



SAICA ENTERPRISE DEVELOPMENT
& THE HOPE FACTORY

ANNUAL OVERVIEW 2022

SAICA Enterprise Development (SAICA ED) and The Hope Factory (THF) remain committed to driving sustainable entrepreneurship development as well as economic transformation and job creation under the Learning and Development division of the South African Institute of Chartered Accountants (SAICA).

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ABOUT US

SAICA Enterprise Development (SAICA ED) and The Hope Factory (THF) provide a platform for SAICA members and other companies to earn Enterprise and Supplier Development, Socio-Economic Development and Skills Development points as part of their B-BBEE scorecard.

SAICA ED provides strategic Enterprise and Supplier Development (ESD) programmes and customised projects that grow South Africa's entrepreneurial sector. We aim to foster Financial Excellence in entrepreneurs through the Chartered Accountancy profession, and to contribute to the Sustainable Development Goal of the creation of 'Decent Work and Economic Growth' (goal 8), amongst others.

Furthermore, **The Hope Factory, delivers impactful Socio-Economic and Skills Development initiatives resulting in mobilising economic activity**, by enabling unemployed Black South African citizens to generate their own income and contribute to the Sustainable Development Goal of 'Eradicating Poverty', amongst others.

We provide a **dynamic entrepreneurial 'pipeline'**, empowering Small Businesses from Start-up level all the way through to being a financially sustainable Small, Medium and Micro Enterprise (SMME). With more than twenty years' experience collectively SAICA ED and The Hope Factory has the expertise to design, manage and implement Financial Excellence solutions for Start-Ups and SMMEs nationwide.



The key strategic intent for SAICA ED is to enhance the value of the SAICA profession by mobilising its contribution to SME development through developing Financial Excellence in entrepreneurs.

SAICA Enterprise Development provides impactful B-BBEE ESD solutions focusing on Financial Excellence that fits with Corporate and Public Sector transformation objectives with the aim to:

- Customise ESD interventions that are industry specific and make business sense.
- Offer affordable accounting services for the SME sector (using unemployed accounting graduates overseen by SAICA-associated SMPs).
- Enable clients to seamlessly broaden their supplier base by integrating quality Black-owned SMMEs.
- Provide proven and meaningful impact of SME programme objectives.
- Hassle free ESD implementation.

SMP Development pipeline

SAICA ED partners with Small and Medium Practices (SMPs) to achieve Financial Excellence in both SMEs and incubators nationwide. These SMPs oversee the books of the accounting graduates and their SME clients. This provides great opportunities for the SMPs to attract new staff (i.e. absorb the accounting graduate) and create a pipeline of new clients post programme intervention (i.e. absorb the SME clients of the accounting graduate).



Through Socio-Economic Development and Skills Development Programmes and establishing business fundamentals, **The Hope Factory aims to give entrepreneurs the ability to generate their own income and improve their living conditions** through increased economic activity.

THF promotes business and financial skills in entrepreneurs (with an emphasis on women and youth) in line with the NDP 2030 goals of:

- Reducing inequality.
- Creating job opportunities.
- Rendering accredited entrepreneurial skills and mentorship programmes that create economic impact.

Skills Development Training:

- The Hope Factory is SETA accredited and is able to implement New Venture Creations skills programmes - NQF level 2 and 4.
- We have the ability to provide the NVC as a Learnership or Short Skills Programme to small businesses or unemployed Black individuals.

Socio-Economic Development Initiatives:

- Development workshops and group mentoring sessions.
- Customised local and rural community projects.

LEGACY OF IMPACT

SAICA ENTERPRISE DEVELOPMENT & THE HOPE FACTORY'S IMPACT SINCE INCEPTION

BENEFICIARIES

SED INTERVENTIONS: OVER 2502 BENEFICIARIES SINCE INCEPTION

- SED* CUSTOMISED PROJECTS
- COMMUNITY-FOCUSED VIRTUAL TRAINING
- NEW VENTURE CREATION (NVC) SHORT SKILL PROGRAMMES

SED FLAGSHIP
PROGRAMME

ACCREDITED
SKILLS
PROGRAMMES

CUSTOMISED
PROJECTS

UNEMPLOYED GRADUATES

467 UNEMPLOYED
GRADUATES

WORK-EXPERIENCE/
TRAINING 12 MONTHS

SMME PROGRAMMES: 2562 SMMES ON OUR PROGRAMMES (ED PROGRAMME PREVIOUSLY UNDER THF PRIOR TO 2018)

