

The IESP web-based portal will enable more efficient communication, dissemination, screening and collaboration, accessed via www.iesp.org.za

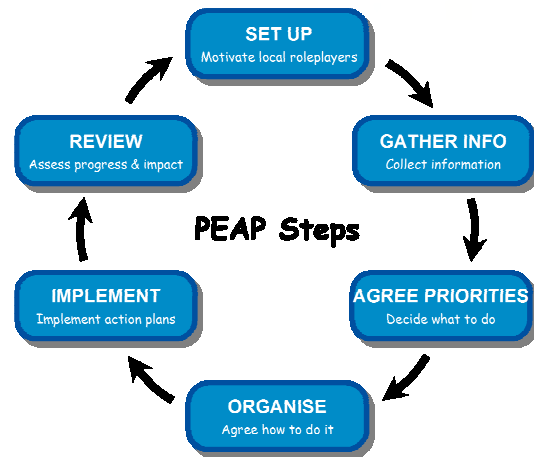
Identification, assessment and selection:

Only MIEs which meet specific pre-conditions are eligible for support services. Criteria include enterprise viability, job creation potential (priority to those which can create more than 5 new permanent jobs) and entrepreneur commitment. Enterprises are identified in various ways including via: the IESP's web-based portal; collaborating partners and selective promotion

Affordable business space

Through the identification and assessment of enterprises, a lack of functional and affordable business space was identified as a key business constraint, in particular for micro-manufacturers (e.g. producers of metal products). A business space concept was finalised and plans, specifications and cost estimates provided sufficient to enable eThekwini to commence with procurement for implementation.

It is likely that warehouse-type space or modified containers will be utilised along with electricity supply, shaded outside space, fencing, water supply and sanitation. Construction will commence once eThekwini has procured service providers.



Participative Economic Action Planning (PEAP) formed part of the activities undertaken for the Pilot Phase project

Business development services include

Training, skills development:

Specific types of training will be provided where appropriate. Training may include 'Isiqalo' (basic business skills) training and / or on-site sector skills training e.g. 'cut make and trim', machinist training, product design, factory layout. The IESP may also link MIEs with other training programmes (e.g. eThekwini Business Support Unit's training initiatives).

Specialist support services and mentorship:

Action plans will be developed collaboratively with at selected enterprises. Enterprise support is designed to enable entrepreneurs to 'own and drive' their plans to avoid dependency. The main focus is to build the capacity and skills of the entrepreneur and workers. Specific business development support services will be provided as required and when necessary based on an assessment e.g.: profitability and cash-flow analysis; initiating record-keeping; accessing finance (e.g. SEFA); manufacturing space layout; electronic book keeping systems; accessing new markets; compliance; establishing new business collaborations.

IESP web-portal:

The IESP web portal will be utilised to enable more efficient marketing of MIEs to the public, information dissemination, assessment and collaboration. It will include an MIE business directory, online MIE profiles, an MIE online forum and corporate tender notice board amongst other things. The MIE database will be available for download online.



Image from Manqoba's Tavern Facebook page. The entrepreneur has various business in retail and a taxi business.

Nonhlanhla Zondi

Entrepreneur Nonhlanhla Zondi owns an array of businesses, namely: **Tuck-shop, Manqoba's Tavern, Car wash service (image below), Leasing 12 cottages in Inanda, 5 Vodacom containers, Owns a guest house in Kwa Swayimani (PMB area), Tavern building and free-standing dwelling in Durban North. (leasing).**



The entrepreneur was nominated for IESP support in May 2015. The focus for business support services were the tuck-shop and the Manqoba's tavern situated on the same property in Nhlungwane, Inanda. Nqobile Zondi (pictured below) worked closely with Geoff Feldon, a Business Coach assigned by PPT, to assist her mother improve the Tavern and create an atmosphere that invites clients to enjoy a unique experience. The IESP team undertook site visits to conduct the analysis and to provide the mentorship in capital investment, setting up an accounting and admin systems, etc. The priority activities for the business included: purchasing and licensing taxi's; application for a liquor license; needs support from the tourism sector for the guest house; and to manage risks in terms of succession for ownership of the businesses as well as the difficulties of working in the taxi industry.

