



# **SAICA ENTERPRISE DEVELOPMENT & THE HOPE FACTORY**

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**IMPACT OVERVIEW  
JAN 2020 - OCT 2021**

## OVERVIEW

*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).*

SAICA ED houses strategic Enterprise and Supplier Development (ESD) programmes and customised projects in order to grow South Africa's entrepreneurial sector through advancing the sustainable growth of small Black-owned businesses. They offer Financial Excellence to entrepreneurs through the chartered accountancy profession, and contribute to the Sustainable Development Goal that talks to Decent Work and Economic Growth.

Furthermore, The Hope Factory, delivers impactful Socio-Economic and Skills Development initiatives resulting in mobilising economic activity for unemployed Black South African citizens (as per the B-BBEE Codes) and contributes to the Sustainable Development Goal of 'Eradicating Poverty'.

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



**SAICA ED** is a service provider that houses all of SAICA's ESD programmes and customised projects in order to offer Financial Excellence to SMMEs with the help of SAICA members.

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

This Financial Excellence offering involves the Small and Medium Practices (SMPs) and other groupings within SAICA through:

- Finance Bootcamps
- Finance Coaching
- Affordable accounting services (using unemployed accounting graduates)
- Developing financial excellence reporting standards

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 at a community level.

**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.



## VALUE PROPOSITION

### SAICA ED Creates Financially savvy 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 SMME 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 SMME programme objectives
- Hassle free ESD implementation

### SMP Development pipeline

SAICA ED partners with Small and Medium Practices (SMPs) to achieve Financial Excellence in both SMMEs and incubators nationwide. These SMPs oversee the books of the accounting graduates and their SMME 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 SMME clients of the accounting graduate). SAICA Members in Business, through their B-BBEE contributions, support the SMPs and enable growth and development in the entrepreneurial sector.

### The Hope Factory is passionate about developing new entrepreneurs

The Hope Factory provides impactful B-BBEE SED and Skills Development solutions focusing on three areas of development namely: personal (leadership), business skills and financial skills development through:

### 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 2370 BENEFICIARIES SINCE INCEPTION

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

SED FLAGSHIP  
PROGRAMME

SED COVID-19  
RELIEF  
PROGRAMME

ACCREDITED  
SKILLS  
PROGRAMMES

CUSTOMISED  
PROJECTS

### UNEMPLOYED GRADUATES

#### UNEMPLOYED ACCOUNTING GRADUATE WORK-READINESS PROGRAMME (LAUNCHED IN 2013)

448 UNEMPLOYED  
GRADUATES

WORK-READINESS  
12-MONTH TRAINING

60 GRADUATES  
SUPPORTING  
PROJECT SMMES\*

IN 2021 (BACK-OFFICE  
ACCOUNTING SUPPORT THROUGH  
WORK-READINESS TRAINING)

20 GRADUATES  
PLACED AT  
14 SMPS\*

THROUGH THE YES\*  
INITIATIVE IN 2021

### SMMES

#### SMME PROGRAMMES: 2274 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)
- 2274 SMMES ON ED\* AND ACCOUNTING SUPPORT PROGRAMMES
- OVER 360 CUSTOMISED ENTERPRISE AND SUPPLIER DEVELOPMENT PROGRAMMES (SOME PROJECTS IN PARTNERSHIP WITH THF)
- 12 FUNDS & INCUBATORS (SMME FUNDS AND INCUBATORS SUPPORTED)
- 534 JOBS CREATED BY SUPPORTED SMMES (2014 TO OCT 2021)
- 141 SMMES SUPPORTED ON A FUNDING ACCELERATOR PROGRAMME (2019-2020)

### SAICA SMPS

#### PARTNERED WITH OVER 65 SMALL AND MEDIUM ACCOUNTING PRACTICES ASSOCIATED WITH SAICA BETWEEN 2020/2021

##### BENEFIT FOR SMP

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

# KEY HIGHLIGHTS 2020 TO OCTOBER 2021

## TOWNSHIP ECONOMY GROWTH – KHULISA IBIZNIS PROGRAMME GRADUATION 2020

The Hope Factory and SAICA ED celebrated their first virtual graduation ceremony of the Khulisa iBiznis Funding Accelerator Programme on 3 December 2020. This 12-month programme was financially supported by J.P. Morgan with an aim at developing and empowering 141 township SMMEs from Soweto, Kathorus and Tembisa (Gauteng).