TRACKED ANNUALLY

- INCREASE IN ANNUAL TURNOVER
- INCREASE IN NET PROFIT
- NEW JOBS CREATED & QUALITY JOBS SUSTAINED (FULL-TIME EMPLOYMENT)
- 2562 SMMES ON ED* AND ACCOUNTING SUPPORT PROGRAMMES
- OVER 373 CUSTOMISED ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMMES (SOME PROJECTS IN PARTNERSHIP WITH THF)
- 12 FUNDS & INCUBATORS (SMME FUNDS AND INCUBATORS SUPPORTED)
- 661 JOBS CREATED BY SUPPORTED SMMES (2014 TO 2022)

SAICA SMPS

PARTNERED WITH OVER 95 SMALL AND MEDIUM ACCOUNTING PRACTICES ASSOCIATED WITH SAICA (SINCE 2020)

BENEFIT FOR SMP

- NEW CLIENT BASE
- POTENTIAL QUALITY STAFF ATTRACTION
- SERVICING SMMES TO GROW ECONOMY FOR CONTRIBUTION TO UN SUSTAINABLE DEVELOPMENT GOALS

SAICA Enterprise Development started in 2018 and The Hope Factory was registered in 2004.

NEW THRIVING PARTNERSHIP WITH ANGLO AMERICAN ZIMELE

February 2022, SAICA ED embarked on a new strategic partnership with **Anglo American Zimele (AAZ)**. Through this partnership, both Zimele and SAICA ED implemented this Financial Excellence Programme to empower **41 SMEs** within the mining sector to improve the financial management systems to run effective operations as well as holistically grow and become more economically sustainable.

HIGH IMPACT OUTCOMES FROM PILOT PROJECT WITH EXXARO

In 2021, Exxaro engaged with SAICA Enterprise Development to provide Pilot Financial Excellence programme to **29 beneficiaries** as part of their targeted ESD strategy. Some of the high impact included:

- **80%** of the cohort **achieved full financial compliance** after the programme
- a notable collective overall **increase in Turnover of 285%**
- a notable collective overall **increase in Net Profit of 137%**
- **66 new jobs** were created by beneficiaries during and through this programme

SAICA ED SETS A FIRM FOOT IN THE ENERGY SPACE IN THE NORTHERN CAPE

Thrilled to have partnered with **Solar Capital De Aar**, our **new customised ED project is currently empowering 8 Start-up businesses** and will run through to March 2023. This project aims to instil business, financial and leadership skills to uplift the community through sustainable entrepreneurial development. "Through this intervention in partnership with Solar Capital, we are hoping to bring about sustainable opportunities for change in an area that is sparsely populated and with limited access to resources." Darren Ryder, Customised Project Manager.

DEVELOPING ENTREPRENEURS WITHIN THE ENERGY SECTOR THROUGH STRATEGIC PARTNERSHIP WITH AVON AND DEDISA PEAKING POWER

Another successful year **wrapping up project 6 of the EneGro project** with long-standing partner Avon and Dedisa Peaking Power. Dating back to 2017, the EneGro ESD Small Business Programme equips SMMEs with business development and Financial Excellence, personal leadership, and energy industry expertise. To date, the past 6 EneGro projects have supported **38 SMMEs** and we have also seen a fantastic stat of **50 jobs** created through the SMMEs.

WINDFARM COMMUNITY SMALL BUSINESSES EMPOWERED THROUGH IMPACTFUL ESD DEVELOPMENT - CENNERGI SERVICES PARTNERSHIP

We have had the privilege to develop a long-standing partnership with Cennergi Services over the past few years dating back to 2018. In 2022 we concluded our **third project** for the **Amakhala Emoyeni Community Fund Trust**, which supports Small Businesses based in the Cookhouse, Bedford, and Adelaide regions. The main purpose of the programme was to enable growth and sustainability in these SMEs as well as to enhance financial literacy and business capability through the transfer of knowledge and skills.

SAICA ED & SAGE PARTNER TO CHAMPION SMALL BUSINESS SUCCESS

SAICA Enterprise Development (ED) has partnered with Sage, the leader in accounting, financial, HR and payroll technology for SMEs, to **champion the growth of local SMEs**. Our joint goal is to share the good news about SMEs participating in customised SAICA ED programmes. Sage believes our focus should be on true transformation. Annually, we call upon businesses in the ICT sector that are Exempted Micro Enterprises or Qualifying Small Enterprises. "We are proud to partner with SAICA ED to champion these SMEs and provide them with tools, solutions and information that help break down barriers to their success. This year, we empowered **150 SMEs** in ED programmes with discounted Sage Business Cloud Accounting and Payroll licences," says Faith Ramusetheli, Transformation Director, Sage AME.