Nonhlanhla Zondi Continued ...

After support commenced the entrepreneur handed over management of Manqoba's Tavern to her daughter Nqobile Zondi in August 2015 and the IESP sought to provide concentrated business support to this aspect of the business by assigning an IESP specialist, Geoff Feldon.

Since PPT commenced support, 9 new permanent jobs were reported. Nonhlanhla Zondi attended PEAP workshops, and with the help of her daughter they bought three taxis and the refurbishment of the guest house is almost completed.

There potential for additional job creation is high, provided that the entrepreneur acquires a license to establish a bottle store in the current property and subsequently develops a VIP lounge



These business are located in Inanda and a third business in Pietermaritzburg.



Eyekhethelo Furniture Co-op

Eyekhethelo designs and manufactures furniture and provides a furniture repair service from skilled workers in carpentry, upholstery and spray painting. The business was nominated to the project in October 2013 and the key priorities identified included developing the entrepreneurs business skills; better production systems and establishing more cost effective production; and improvement to existing workspace or finding new premises. Since support commenced, the enterprise has completed Isiqalo basic business skills training which enabled the enterprise to strengthen its operations by calculating costs and profits, began holding regular staff meetings, and began keeping records. A sector skills specialist, Norbert Gruss, was assigned to the enterprise and practical onsite training included:

- Better use of machinery and tools - clean, check and service tools and proper use
- Improved health and safety
- Manufacturing of tools instead of buying them
- Getting cheaper inputs e.g. using inexpensive materials, for example using cheaper yet strong 'backing- boards' cabinets has reduced costs and increased profits with no impact on quality
- Boards are being cut more efficiently with minimum wastage (as a result of training in 'cut-make-trim')

Outcomes and potential:

The PPT mentor motivated the entrepreneurs by introducing the entrepreneur to banking - a new bank account was opened and the enterprise no longer relies on handling cash and are able to manage money better using services such as cell phone banking. The mentor and entrepreneur aimed to negotiate more secure tenure to enable a grant for renovations from eThekweni's Economic Investment and Promotions Unit. Since PPT commenced support, 3 new permanent jobs were created and the entrepreneurs attended Isiqalo basic business and sector skills training.



Nozulu Continued

... The priority activities for the business included: to diversify the product range to include socks and school shoes as well as linen products, to increase the customer base by approaching other local schools and churches.

An IESP specialist service provider was assigned to assist the enterprise in costing, pricing and preparing a cashflow. The enterprise also received assistance to improve her cut, make and trim skills from the sectoral specialist Norbert Gruss, in addition he helped organize the factory workspace layout to improve efficiency in production. The enterprise is an accredited trainer under the Fiber Processing and Manufacturing SETA and was awarded a tender to undertake training for 48 people over a 10 month period in September 2016. Going forward there a high potential for additional job creation should the production line be optimized and the business secure larger clients.

Fikile Magudu (right) and employee

Nozulu Training and Development Services (Pty) Ltd

Nozulu is a clothing manufacturing enterprise which is situated in uMkhumbane Entrepreneurial Support Centre in Chesterville. The business specializes in manufacturing school uniforms and tracksuits with exceptional workmanship and premium quality materials that differentiates their products from their competition. The business currently supplies to the Department of Sports and Recreation and many local schools.

The entrepreneur was nominated for IESP support in March 2015. The focus for business support services were: to assist the enterprise in developing better business planning; to move from a small community hall kitchen facility to the premises of the business incubator run by eThekwin's Business Support, Marketing and Tourism Unit (BSMTU); to facilitate bulk ordering, shared transport and shared workspace to obtain a larger market the IESP started a textile MIE collaboration which linked enterprises such as Nozulu with other similar MIEs.



Left: Fikile Magudu received a certificate at the IESP Participation Awards 2016.

Right: Fikile showing a selection of products



Collage of photographs of the textile micro and informal enterprises taken at IESP site visits to Zamukuphila, Green Door and JPN.