The programme strategically focussed on improving financial management and business growth together with pivotal resilience tactics as additional support through the pandemic. We saw SMMEs rise through hardships and grow to new heights, some particular stats reflecting up to 450% and 840% increase in revenue.



## CELEBRATING RESILIENCE – THE HOPE FACTORY COVID-19 SED PROGRAMME

The Hope Factory launched its specialised 4 month COVID-19 Relief Programme in June 2020 in partnership with KPMG. The programme was powered by 29 KPMG volunteer coaches and graduation was held on Friday 13 November. The Covid-19 Relief Programme was fully virtual through MS Teams coaching sessions and mobile data was provided to all 13 participants. Focal areas included; compliance, invoicing, costing, budgeting, marketing and financials.

"Through The Hope Factory and the support of the KPMG coaches, navigating the Pandemic was much more bearable. Graduation day signifies the start of a new journey and season for next steps in my business, says Zanele Hobongwana, COVID-19 Relief Programme graduate.

## SAICA ED LEADERSHIP DEVELOPMENT PROGRAMME

Celebrating the achievements of 6 Small and Medium Practices (SMPs) on Wednesday 22 July 2020. SAICA Enterprise Development (SAICA ED) in partnership with sponsor Deloitte celebrated the success and highlights of a core group of practices who have successfully completed a 12-month leadership development and coaching journey. Abiding to lockdown regulations in order to stay safe and social distance, this celebrated gathering was hosted virtually on Microsoft Teams.

The Leadership Development programme otherwise known as the Personal Mastery Programme was first launched in July 2019, led by development coach, Ziyanda Masiza. The programme was divided into three segments namely, a personal assessment, one-on-one coaching as well as a leadership development journey workshop. The workshop was particularly focused on personal development aimed at developing identity, enhancing one's effectiveness in relationships as well as understanding leadership skills and behaviour.

## MENTOR HOTLINE 2020

Phila Sizwe Initiative was launched! Together with the Association for the Advancement of Black Accountants of Southern Africa, SAICA ED collaborated with FNB and Fetola to help small business customers with pro-bono professional services through a Mentor Hotline pilot programme.

This national project supported close to 400 SMMEs in 2020 and over 300 SAICA members volunteered to be part of the solution by playing a strategic role in offering pro-bono professional services for up to five hours a month to ailing SMMEs.



## KING WILLIAMS TOWN FLAME 2.0 PROGRAMME GRADUATION EVENT

A day to remember at the Steve Biko Centre in Qonce, Eastern Cape - Tuesday 20 April, marks the graduation of the Phase 2 Financial Literacy and Micro Enterprise Programme (FLAME 2.0). The ASISA Foundation's FLAME 2.0 programme empowers beneficiaries from previous disadvantaged communities with basic entrepreneurship and financial literacy skills to foster financial capability and enable greater economic activity.

Since 2019 The Hope Factory (THF) partnered with the ASISA Foundation, the founder of the FLAME Programme and a Non-Profit Organisation established by the Association for Savings and Investment South Africa (ASISA) and together they implemented the King Williams Town FLAME programme.

We are so pleased to be able to share that 93% of the 15 small businesses are still trading regardless of the Covid-19 impact and 33% pivoted their business products and services to remain trading.

We are pleased with the success of the overall KWT FLAME programme that came to a close in October this year.

## EXXARO PARTNERS WITH SAICA ENTERPRISE DEVELOPMENT FOR FINANCIAL EXCELLENCE PROGRAMME



Diversified miner Exxaro Resources is collaborating with the SAICA Enterprise Development to implement a financial excellence programme for the miner's suppliers. The programme is aimed at enhancing the financial management systems that are needed to run effective operations and, in doing so, enable the suppliers to become more robust and sustainable enterprises. To ensure the programme continues to run in an efficient manner, Exxaro is investing more than R3.5-million in the growth of the 29 beneficiaries.

All the 29 entrepreneurs will be tracked in terms of their business growth and their success against the initial financial deep dive. This will be achieved by establishing solid financial recordkeeping practices, as well as coaching the entrepreneur in financial management systems and effective cash flow processes that enhance an SMME's ability to make effective and relevant business decisions.