THF ADOPTS A NEW MONITORING & EVALUATION TOOL

The Hope Factory has signed up for membership with the Greenlight Movement, and have been trained to facilitate the **Greenlight survey**, a "social methodology and metric that helps people **progress out of poverty** by empowering them to understand and map their own choices". This **new tool** will enable The Hope Factory to assist our beneficiaries and their households through a journey towards a better quality of life. The survey results will also enable us to articulate the progress of social impact as a result of our programme interventions.

THF'S PARTNERSHIP WITH CHIETA - WRAPPING UP PILOT PROGRAMME

The Hope Factory wrapped up its first pilot **Small Business support programme** together with sponsoring strategic SETA partner, **The Chemical Industries Education & Training Authority (CHIETA)**. The CHIETA programme was a 12-month business and finance development programme targeting the Chemical industry, with 29 graduate SMEs based in Nelson Mandela Bay and Buffalo City Municipality, Eastern Cape. THF looks forward to a continued partnership with CHIETA in 2023 for a further 2 projects.

SAICA ED IS NOW A B-BBEE QSE LEVEL 1 CONTRIBUTOR

2022 was our **first official year as a 100% Black-Owned Qualifying Small Enterprise (QSE) and a level 1 B-BBEE Contributor**. Corporate clients can invest directly with SAICA ED and earn points on Enterprise Development. **Our level 1 status will also ensure we remain competitive and will bolster the corporate clients' procurement recognition level** when it comes to investing directly with SAICA ED to earn points on Supplier Development. We hosted our first annual meeting around the Broad-Based Ownership Scheme (BBOS), 17 August. Our team went through what the BBOS is all about as well as introduced the **11 chosen beneficiaries** who have been empowered through the scheme.

MEDIA EXPOSURE 2022



9

SMME thought leadership as well as SMP advice features in the ASA publication in 2022



5

Entrepreneur podcast, Small Biz Bytes, monthly topical discussion sessions on helpful advice and food for thought for small businesses



29

Press event releases and / feature articles/ impact stories published by the media in 2022



11

Virtual and face-to-face networking events attended for brand and initiative exposure 2022



3

SAICA-associated Small and Medium Practises profiled and given exposure in 2022

KEY INITIATIVES 2022

AECI FINANCIAL BOOSTER PROGRAMME

Financial Skills Development programme based in the Northern Cape with a focus on woman artisans. Continuing into 2023.

10 BENEFICIARIES EMPOWERED

- Women focus
- In recruitment phase to start training in January 2023

ACCOUNTING GRADUATE WORK EXPERIENCE PROGRAMME

12-month Youth empowerment initiative placing unemployed accounting graduates at Small and Medium Practises to support SMMEs and gain work experiences, partnership with Lucho Lunako and the YES initiative (Youth Employment Service).

14 UNEMPLOYED YOUTH GRADUATES PLACED AT SMPS

- 2 Graduates placed as interns at SAICA ED offices

COLLABORATION PROJECT WITH BLACK UMBRELLAS

Focuses primarily on back office accounting support, tax, payroll and CIPC compliance for SMMEs from JHB, PTA, Soweto and Mooi-nooi

17 SMES SUPPORTED

- 3 SMPS on-boarded to assist the SMEs

CHIETA SMALL BUSINESS DEVELOPMENT SUPPORT PROGRAMME

A CHIETA sponsored Skills programme empowering SMMEs in the Chemical sector in Nelson Mandela Bay and Buffalo City Municipality regions.

29 SMES EMPOWERED

- 11 Additional businesses are now running an active budget
- 10 Additional businesses now have written business plans in place
- 23 Additional businesses are now keeping record of stock in their business

EXXARO STRATEGIC COLLABORATION FINANCIAL EXCELLENCE PROJECT

Exxaro Financial Excellence Programme to allow the mining company's suppliers to enhance their financial management systems that are needed to run effective operations for sustainability. Project 2 & 3 continuing into 2023.

29 SMES SUPPORTED (27 GRADUATED)

- 66 jobs created by the SMEs
- 4 youth graduates gained experience
- Overall increase in Turnover of 285%
- Overall increase in Net Profit of 137%

FINANCIAL EXCELLENCE PROJECT WITH WOMHUB

A 3-month Financial Excellence Offering empowering female SMMEs based in Gauteng.

15 SMES SUPPORTED

- Focus on manufacturing & engineering industry
- Development plans all completed

ANGLO AMERICAN ZIMELE STRATEGIC FINANCIAL EXCELLENCE PROJECT

AAZ Financial Excellence Programme empowering SMEs in mining communities to enhance their financial management systems that are needed to run effective operations for sustainability. Project 2 continuing into 2023.