Textile MIE Collaboration

Facilitating bulk buying, shared transport, and eventually, shared workspace in order improve market access for Micro and Informal Enterprises (MIEs)

Green Door:

Green Door manufactures and supplies linen and linen clothing to the health care and hospitality industries. The enterprise was nominated to the project in June 2014. Mentorship and business support was provided as follows:

Improvements on an existing business development plan and a business profile. Assigned a sector skills specialist to improve the production process [cut, make and trim], how to source and select suppliers and ways to create a bigger market through product diversification (namely: school shoes). However entrepreneur highlighted that Norbert Gruss's approach to production process optimization was outdated and not all of the provided expert input was valuable. The MIE collaboration between textile enterprises established a working relationship with other businesses for the purpose of penetrating new markets by working together.

A Business coach was assigned to the enterprise for further analysis and to plan a way forward. It was then identified that there was a lack of sales and hence the development of a marketing and sales plan was required.

The entrepreneur responsiveness and participation in the IESP declined mainly because she is also being assisted by the Business Investment and Promotions Unit and Raizcorp for similar services.



JPN Clothing manufacturing (above)



Block-making at Akubesiyezuka's premises in Folweni, eThekweni

iPhilisiwe Business Enterprise (formerly Akubeziyasuka Co-operative)

The co-operative started with four full time employees and has a number of business activities which include block manufacturing, driver training, crèche/child care facility and a logistics operation. The enterprise was nominated to receive assistance in October 2013. The focus for business support was the block-making enterprise which required a larger premises, better logistics, SABS accreditation and better financial and administrative systems. In early 2014 the business analysis determined business development priorities, namely that it required an extension to the block-making slab, training for new staff and the set up basic systems to manage and monitor staff. Additionally some plans were made to assist the crèche in registering with the Department of Social Development.

IESP activities: The team undertook site visits to conduct the analysis and provide the mentorship required to achieve the prioritised tasks. Mike Fraser, a town planner and PPT mentor assisted to develop the site plans for the extension to the block-making yard. The mentorship activities included:

- assessing the block-making costs and material suppliers,
- assisting to obtain SABS accreditation for blocks,
- assisting with pricing and to initiate a simple book-keeping system,
- research into micro-grant finance for the enterprise

Additionally the team conducted risk assessments for a new business venture into the taxi business and assisted with registration with the Department of Social Development.

iPhilisiwe Continued ...

From inception to date PPT prepared a business plan and profile, provided Isiqalo basic business skills training and recently an IESP specialist Tony Croudace (CA) provided business advice and assistance for compiling a SEFA application. The entrepreneur changed the institutional arrangements from a Co-operative to a Sole Proprietor in order for the business to develop without member conflict and the mentorship she received guided that process.

Outcomes and potential:

Since PPT commenced support, 15 new permanent jobs have been created (13 permanent and 2 short term). There is still potential for additional job creation should the Programme also assist in the other business interests namely the crèche, tuck-shop, vegetable gardens, transport and driving school.



Frutee Belliez entrepreneurs Masibonga and Mbali alongside the construction site that is now their new factory in Waterfall, eThekweni. The enterprise's core business is preparation and packaging of vegetables and fruit.

Frutee Belliez

Frutee Belliez is owned by two sisters, Ms Masibonga and Mbali Mthethwa, and has been operating for seven years. The sisters initially started packaging fruit, salads and pre-cut vegetables from their parent's kitchen and garage in Umlazi, Durban.

The business was nominated to the Programme in December 2013. The enterprise has since grown into a registered company and to establishing a factory in Waterfall. This has been made possible by grant funding received from various donors including government departments and agencies, as well as a number of rewards from competitions entered. The core business is the preparation of uncooked fruit and vegetable products.