The project started in May 2021 and is set to finish in 2022.

# SAICA ED & THE HOPE FACTORY INTERACTIONS 2020 TO OCTOBER 2021

858

NUMBER OF SMMEs  
IMPACTED

259

NUMBER OF INDIVIDUALS  
IMPACTED

76

NUMBER OF ACCOUNTING  
GRADUATES IMPACTED

31

NUMBER OF KEY PROGRAMMES  
AND PROJECTS

29

NUMBER OF STRATEGIC  
PARTNERSHIPS  
WITH SAICA SMPs

83

NUMBER OF NEW JOBS CREATED  
THROUGH SMMEs ON OUR  
PROGRAMMES



# KEY INITIATIVES 2020 TO OCTOBER 2021

## SAICA ENTERPRISE DEVELOPMENT FLAGSHIP ESD PROGRAMME

Developing SMMEs through a Financial Excellence Offering to form part of corporate supply chains

- 12-month programme in 2020
- 6-month cohorts in 2021 with volunteer coaches

**76 SMMEs SUPPORTED**  
**59 VOLUNTEER COACHES**  
**38 JOBS CREATED**

## KHULISA IBIZNIS TOWNSHIP FUNDING ACCELERATOR PROGRAMME (2019/2020)

Sponsored by J.P Morgan, focussing primarily on financial excellence services for these SMMEs, so that they can play a sustainable role in economic transformation and job creation

**141 SMMEs SUPPORTED**  
**74% FULL-TIME**  
**EMPLOYEE RETENTION**  
**RATE DESPITE COVID-19**

## TRANSNET PIPELINES PROGRAMME FOR ENTREPRENEURS WITH DISABILITIES (2019/2020)

Developing entrepreneurs with disabilities in JHB and KZN through a customised ED programme

**10 SMMEs SUPPORTED**

## FINANCIAL LITERACY AND MICRO ENTERPRISE PROGRAMME (FLAME) IN KING WILLIAMS TOWN

Implemented the ASISA FOUNDATION's Financial Literacy and Micro Enterprise Programme (FLAME) involving the transfer (development) of business knowledge and financial skills

**15 ENTREPRENEURS**  
**EMPOWERED**  
**87% BUSINESSES STILL**  
**TRADING DESPITE COVID-19**

## RIVERBANK COMMUNITY INITIATIVE 2020

A community initiative to help develop the skills of SMMEs within the River Bank community in the Eastern Cape

**37 SMMEs SUPPORTED**

## SMME MENTOR HOTLINE COLLABORATION

SAICA ED and the Association for the Advancement of Black Accountants of Southern Africa collaborated with FNB and Fetola to help small business customers in 2020

**393 MENTEES SUPPORTED**  
**OVER 300 SAICA**  
**MEMBERS VOLUNTEERED**

## EXXARO STRATEGIC COLLABORATION FINANCIAL EXCELLENCE PROJECT

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 continuing into 2022

**29 SMMEs SUPPORTED**

**7 UNEMPLOYED**  
**GRADUATES PLACED**

(UNEMPLOYED ACCOUNTING GRADUATES PLACED AT SMPS TO SUPPORT THE SMMEs)

## DEDISA PEAKING POWER 'ENEGRO' PROJECT WITHIN ENERGY SECTOR (2020/2021)

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

**21 SMMEs SUPPORTED**

**R324 930**

(VALUE IN OPERATIONAL EXPENSES IN SUPPORT OF 5 SMMEs DURING LOCKDOWN 2020)

**22 JOBS CREATED**

## SED COVID-19 RELIEF SUPPORT PROGRAMME 2020

KPMG volunteers provided a range of expert coaching around leadership, legal, tech savvy and finance literacy training over 4 months

**13 ENTREPRENEURS**  
**EMPOWERED**  
**30 KPMG VOLUNTEER**  
**COACHES**

## ENTREPRENEURIAL DEVELOPMENT PROGRAMME IN PARTNERSHIP WITH CHIETA 2021

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

**30 SMMEs SUPPORTED**

# KEY INITIATIVES 2020 TO OCTOBER 2021

## SED FLAGSHIP PROGRAMMES (2020/2021)

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

# 56 ENTREPRENEURS SUPPORTED

## COLLABORATION WITH BLACK UMBRELLAS

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

# 28 SMMEs SUPPORTED

## SAICA SUPPLIER DEVELOPMENT PROGRAMME

6-month supplier development programme supporting 6 SAICA Suppliers with coaching support and workshops