41 SMES supported

- Pilot project on-going into 2023
- Project 2 secured and starting in 2023

AURORA WIND FARM PROJECT 2020-2022

For the Amakhala Emoyeni Community Fund Trust, supporting SMMEs in the Cookhouse, Bedford and Adelaide region.

11 SMES SUPPORTED (6 COMPLETED)

- Community focus
- Overall increase in Sales of 79%
- overall increase in Net Profit of 89%
- 23 jobs created by the SMEs

COLLABORATION PROJECT WITH BLACK UMBRELLAS CGC

A pilot 11-month Business and Financial Excellence programme that forms part of the BUCGC Supplier Diversity programme.

43 SMES SUPPORTED

- Project on-going into 2023 and wrapping up in February 2023
- SAICA ED nominated 8 coaches to empower these SMEs, coaching commenced in July 2022

CENNERGI SERVICES PROJECT

Enterprise Development programme supporting an SMME in the Transport industry in the Western Cape.

1 SME SUPPORTED

- SME is fully compliant
- 18% Increase in Turnover
- 15.4% Increase in Net Profit
- R32 000 ED Operational support to purchase small assets and PPE

DEDISA PEAKING POWER 'NEGRO' PROJECT WITHIN ENERGY SECTOR

Sponsored by Avon and Dedisa Peaking Power - Developing Black entrepreneurs within the energy sector through an Enterprise Development Programme.

8 SMES SUPPORTED

- 4 permanent new jobs created through the SMEs
- 2 Interns hired
- All business were introduced to funding opportunities
- 5 SMEs are financially compliant

ISFAP SHORT-SKILLS PROJECT

Ikusasa Student Financial Aid programme (ISFAP) 3-month Short-skills project, inclusive of accredited unit stands, based in Gauteng.

1 BENEFICIARY EMPOWERED

- Project on-going into 2023
- 3 accredited unit standards included:
 - Apply the basic skills of customer service
 - Apply basic business ethics in a work environment
 - Behave in a professional manner in a business

KEY INITIATIVES 2022

PARTNERSHIP WITH I AM AN ENTREPRENEUR

The Financial Excellence element as part of an Enterprise and Supplier Development (ESD) programme run by IAAE.

9 SMES SUPPORTED

- Deep dive diagnostic and development plans were done for these SMEs.
- Development plans were completed for all of the SMEs

RIVER NORTH SHORT-SKILLS PROGRAMME

The short-skills programme included accredited Unit Standards aligned with the critical short skills, based in Nelson Mandela Bay.

7 BENEFICIARIES EMPOWERED

- Project 1 ended Dec 2021 but impact recorded in 2022 (4 graduates)
- project 2 ended Nov 2022 (3 graduates)

SAICA SUPPLIER DEVELOPMENT PROGRAMME

12-month Supplier Development programme supporting SAICA Suppliers with coaching support and workshops.

12 SMES SUPPORTED

- Project on-going till September 2023
- Partnered with 5 SMPs to help empower the SAICA suppliers

STAKEHOLDER NEWSLETTER MARKETING INITIATIVE

SAICA ED and The Hope Factory launched its first by-monthly stakeholder newsletter in 2022. This captures all new projects, impact updates and company news for its stakeholders.

5 STAKEHOLDER NEWSLETTERS RELEASED

SYGNIA PROJECT IN ENERGY SPACE

Supplier Development project supporting one SME who became a supplier for Sygnia.

1 SME SUPPORTED

- 150% growth in human capacity
- 3 new staff all full time on contract

MERAFE SHORT-SKILLS PROGRAMME

A 3 month short-skills programme based in Nelson Mandela Bay.

10 BENEFICIARIES EMPOWERED

- On-going into Q1 2023
- 4 accredited Unit Standards included:
 - Manage marketing and selling processes of a new venture
 - Apply the basic skills of customer service
 - Manage Finances for a new venture
 - Manage Business Operations

SAICA ENTERPRISE DEVELOPMENT FLAGSHIP ESD PROGRAMME

Developing SMMEs through a Financial Excellence Offering to form part of corporate supply chains. Duration: 8-month cohorts with volunteer coaches.

100 SMES SUPPORTED

- 90 Volunteer coaches on-boarded from KPMG and FTI Consulting
- 42 jobs created by the SMEs

SETA INTERNSHIP INITIATIVE

SETA-Funded employment opportunities for interns based in Nelson Mandela Bay.

1 UNEMPLOYED YOUTH INTERN PLACED

- Intern placed at SAICA ED to gain work experience
- On-going into 2023

SOLAR CAPITAL DE AAR IN ENERGY SPACE CUSTOMISED PROJECT

An Enterprise Development programme for Start-ups in the Energy space based in Northern Cape. Continuing into 2023.