The IESP assisted to:

- Assist with business development and operational plans and identify new opportunities for business and finance ;
- Communicate with sellers and cancel the Hillcrest Sales Agreement due to non-performance of the seller and search for and purchase alternative property with a factory now under construction;
- Draft and compile a Business Plan and Presentations to funders and using these documents, the entity managed to source funding for e.g. ACSA (R1,7000,000.00 was approved);
- Draft and review presentations to prospective clients, including drafting 'Confirmation of Supply Agreements' or 'Letters of Intent' which resulted in: Capitol Caterers confirming supplier arrangements to the value of R70K/month and this may increase depending on the enterprise's performance;

Capitol Caterers committed to assisting and mentoring Frutee Belliez in all aspects of the Industrial Catering Industry and Tsebe Outsourcing Group and Fedics KZN identified the enterprise as a preferred supplier and candidate for development. Since PPT commenced support, 4 new permanent jobs have been created. There will be additional job creation as the factory becomes more operational. The entrepreneurs are undergoing a process of municipal approvals for their new factory workspace.



PPT mentor, Mandla Sindane on a site visit with Makholeka Trading employees in March 2016

Makholeka Trading CC

This small business is sub-contracted to the South African National Roads Agency Limited (SANRAL) for road verge maintenance, mainly grass-cutting along major routes.

In March 2015 the enterprise was nominated to the IESP where the assessment aimed to develop short term and long term interventions in regard to: Assessing security measures and providing advise; Assist to set up computer programmes for better administration of the business; provide basic business management skills training (i.e. Isiqalo); Assist the entrepreneur to achieve compliance and to access SEFA finance; Assign an IESP specialist to the enterprise; Provide sector skills and mentorship. PPT developed a business plan and profile for the enterprise.

The entrepreneur benefited from Isiqalo business skills training. A business specialist to the enterprise prepared detailed budget and cash flow forecasts a SEFA application is underway. 46 new permanent jobs were reported, however many more jobs (approximately 25) were created that were not sufficiently evidenced for reporting purposes. High potential for additional job creation provided that the enterprise can access finance.

“Over the past 20 years the informal sector has grown twice as fast as the formal sector. It is estimated that it now contributes 6-7% of GDP, twice that of the agricultural sector and the same size as the mining sector.

- *Stats SA estimates economic activity in the informal sector to be at R120 billion per annum.*
- *The UCT Unilever Institute believe it to be R280 billion.*
- *Loan Sharp, now of the Free Market Foundation, believes it to be at R680 billion.*

It is estimated that the spending power of the informal sector is R300 billion per annum”

Steuart Pennington (2014)



Makholeka Trading cc employees

Georgesamo CC & Vukaphansi

These Co-operatives are small scale piggeries. Income generating activities include the piggery and low scale crop farming. Georgesamo derives most of its profits from poultry farming. The enterprises were nominated to the project in September 2013. Mbuso Zondi, the Georgesamo entrepreneur, has 20 years of experience in animal farming and crop farming. Plans to assist this enterprises was scheduled for 3 phases: phase one being immediate action which included analysis, training and improving infrastructure and phase two included securing working capital and purchasing equipment.

Georgesamo: PPT assisted as follows: after the PEAP in the Hammarsdale (2013) the co-operative members started collaborating to develop the enterprise; thereafter the IESP assessed the enterprise and further engaged with the Municipality in respect of securing land access / the adjacent abandoned farm; isiQalo business skills training has been provided to the active member of the Co-op; Geoff Feldon, IESP specialist, assisted with improving record-keeping and admin. Since PPT commenced support one new permanent full time job has been reported, but after the co-operative officially registered, a further 6 jobs was created.

Vukaphansi: PPT mentors assisted with a participative review of business plan; researching funding for capital to expand the farm; advice on using savings / loans to improve infrastructure; Skills development (Isiqalo and improving logistics). Since PPT commenced support one new permanent full time job was reported.

The PPT mentor assisted the enterprises in identifying challenges. This activity included the analysis of the viability and management of the businesses. As a result it was identified that the non-active members and lack of bookkeeping and financial recording are fundamental factors that are impacting on the businesses. Hence, PPT mentors assisted the enterprise to officially register only active members and remove the non-active members

The farming activities of Georgesamo Co-operative (pigsty and chicken coop) and Vukaphansi Co-operative (IESP mentorship visit showing the crop farming)





Nhlanhla's Steelworks specializes in manufacturing high quality mild steel gates, balustrades, palisade fencing, razor wire, carports, gate automation and trailers.