# 12 BENEFICIARIES SUPPORTED

# WORKSHOPS CONDUCTED BY SAICA STANDARDS TEAM

## PROJECT LIGINEER 2020

Sponsored by Lignotech- A 14-month programme developing SMME's operating in the engineering space within Durban and the surrounding areas

# 5 SMMEs SUPPORTED

## SIGMA PARTNERSHIP PROJECT 2020/21

ESD project for beneficiaries in the Limpopo, Mpumalanga, and Northern Cape regions

# 15 SMMEs SUPPORTED

## SYGNIA PARTNERSHIP 2020 AND 2021

2 Enterprise & Supplier Development Programmes - offering financial services and book keeping

# 6 SMMEs SUPPORTED

(4 SMMEs in 2020 and 2 SMMEs in 2021)

## 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

# 48 GRADUATES PLACED

(Work-readiness programme for J.P Morgan Customised Project 2020)

# 23 GRADUATES PLACED

(YES initiative in partnership with Lucho Lunako 2021)

## PARTNERSHIP WITH I AM AN ENTREPRENEUR

Financial Excellence element as part of an Enterprise and Supplier Development (ESD) programme

# 12 SMMEs SUPPORTED

## CENNERGI PARTNERSHIP 2021

For the Amakhala Emoyeni Community Fund Trust, supporting SMMEs in the Cookhouse, Bedford and Adelaide region. Ongoing into 2022

# 11 SMMEs SUPPORTED

## AURORA WIND FARM PROJECT 2020-2022

Supporting an SMME in the Transport industry in the Western Cape

# 1 SMME SUPPORTED

(Additional funding of R10 000 received)

## RIVER NORTH PARTNERSHIP FOR SKILLS DEVELOPMENT 2020/21

The programme included three accredited Unit Standards, aligned with the critical short skills, based in Nelson Mandela Bay within the Tourism Industry. River North has asked for a second project, commencing in Dec 2021 and reported on in 2022

# 2 ENTREPRENEURS TRAINED

# MEDIA AND PUBLICATION EXPOSURE 2020/2021



16

Entrepreneur tips and thought leadership radio talk shows 2020/21 (including 4 KPMG director guests)



10

SMME advice segments in ASA publication in 2021



31

Press event releases and feature articles/ impact stories published by the media 2020/21



16

Webinar/TV/virtual networking event segments for brand and initiative exposure 2020/21



10

SAICA-associated Small and Medium Practises profiled and given exposure in 2021



# SUCCESS STORIES



## ANOTY AFRICA

### Resilience and creativity to expand amidst the Covid-19 pandemic

*Anoty Africa is a 100% Youth Black-owned company founded in 2018 by Vhutshilo Nemutshili and his friend Mphofore Calvin Molaba. Mr Nemutshili is a SMME owner on the Transnet Pipelines Enterprise Development Programme for Entrepreneurs with Disability (2018-2020), implemented by The Hope Factory.*

Anoty Africa is an up and coming online wholesaler offering convenient online shopping for office consumable goods, health and hygiene products, printer supply, office stationery and furniture as well as PPE work-suits. They are currently also selling specific health and hygiene products in line with the COVID-19 needs which was an expansion of their existing service offering. Products such as hand sanitizers, home test kits, masks and more are available online through Anoty Africa.

It became natural for the business to expand on their hygiene products range during the COVID-19 pandemic to meet their client's demand. It was inevitable to include all the COVID-19 supplies as the demand grew significantly.

**"The Hope Factory programme has proven to be beneficial both to my company's growth and personal growth, so far it has taught me different ways to become a successful entrepreneur including; reliability, having integrity, nurturing my leadership skills and ensuring that I'm a law-abiding entrepreneur," says Mr Nemutshilli.**

Since being on the programme Anoty Africa is now a registered entity that complies with many professional bodies including; SARS, COIDA, CIPC and B-BBEE.