8 SMES SUPPORTED

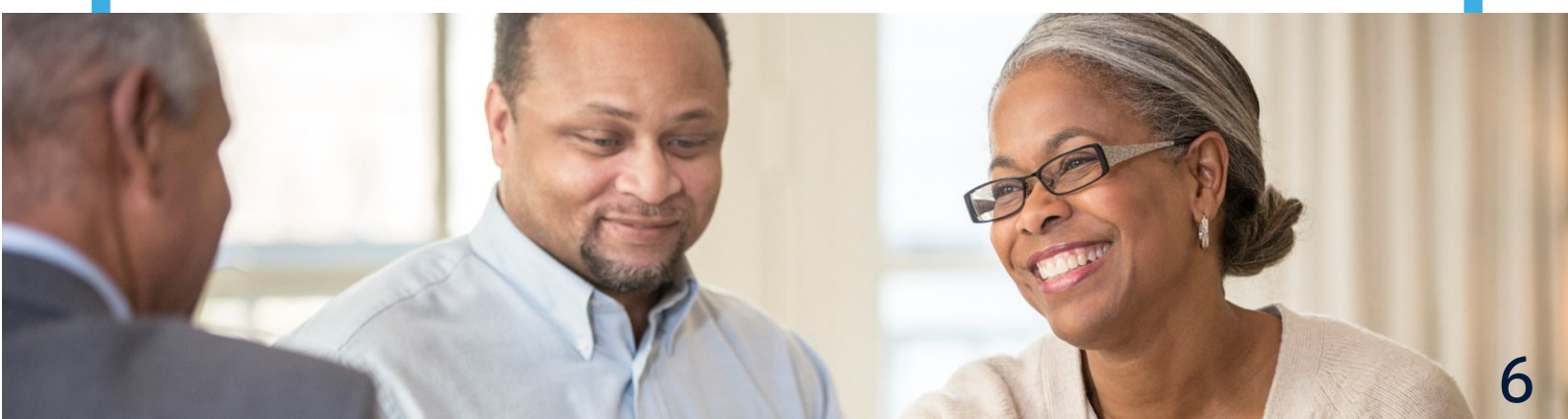
- 1 new job created
- 1 SME drew a formal salary of R7000 for the first time
- Pro-bono services offered by personal development coach
- On-going into 2023

THE HOPE FACTORY SED FLAGSHIP PROGRAMME

To train and mentor individuals to effectively establish their small business and generate income to become self-sustainable over 18 months.

41 BENEFICIARIES EMPOWERED

- 22 Volunteer coaches onboarded from KPMG
- Strategic Partners and training venue hosts, Hemmingways Casino and MBDA



KEY INTERACTIONS 2022 (Summary)



288

NUMBER OF SMES
IMPACTED
(SAICA ED EMPOWERED SMES)



98

NUMBER OF ENTREPRENEURIAL
BENEFICIARIES
*(THE HOPE FACTORY EMPOWERED
INDIVIDUALS)*



127

NUMBER OF NEW JOBS CREATED
THROUGH SMMEs ON OUR
PROGRAMMES



19

NUMBER OF KEY PROGRAMMES
AND PROJECTS



19

NUMBER OF YOUTH
GRADUATES IMPACTED
WITH WORK EXPERIENCE



175

NUMBER OF STRATEGIC
PARTNERSHIPS WITH SAICA SMPS,
VOLUNTEER COACHES
AND INDUSTRY EXPERTS
*(ALL OUR PARTNERS WHO CONTRIBUTED
TO OUR PROJECT SUCCESS)*

*SED - Socio-Economic Development | SMME: Small, Medium and Micro Enterprise | ED - Enterprise Development
| SMP - Small and Medium practice*

YOUNG MEDIA ENTREPRENEUR STRIVES TO BEAT UNEMPLOYMENT AND BUILD COMMUNITY

With youth unemployment still being at a staggering high in our country, there comes a time where young people must find the grit to stand up and make things happen for themselves. This is precisely what 27-year-old **Itumeleng Makgato founder of Something About Francis** had done, this is the wonderful unfolding testimony of a young lady with dreams to start a business.

At the young age of just 15, Itumeleng started her very first informal business based in Soweto, Orlando West. When she was still a student in varsity, she saw an opportunity to implement some new digital marketing and advertising strategies that she was busy learning that could assist some of the businesses in her community. On that foundation we fast-forward to 2015 where she formally registered her business.

Something About Francis is 100% Youth and Black female owned. And since it's starting years, it has grown exponentially. They now offer their clients a range of digital media services including implementing online campaigns and advertising, social media marketing, brand management, digital marketing strategies and more.