Nhlanhla's Steelworks

Focuses resources on stainless steel products rather than mild steel because of high competition in this space.

The business preparation includes going to EThekweni for the Ingonyama land identified as a second site and the PPT mentors assisted to provide information on Ingonyama land in Umlazi and continued to remind and support the entrepreneur. Mentors also assisted with quotations and best options for machinery (enabling the entrepreneur to purchase a vehicle for business use March 2015), a large drilling machine and a heavy duty angle grinder; isiqalo basic business skills training; costings for new products; identify new business opportunities.

Ester Masinga

Ester Masinga manufactures traditional three legged aluminum pots of various sizes and was nominated to the IESP in May 2015. The enterprise well established and the analysis showed that growth in the business can be facilitated by better work space and cheaper raw materials. The IESP undertook to assist in the following ways:

- A specialist business coach was assigned to assist in sourcing better raw materials and better ways of production. Including obtaining estimates from an engineer for a more efficient furnace and establishing a network for cheaper scrap metal
- Overcoming challenges of working with and older entrepreneur who had a 'co-owner' where the entrepreneur would not get involved in the technical discussions of the operation who was not always available. The PPT mentor advised that it is important to recognise that financial records and banking could be a useful tool for the business
- A high risk to the business is that the Municipality has begun preparation for a new road and indicated that the current business hub at Newlands is a road reserve. Hence the enterprise may have to move the business.

Outcomes: Since PPT commenced support 2 new jobs were reported. From inception to date PPT prepared a business plan, offered ongoing mentorship and created a profile for the enterprise.



Ester Masinga: has manufactured traditional three legged aluminum pots for over 10 years

Steelwork Stress

There is noted stress on the steel enterprises and plans for growth are longer term as further job creation is not envisaged for within the current pilot project.

The mentor aimed to generate a list of needs from a collaborative meeting, in the meeting entrepreneur's from Nhlanhla's and Nhlapo's indicated that they would share larger orders and bulk buy to save costs however no further meetings have taken places since.

Hence the way forward is for the PPT mentor to update the action plans and inform the enterprise that further assistance is pending upscaling of the project.

From inception to date the IESP has assisted in: A business development plan; provided Isiqalo (basic business skills training); linked the steel manufacturing enterprises in the IESP programme to discuss challenges and find collective solutions that will benefit all the steel businesses and advised Nhlanhla to approach eThekweni and re-install signage for advertising the enterprise.



Typical product (gate), tools and storage facilities found at informal steel enterprises

Nhlapo's Steelwork and Construction CC

This enterprise specializes in the manufacturing of high quality steel products (such as gates, palisade fencing, burglar guards and car ports) and was nominated to the project in October 2013. The entrepreneur also undertakes to train unemployed youth in welding. The process of manufacturing steel gates is labour intensive and the business outsourced some work due to workspace constraints.

An assessment of the business undertaken by the PPT mentors prioritised assisting the enterprise complete plans for a larger workspace; costings for construction; identifying funding sources; assist with marketing products; identification and negotiation with suppliers for raw materials.

From this support the entrepreneur was able to do the following: resurrected a good working relationship with the Dept. of Education and local schools; developed a new catalogue and stickers which helped the business attract new clients; obtained more repair work (for gates and on site welding); started to delegate more often and train supervisors; undertook to commence resolving compliance challenges and was able to go back to architect and redesign plans. Since PPT commenced support, 1 new job was created.

Kukies Bakery

Kukies bakery manufactures and sells muffins, scones and other baked products to clients and was nominated to the IESP project in December 2013. The key challenges and priorities identified by PPT mentors included: insufficient work space; insufficient capacity to fulfill large orders; insufficient working capital and poor logistics.

PPT mentors undertook to assist the enterprise with workspace extension because initially the entrepreneur wanted to modernise his bakery and add a shisa-nyama

After assessing the viability of the business, an IESP Business Coach was also assigned to assist to identify that funding required to increase facilities, as well as a marketing plan to grow the sales from the current facility.

