

shanduka
blackumbrellas



"We are proud to announce that we recently participated in the Global Entrepreneurial Congress 2017. We participated as a speaker and exhibitor and we gave opportunities to five of our small businesses to showcase their services to local and international delegates."

Seapei Mafoyane | SBU CEO



HIGHLIGHTS | In this Issue...

Shanduka Black Umbrellas launches unique training academy

Shanduka Black Umbrellas small business owners showcase their services at the Global Entrepreneurship Congress 2017

Award winning SBU client Ricinz Construction takes top International Award

Richards Bay Funding & Procurement Indaba a huge success

Women-owned small business, AP Consulting on the move

SBU Johannesburg delivers world-class training workshop for entrepreneurs

New mentors join SBU Johannesburg

ESD contributions

New appointments

A WORD FROM OUR CEO

The first quarter of 2017 has been upbeat and we began with an extremely good start. We are proud of our SMEs who we have helped over the years since inception. They have reached an extraordinary milestone of R1,5 billion turnover. We are pleased to acknowledge that our SMEs have played a major role in unlocking the SA economy, having paid over R70 million in small business tax.

To celebrate this achievement we were featured in the Mail & Guardian in February and the Financial Mail in March. We also continue to have pro bono placements on a massive digital board in a William Nicol, Hyde Park site in Johannesburg.

We are proud to announce that we recently participated in the Global Entrepreneurial Congress 2017. We participated as a speaker and exhibitor and we gave opportunities to five of our small businesses to showcase their services to local and international delegates. This was a great platform for entrepreneurs to delve into digital disruption, innovation and strategies on how to grow their business and innovate in this ever increasing technologically advancing era.

Shanduka Black Umbrellas made history by becoming one of the partner organisations in South Africa which played a significant role in ensuring that the Global Entrepreneurship Congress 2017 was brought to Africa for the first time. It was also the first time in Africa where ministries and organisations in the entrepreneurial ecosystem united in seeking innovative solutions to ensure a thriving small business sector.

We are also excited to announce the launch of NextGen SBU Academy (NEXTGEN) which we successfully launched on 31 March at the Johannesburg Stock Exchange. The academy will see us offering training suited to all needs of entrepreneurs from all levels. We will also design tailor made programmes for any corporate that is interested in upskilling and developing small and emerging businesses within their corporate supply chains.

We look forward to interacting with entrepreneurs and corporates alike to take the entrepreneurial landscape to another level through NEXTGEN. We are suitably placed to deliver tailor-made training and bespoke solutions. For a full suite of services and to find out more about the academy we invite you to log onto www.nextgenacademy.co.za or contact nextgen@blackumbrellas.org.

We also take this time to wish everyone a fruitful Freedom Day on 27 April when we commemorate the day in 1994 when the first democratic election was held in South Africa. Today, South Africa celebrates Freedom Day to mark the liberation of our country and people from Apartheid. 23 years later since our democracy was formed, we have the freedom to pursue a different fight towards the inclusion of small businesses in the economy.

Best Wishes

Seapei Mafoyane | SBU CEO



Lucille Divine (Smurt), Kgomotso Mookapele (SBU Monitoring and Evaluation Manager), Kim Willoughby (Head of NextGen) and Dr Norah Clarke (Department of Higher Education and Training)



Kim Willoughby (Head of NextGen), Xolani Gwala (Radio 702 Host), and Nyasha Dzumbunu (SBU CFO)



Precious Tshabalala (SBU General Manager - Inland Operations), Yvonne Themba (SBU Board Chairperson), Kgomotso Mookapele (SBU Monitoring and Evaluation Manager), Ahmed Mayat (SBU Finance Manager)

Shanduka Black Umbrellas launches unique training academy

A first-of-its-kind training academy for entrepreneurs has been officially launched in Sandton, Johannesburg. The NextGen SBU Academy (NEXTGEN) was launched at the Johannesburg Stock Exchange by Shanduka Black Umbrellas (SBU) in the presence of media, business, academia and government on 31 March 2017.

The training academy is focused on offering entrepreneurship development courses ranging from Strategy for Business, Disruptive Thinking, Wealth Management, Franchising the way forward, Digital and Social Media, Innovation, and Growing your Business, amongst others for small and emerging businesses. With the assistance of accredited and experienced industry leaders, top business schools, and learning experts, NEXTGEN provides learning interventions which are classroom based, online and simulated.

Head of the new academy, Kim Willoughby who is also National Training Manager for Shanduka Black Umbrellas, said that: "With high levels of unemployment in South Africa, it is important to inspire some of our young people to consider alternative paths, such as creating employment for themselves and taking their small businesses to the next level."

The NEXTGEN launch became a critical channel to discuss various topics pertaining to advancing the entrepreneurial landscape, accelerating skills development for entrepreneurs and small businesses, and finding solutions to address the entrepreneurial skills shortages and gaps.