Something about Francis joined the SAICA Enterprise Development (SAICA ED) Flagship Programme in 2022. The Programme cohort empowers 32 SMMEs who are each allocated a business and finance coach to work one-on-one with, the coaches on this programme work on a volunteer basis and most of them are qualified CA(SA)s.

Itumeleng explains that the reason she decided to join the SAICA ED Flagship programme was because she felt it was time for her to elevate her business. She realized that to get to the next level, she needed a different type of skillset and more strategic support.

"The programme is my first step towards capacitating myself as a business owner and acknowledging that I need support and greater access to opportunities, information and markets," she adds.

Itumeleng gives praise to her business coach and says, "My coach on the programme has been the biggest benefit and a highlight of the programme. She has been a great source of inspiration, advice and immediately implementable ideas and strategies for my business. She has been able to push me toward achieving my personal and business goals while understanding me as an individual."



Itumeleng Makgato founder of Something About Francis

Nolukhanyo Makuni, Itumeleng's mentor shared a few words about her, "She is quite open-minded about the challenges she faces which makes her easier to work with. As we explore possible causes and solutions, she does contribute as she needs to take ownership of the final decision for her business and implement it."

So, what does the future look like? From here on Itumeleng plans to build generational brands and businesses that will outlive her and continue to impact the lives of more young people all over the world. More than anything she wants to build an impactful agency that helps other brands and businesses grow and thrive.

CHAMPIONING SMALL BUSINESS GROWTH & STRONGER FINANCIAL MANAGEMENT THROUGH STRATEGIC ENTERPRISE AND SUPPLIER DEVELOPMENT



SAICA ED is always committed to implementing meaningful and impact-driven development interventions and programmes to enhance SMEs for greater sustainability.

One of our latest developing projects has been our **strategic collaboration with Anglo American Zimele - an Enterprise and Supplier Development Programme at Anglo American** – looking after a range of economic development activities including training and supporting mining host community SMEs. The first pilot cohort empowering 41 SMEs is being implemented at their Kumba Iron Ore and Platinum operations.

This collaboration project will continue until March 2023 and has seen much growth and impact thus far. The interventions were aimed at improving SMEs' financial management systems to run effective operations to create business sustainability. So far, the SAICA ED team has been able to do on-the-ground site visits in July and again in October to gauge how all the 41 beneficiaries are doing on the programme.

The SAICA ED business coaches have been assisting several of the SMEs directly with their accounting and back-office requirements (those who have opted for this), supporting their management processes for compliance, as well as the implementation for all of on-going finance coaching sessions and monthly bootcamps, which will continue into next year.

We asked a few of the SMEs to share their growth journey from the programme thus far:

Beauty Monene, owner of Monenebe Maintenance and Projects comments, "This is the first programme I did after several Enterprise Development programmes which has been effective. I have implemented the advice given by my financial coach, and the analysis of my financials has opened my mind. I will be continuing with the accountant assigned to me from this programme for the upcoming financial years."

Monene's core business focus is plant hire and logistics as well as furniture manufacturing. Since the programme started in March, the business has seen a 9% growth in revenue and over 170% increase in net profit.

And we hear from Lukas Potgieter, Financial Director of Luthan, "The programme assisted us to do proper financial planning and to compare the budget versus actual to effectively control our costs. The programme is adding much value to our business in terms of making sure that we are compliant and that our financials are up to date."

Luthan's core operations include the supply of diesel, lubricants and mobile machinery as well as lifting machinery repairs to mining houses. Luthan has seen a growth in revenue since including diesel supply. They have also successfully been awarded three new additional tenders since being in the programme.

Furthermore, as much as the financial impact is a core focus, we also love hearing positive feedback from the business owners who have gained important personal development, networking skills and a boost of confidence from being on the programme.

"Thank you for granting me the opportunity to be part of this coaching programme as it has been extremely beneficial in many ways. The programme provided an environment for me to hone my entrepreneurial skills. I now have new-found confidence to approach potential clients with a clearer vision for the business and its future," says Babalwa Makobane, owner of Sande Services.

Sande Services supplies and hires out mining machinery as well as transporting equipment and has seen steady business growth, as well as full compliance.

We look forward to the continuation of the project into 2023 and will continue to highlight the good news and growth impact of these SMEs along the way.

SUSTAINABILITY FOR SOUTH AFRICA'S ECONOMY THROUGH COLLABORATIVE ENTERPRISE DEVELOPMENT WITHIN THE ENERGY SPACE



We believe in the synergy of collaborative partnerships to create relative and meaningful impact to fuel our economy. We are so proud to be heading into our 6th Energy Sector-focused programme with a brand-new intake of 8 candidates.