The specialist and PPT mentor collated information for the business plan to enable a better assessment and plan for improvements. However, in cases where PPT mentor and specialist attempted to follow through with plans the entrepreneur was not available as he suffered from ill health toward the end of the pilot phase and unfortunately he passed on leaving his sister and son to take over the business. Since PPT commenced support, 1 new job was created and from inception to date PPT prepared a business plan, profile and provided Isiqalo basic business training.

Ziyawa Shisa-nyama

Ziyawa Shisa nyama is a tavern and eatery which was nominated to the project in March 2014. The business development priority was to fully renovate the tavern, get the butchery and shisa-nyama running with a trustworthy and motivated staff and to see the business grow. PPT mentors assisted the enterprise as follows:

- Develop a business plan and a business profile
- Provided guidance and the steps for accessing the Inanda heritage route to attract the tourist market, e.g. register on the Inanda tourism database.
- Offered to assist with signage quotations and design, however the entrepreneurs preference was to design his own signage
- Assisted with advice for developing a savings plan. Including advising the entrepreneur to follow up on the R20 000 prize money won from a cigarette company to use for renovations.

PPT's manner of approach to enterprise development has worked well with Ziyawa. The entrepreneur has realised that as a business, it is always important to save money and invest back into the business. 2 new permanent jobs were reported as a result of the IESP. The mentor indicated that the entrepreneur is happy with PPT Project assistance.

Zukula Sikhakhane

The enterprise was nominated to the project in September 2013 and consists of a number of business activities including:

- Block manufacturing;
- Tavern;
- Construction;
- Butchery and
- Scholar transport (for schools based in Verulam).

PPT mentors have mainly supported the block-making operation. The PPT mentors assisted the entrepreneur in identifying the challenges. This activity included the analysis of the viability and management of the businesses. As a result the business was assisted in the following ways: The enterprise owner was a beneficiary of isiqalo basic business skills training and is better able to undertake costing; record keeping (there was no records prior to PPT involvement) and methods to improve health and safety on site (employees were provided overalls and boots compulsory to wear on site). The entrepreneur has increased understanding of compliance in terms of the following: Business registration: the business has moved from CC to PTY Ltd which complies with CIPC and in process of resolving SARS issues; SABS, CIDB (online registration), BBBEE certificate, NHBRC etc., the business is able to access new and more customers including well established hardware stores. In 2016, due to the changes in ownership, IESP's specialist Geoff Feldon was assigned to assist the enterprise. From inception to date 12 new permanent jobs were reported.



Left: Zukula/ Sikhakhane employees at work. Right (top): Ziyawa Shisanyama Right (below): Signage for Kukie's Bakery. Images below from IESP Participation Awards 2016.



IESP Enterprise Participation Awards 2016

PPT, eThekweni municipality and the Jobs Fund came together to acknowledge the enterprises at the IESP Participation Awards on the 15th September 2016.

The IESP team would like to thank everyone who supported this event! Siyabonga!



Participants at the 2015 Roundtable: Unlocking sustainable economic growth in the informal economy

Project Preparation Trust

Project Preparation Trust of KwaZulu-Natal (PPT) is an independent public interest organization with more than 20 years' experience in the preparation of a range of developmental projects for communities and in mobilizing capital funding and other resources for them. PPT has a particular focus on the poorest of the poor, and those in special need such as people residing in highly marginalized rural communities or urban informal settlements or vulnerable children. The projects with which PPT is involved are often innovative pilots, which test new or improved development solutions and approaches. PPT's approach is participative, systematic and holistic. PPT was registered with the Master of High Court in 1993, the year before the election of South Africa's first democratic government. PPT is a registered not-for-profit organization. To date, the projects PPT has prepared have resulted in R1.82 billion in capital funding being leveraged for over 218,000 disadvantaged households in 170 pro-poor development projects. The projects include housing and infrastructure, special needs housing and HIV / AIDS relief, pro-poor local economic development, sustainable energies and capacity building and skills transfer.

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**'WORKING TO CHANGE THE LIVES OF THE POOR THROUGH
APPROPRIATE SUSTAINABLE DEVELOPMENT'**