The discussions were led by Seapei Mafoyané (Shanduka Black Umbrellas CEO), Kim Willoughby (Head of the NEXTGEN Academy),

and Emmanuel Mdhuli (Shanduka Black Umbrellas COO), with Xolani Gwala of Talk Radio 702 as the panel discussion host. "Our role in the conversations we have had with stakeholders in the entrepreneurial landscape is primarily that of a convener, and thus, with a shift in the national government towards entrepreneurship training and development, we are collaborating with business, industry and academia to drive this initiative in an effort to enhance the entrepreneurial pipeline," says Seapei Mafoyané, CEO of Shanduka Black Umbrellas.

"We are passionate about inspiring the next generation of entrepreneurs and are delighted to work alongside our partners to train entrepreneurs in the area of business development and help them to create jobs and enhance their communities," adds Emmanuel Mdhuli, Chief Operating Officer, Shanduka Black Umbrellas.

The academy provides practical training for start-ups, emerging entrepreneurs and any small businesses across various sectors to help them accelerate and grow their businesses. The training will be delivered through the Shanduka Black Umbrellas national infrastructure of business incubators across the country. Currently there are nine SBU incubators across six provinces in South Africa.

Corporates interested in developing small emerging businesses within their corporate supply chains can contact us by visiting our website on www.nextgenacademy.co.za for tailor made solutions. Individual and prospective applicants can now sign up at any of the Shanduka Black Umbrellas business incubators or email Kim Willoughby on nextgen@blackumbrellas.org.

SBU ACADEMY nextgen



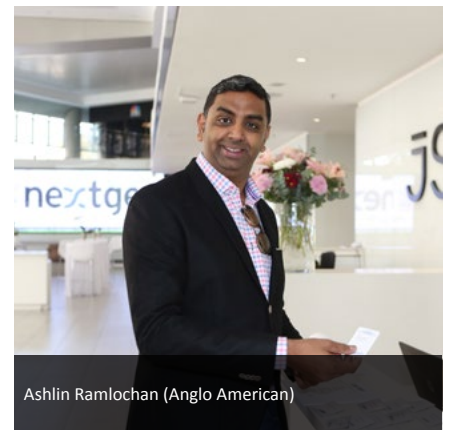
Donne Nicol (CRF CEO) attentive as Yvonne Themba (SBU Chairperson expresses excitement at the launch)



Historic launch of the NEXTGEN SBU Academy



Panel Discussion: The Panel looks on as Kim Willoughby, head of the NextGen SBU Academy explains about how the academy will work



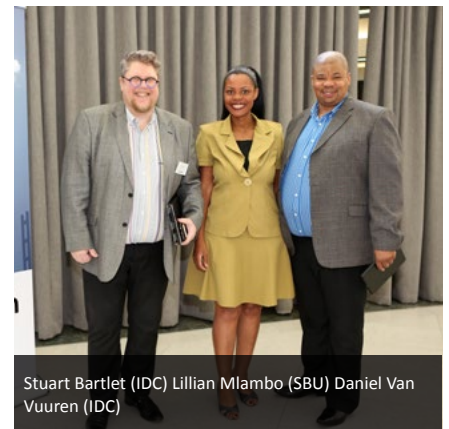
Ashlin Ramlochan (Anglo American)



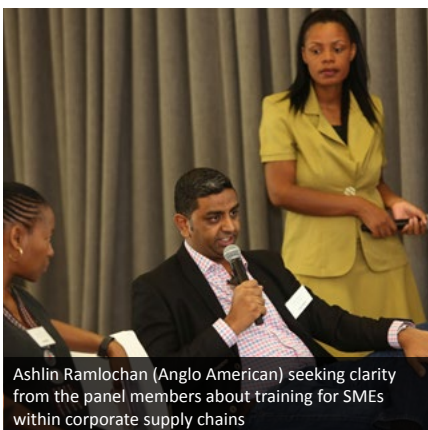
Xolani Gwala (Radio 702 Host) with Seapei Mafoyane (SBU CEO)



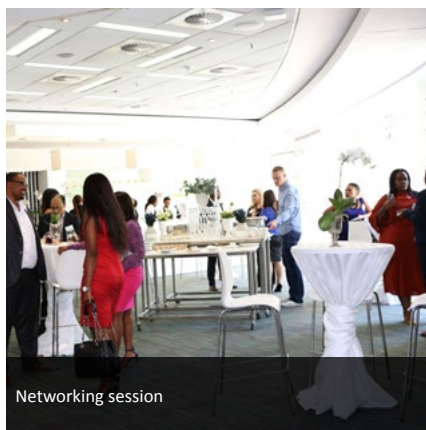
Kim Willoughby (Head of NextGen SBU Academy), Charles Reed (ABSA) and Seapei Mafoyane (SBU CEO)