## BM SERVICES ITHEMBALAKHO

### Thriving Township spaza owner shares entrepreneurial journey during the pandemic

*BM Services – Ithembalakho, owner Nhlanhla Phiri shares his entrepreneurial journey with us. He shared how he learnt to thrive through these uncertain times of COVID-19 through the help of his community as well as how he helped create additional jobs and building various relationships within his community.*

BM Services-Ithembalakho is a 100% Youth Black owned company. Nhlanhla, was a participant on the Khulisa iBiznis Programme a 12-month business resilience programme. The Khulisa iBiznis Programme was supported by J.P. Morgan in support of 196 Small Township Businesses in and around Gauteng in 2020.

BM Services-Ithembalakho is a modernized operation of the traditional known spaza shops or as they like to call it the 'Uber in the retail services', which is for the people and by the people that sell everything namely, canned foods, non-perishable, perishable food items, cosmetics, etc. Due to the demand and request from customers, they have also introduced hand sanitizers, face shields & masks. They currently also provide the service of lotto tickets and purchasing bus tickets which is a major convenience for township dwellers. Nhlanhla plans to have a national franchise that would make it easy for everyone to access his services.

**"This programme has taught me about tax and its importance", says Nhlanhla. He further adds that since being on the programme he has been able to understand his business better through the finance coach he has been allocated. Furthermore, BM Services opened a second branch creating three permanent jobs and two temporary jobs in the last few months. They have also been able to form new business relationships, as they now understand their business thoroughly.**





## EVERGROW SEEDLINGS

### Evergrow Seedlings takes business to new heights

**"I was determined to thrive even during one of the toughest economic climates the world has seen", says co-owner Andile Gcaza.**

They have managed to increase their sales drastically since the month of March 2020, and has shown rapid growth, in addition their demand for their offering doubles in capacity. The company's highest month-to-month increase in revenue was at a staggering 1058%.

Evergrow Seedlings is a small agri-business based in Soweto, Gauteng. It was co-founded in 2018 by two young bio-scientists, Andile Gcaza and Phetole Raseropo. The business deals with seedling inventory management and provides training on modern farming practices – with aims to provide access to high quality primary production agricultural inputs i.e. vegetable seedlings, seeds and primary consultation services to smallholder farmers in peri-urban areas around Gauteng.

Evergrow Seedlings is a recent graduate and award winner for highest turnover growth on the Khulisa iBiznis Programme, a funding accelerator programme financially supported by J.P. Morgan and implemented by The Hope factory NPC.

The company's revenue has grown to close to R300,000 on a monthly basis, and demand for their work has far exceeded the current production space being used to service clients. Moving forward, Evergrow Seedlings is in the process of securing additional space that would increase their capacity to produce whilst maintaining a minimal financial burden to the company. This will, in turn, result in additional employees being offered work opportunities.

Evergrow Seedlings continues to grow from strength to strength whilst paying keen attention to having sound foundations and systems in place to house and sustain the company's growth. With their determination and bio-science expertise, they are set to continue Evergrow Seedlings's trajectory and cement the company's profits and presence in the market.



# IKIGAI ENGINEERING



## A winning step in gender equality: Female SMME selected to join Energy Sector Gender Ministerial Advisory Council

*Driven Small business owner Devaksha Maharaj, shares her story on how she was selected to join the Energy Sector Gender Ministerial Advisory Council earlier this year as part of the Women Empowerment and Gender Equality (WEGE) Strategy implementation plan. Devaksha Maharaj is the owner of Ikigai Engineering, a multi-faceted consultancy dealing in energy management advisory services.*

Devaksha is a current beneficiary on the EneGro Programme 2021 at SAICA Enterprise Development (SAICA ED) in partnership with Avon and Dedisa Peaking Power. Selected to join the prestigious Sector Gender Ministerial Advisory Council, Devaksha shared with us that "The Minister has recently approved the Women Empowerment and Gender Equality (WEGE) Strategy implementation plan which will be established as an implemented initiative by the Gender Ministerial Advisory Council for the Energy Sector."

The Energy Sector Gender Ministerial Advisory Council's purpose is to provide strategic and technical support and advice the Minister and his Executive on the implementation of Energy Sector WEGE Strategy. Being part of the Council board, Devaksha will be part of the team who will report on national sectoral and implementation progress.