This 12-month project has a core focus on SMME's from the Petroleum and Solar space, and other Energy-related industries too. One of our key projects, the **EneGro project**, plays an active role within the energy space, with a purpose to see transformation and growth.

"The way forward in terms of tangible economic impact and transformation relating to our beautiful country's sustainable future is to have a cohesive collaborative approach for the development of SMME development and monitoring, with the real intention and heart to create lasting impact. The EneGro project continues to transform the sector and bring about such impact. As such it is with expectation that SAICA ED looks to other industry stakeholders to take up the baton and partner with us," comments **SAICA ED Customised Project Manager Darren Ryder**.

This programme was only made possible through our strategic partnership with **Avon and Dedisa Peaking Power**, South Africa's first large privately owned power generating plants initiated by the Department of Energy with whom we've had a long-lasting relationship with, for the past 6 years.

"The aim of investing in Enterprise and Supplier Development is to promote economic transformation to enable meaningful participation of Black businesses in the mainstream economy. Dedisa Peaking Power embarked on this initiative to develop entrepreneurs. And so far this project continues to be one of great significance," says **Ajay Brijmohan COO, Avon and Dedisa Peaking Power**.

In terms of job creation, the last two EneGro projects combined, resulted in an **incredible 50 jobs** being created, a combination of internships, learnerships as well as full-time posts though the SMME's on the programme.

All the SMMEs from those two projects have a business model canvas in place and a detailed business plan. The 16 SMMEs were also able to receive support from business and industry experts and services were secured in terms of Industry and business support at no extra cost to Dedisa Peaking Power.

Furthermore, some **noteworthy individual milestones** of the programme were:

- **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. In addition, 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 in order to set up his renewable fuels manufacturing plant.
- **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.

"For me the programme helped me to understand my business better and equipped me as the leader to take strategic and sound decisions. The personal coaching programme and help from mentors helped me to build my confidence as a leader," says Sandiswa Qayi.

EASTERN CAPE MICRO-BUSINESSES EMPOWERED FOR LONG TERM SUSTAINABILITY AND ECONOMIC CONTRIBUTION



Graduation day for our cohort of beneficiaries with the project team back in 2021.

"Almost 20 years on, we remain focused on developing South African citizens through our programmes and projects towards measurable socio-economic impact," comments Jolandi Peterson, Business Development Manger at The Hope Factory

Key for **The Hope Factory**, has been the focus to up-skill individuals with an ability to create income for themselves. We will now take a closer look at a targeted case study on a Micro-business programme in which we partnered with the ASISA Foundation in 2019.

In 2019 THF partnered with the **ASISA Foundation**, a Non-Profit Organisation founded by the Association for Savings and Investment South Africa (ASISA); with The Hope Factory implementing the ASISA Foundation's Financial Literacy and Micro Enterprise (FLAME) Programme in King Williams Town (KWT), Eastern Cape.

The programme empowered beneficiaries from previously disadvantaged communities with basic entrepreneurship and financial literacy skills to foster financial capabilities and enable greater economic activity. The objectives were guided by the UN's Sustainable Development Goals (SDGs) in seeking to alleviate poverty through enhanced financial literacy, improved financial capability and well-being, business skills development, increased economic participation, financial inclusion and income generation opportunities through the development of sustainable emerging businesses.

The 2-year programme came to a close in 2021 with 14 graduates in Qonce, Eastern Cape. In 2022 The Hope Factory took a closer look at where the graduates are today, one year after they had exited the programme.

The impact in 2022

- All of the micro-businesses surveyed are still trading, as well as seeing a steady increase in sales.
- All of the businesses surveyed have received an increase of new customers.
- 91% of the businesses are SARS and CIPC Compliant.
- 7 of the micro-businesses are saving regularly .
- 8 of the micro-businesses have secured brand new contracts up to the monetary value of R1 322 919,32.
- 1 of the micro-businesses has also secured grant funding to the value of R500 000.

**The above stats were taken from a survey from 11 of the 14 post-programme graduates.*

The micro-businesses are still going strong and contributing economically, and they have also taken what they have learnt from the programme and practicing the healthy habits of growth on a steady trajectory towards future long-term sustainability.

Closing comment by **Annie McWalter, CEO of The Hope Factory**, "Small business development and entrepreneurship continues to be South Africa's hope for the future. We are thrilled to see continued growth, development, and the economic contribution from our post-programme graduates. It takes grit and determination to follow your dreams as a business owner, we are so proud to be part of their growth journey to success."

CONTRIBUTION TO THE UN's SUSTAINABLE DEVELOPMENT GOALS

The Hope Factory and SAICA Enterprise Development contribute towards Goals 1, 4, 5, 7, 8, 10 and 17 of the UN SDGs. The table graphic shows how The Hope Factory and SAICA Enterprise Development contribute to these goals.