We asked Devaksha if woman empowerment has always been a passion project and she noted, "Yes being part of a male-dominated sector since my tertiary education days it has become natural that living for woman empowerment embodied my very being." She also added that her passion to even start her very own company and be her own boss was partially due to a gender-based victimisation case at her previous employer. From strength-to-strength Devaksha used her grit and courageous attitude to rise and transition into a new world as a SMME.

# SAICA ED & THE HOPE FACTORY

## CONTRIBUTION TO THE UN'S SUSTAINABLE DEVELOPMENT GOALS

The Hope Factory and SAICA Enterprise Development contribute towards Goals 1, 7, 10, 14 and 17 of the UN SDGs. The table graphic shows how The Hope Factory and SAICA Enterprise Development contribute to these goals.

### 1 NO POVERTY



#### THE HOPE FACTORY

- SED Flagship Programme & COVID Relief Programme
- ASISA Foundation FLAME Programme
- Over 2370 beneficiaries since inception



### 4 QUALITY EDUCATION



#### 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.



### 5 GENDER EQUALITY



#### THE HOPE FACTORY & SAICA ED OFFER INITIATIVES WITH A FOCUS ON WOMEN AND/YOUTH

- SED and ED flagship programmes supporting **150** entrepreneurs, of which **63.7%** are female on SED programmes and **42.5%** SMMEs are female-owned on ED programmes.



### 7 RENEWABLE ENERGY



#### 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 SMME DEVELOPMENT PROGRAMMES

- Riverbank Wind Farm Skills Development as well as Aurora Wind Farm Enterprise Development



### 8 DECENT WORK AND ECONOMIC GROWTH



#### 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
- **16 SMME development projects/programmes** contributing to this goal alone in 2021



### 10 REDUCED INEQUALITIES



#### THE HOPE FACTORY'S TRANSNET PROGRAMME FOR ENTREPRENEURS WITH DISABILITIES

- Partnering with Transnet Pipelines 2019-2021 programme empowering **10** SMMEs in KZN

#### SAICA ENTERPRISE DEVELOPMENT YOUTH INITIATIVE

- YES programme placing unemployed youth graduates in 2021
- **76** youth graduates impacted 2020-2021



### 17 PARTNERSHIPS FOR THE GOALS



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

- Some major key partnerships 2020/2021 include Transnet Pipelines, KPMG, Exxaro, ASISA Foundation, Avon and Dedisa, Black Umbrellas, JP Morgan, Rio Tinto, Anglo American and CHIETA and more.



“ AS TWO THIRDS OF SMMES IN SOUTH AFRICA TYPICALLY CLOSE DUE TO FINANCIAL REASONS, WE EXIST TO BUILD FINANCIAL EXCELLENCE IN SMMES TO REVERSE THAT TREND. ”

– ANNIE MCWALTER, CEO THE HOPE FACTORY AND SAICA ENTERPRISE DEVELOPMENT

## LOOKING INTO 2022

*As we reflect over the past 2 years, it has been challenging for our SMMEs but we have seen pivotal change and perseverance though hardship. We have seen our staff team grow tremendously, we applaud our team for the transition to virtual initiatives as well as keeping our culture of unity and excellence strong through the twists and turns of 2020 and 2021. We continue to remain passionate and excited about the road ahead in 2022.*

### Key items we look forward to report on in Q1 2022

- Continuous impact on the **Exxaro Financial Excellence project**.
- Announcement of **new project and partnership with Rio Tinto**, new project commenced in November 2021 with 7 SMMEs in KZN.
- Announcement of **new project and partnership with Anglo American Zimele**, this project will support about 60-65 SMMEs within the mining sector.
- Continuation of our **CHIETA project with official launch of event** happening in quarter 1, we look forward to securing future work with other SETAs.
- **A new cohort for both SED and ED flagship programmes** starting in quarter 1.
- **A second River North partnership project** in Skills Development training.
- Continuing to strengthen our **on-going relationship with KMPG and receiving volunteer financial coaches** for our flagship programmes.
- A brand **new marketing partnership with Sage** and strategic communication plan throughout 2022.



# VISIT US

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[www.saica.org.za/initiatives/enterprise-development/](http://www.saica.org.za/initiatives/enterprise-development/)  
[www.thehopefactory.co.za](http://www.thehopefactory.co.za)