THE HOPE FACTORY

- SED Flagship Programme
- Over **2411** beneficiaries since inception



THE HOPE FACTORY OFFERS ACCREDITED NVC SKILLS TRAINING

- New Venture Creation - Short skills accredited programme that equips and educates individuals through the transfer of knowledge and skills.



THE HOPE FACTORY & SAICA ED FLAGSHIP INITIATIVES WITH A FOCUS ON WOMEN

- SED and ED flagship programmes supporting **141** entrepreneurs, of which **55%** are female on SED programmes and **45%** SMMEs are female-owned on ED programmes.

THE HOPE FACTORY & SAICA ED PROJECTS IN SUPPORT OF WOMAN BENEFICIARIES

- New SAICA ED partnership collaboration with Womhub supporting **15** female SMEs as well as the new AECL Skills Development partnership with The Hope Factory, supporting **10** female artisans.



SAICA ENTERPRISE DEVELOPMENT AVON AND DEDISA PROJECT (2018-2022 AND BEYOND)

- Developing Black entrepreneurs within the energy sector through Enterprise Development

SAICA ENTERPRISE DEVELOPMENT WIND FARM SME DEVELOPMENT PROGRAMMES

- Partnership projects with Cennergi Services as well as Aurora Wind Farm in Enterprise Development



THE HOPE FACTORY AND SAICA ED PROJECTS AND PROGRAMMES

- Majority of our programmes and projects all play a sustainable role in economic transformation and job creation
- **19 Small Business Development projects/programmes** contributing to this goal in 2022



SAICA ENTERPRISE DEVELOPMENT YOUTH INITIATIVE


- YES programme placing unemployed youth graduates in 2022
- **19** youth graduates impacted 2022



THE HOPE FACTORY AND SAICA ED PUBLIC-PRIVATE PARTNERSHIPS WITH VARIOUS INSTITUTIONS, CLIENTS, SETAS

- Some major key partnerships in 2022 include KPMG, FTI, Exxaro, Anglo American Zimele, Avon and Dedisa, Black Umbrellas, Womhub, Rivernorth, CHIETA, Cennergi Services, NDE Stainless Steel and more.

LOOKING FORWARD INTO 2023



***Onwards and upwards
in growth and excellence.
The best is yet to come.***

As we reflect over the past year, we saw huge growth and dedication from all our project beneficiaries post-covid. We continued to see pivotal change and perseverance through struggles, a key challenge that will follow into the new year, being the current load-shedding battle in South Africa. Yet we have seen the many wins, hope rising and a new grit to push forward.

We welcomed a variety of new project strategic partners in 2022 and SMMEs onto our Enterprise and Supplier Development initiatives as well as entrepreneurial individuals onto our SED and Skills Development programmes. As we continue to remain passionate and excited about the road ahead in 2023, we also take this opportunity to commend all our team for their hard work and dedication as well as to thank SAICA for their on-going support.

Key items we look forward to reporting on in 2023 to our purpose

- Launching the **Hope Factory new strategy for 2023** and their new programme streams.
- Continuous impact **in the mining space with both Exxaro and Anglo American Zimele, with new cohorts commencing in 2023.**
- Launching our first **pilot Enterprise Development project with Sasol.**
- Announcement of **new projects in the Energy space with Kathu Solar, as well as a new project with Solar Capital De Aar in the Northern Cape.**
- Launching of **2 new projects with CHIETA**, the first being a continuation of our pilot programme which ended in Dec 2022, and the second being a new Eastern Cape community focus project with co-sponsor **Cennergi Services.**
- **A new cohort for ED flagship programmes** starting in quarter 1.
- Continuing to strengthen our **on-going relationship with KMPG and receiving volunteer financial coaches** for our flagship programmes.
- This year, we will take the **Sage and SAICA ED partnership** to new heights of success, aiming to champion 150 SMEs through the sponsored licences and marketing exposure.
- Another year of **empowering youth unemployed graduates** and placing them at SMPs as part of the **YES initiative.**

THANK YOU TO ALL OUR PARTNERS AND FUNDERS.

In contribution to SDG17, speaking into partnerships and the collective power of collaboration for the goals, we wish to acknowledge all those whose support, involvement and collaboration with The Hope Factory and SAICA ED make our impact possible. We thank every one of our strategic partners, coaches, funders, smps, graduates and industry experts. Together we play an active role in transformation and SMME growth in our country.



*Above shown some of our major strategic partners for 2022.

VISIT US

www.saica.org.za/initiatives/enterprise-development/
www.thehopefactory.co.za