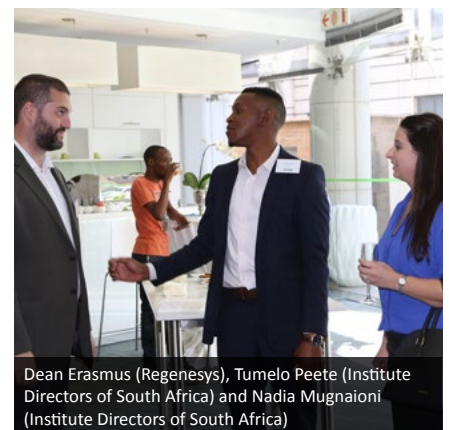
Stuart Bartlett (IDC) Lillian Mlambo (SBU) Daniel Van Vuuren (IDC)



Ashlin Ramlochan (Anglo American) seeking clarity from the panel members about training for SMEs within corporate supply chains

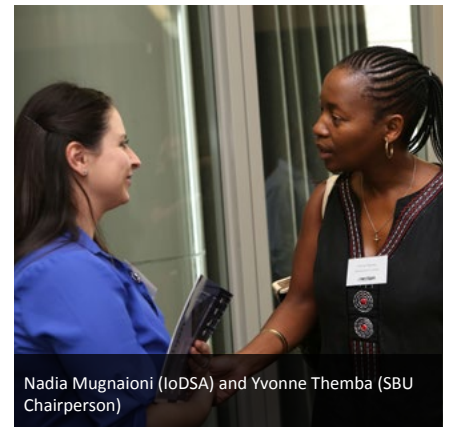
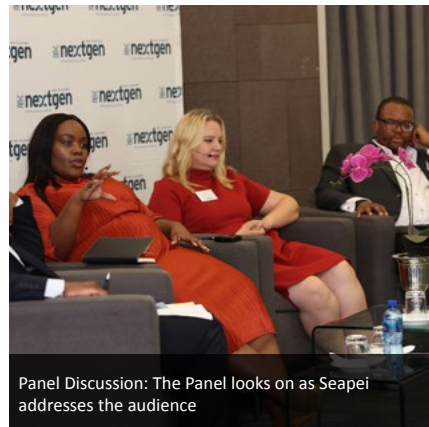
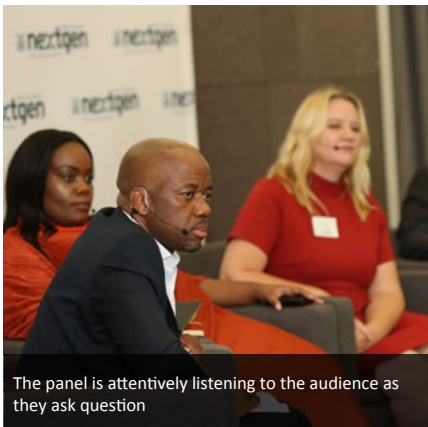


Networking session



Dean Erasmus (Regenesys), Tumelo Peete (Institute Directors of South Africa) and Nadia Mugnaioni (Institute Directors of South Africa)

SBU ACADEMY nextgen



Shanduka Black Umbrellas small business owners showcase their services at the GEC 2017

Shanduka Black Umbrellas (SBU) recently participated as a speaker and exhibitor at the Global Entrepreneurs Congress 2017. Business owners had the once in a lifetime opportunity to showcase their services at the GEC includes: Samnect, Modi Mining, Hula Mining and Minerals, Fuelserve Petroleum and African Breeze Construction and Projects.

The businesses who participated represent a wide variety of industries including marketing services, mining, electrical engineering, petrochemical and property development and construction sector. They were all very excited to be part of the first ever GEC 2017 and wasted no time in gathering leads, forging partnerships and initiating great business conversations with potential clients.

Samnect representatives had this to say “This has been an amazing experience, very helpful and has taught us how to approach people for businesses and push for sales. We are getting many leads people are interested in us in creating their personal APPs and our e-learning programme.

The businesses were grateful for the opportunity and also: got to meet with fellow like-minded entrepreneurs from all corners of the globe. African Breeze and Construction said “we had a lot of enquiries and many people came to visit our stall. We also met a few potential leads who are interested in investing in our business.

Modi Mining said “It’s a great opportunity, we are grateful to Shanduka Black Umbrellas to have brought us to such a conference with over 160 countries participating under one roof. We met a few people whom we have started relationships with and a couple of other SMEs which we can also mentor and collaborate with and also assist them through the value chain.”

Hula Mining & Minerals commented that “For us it’s the energy we are experiencing of the young people that are here and it is an opportunity to recharge. The exposure has been overwhelming and we have already made following up business leads and hopefully we will be signing a contract”





Small Businesses who were in attendance at the first Funding & Procurement Indaba for 2017 hosted by SBU Richards Bay.

Richards Bay Funding & Procurement Indaba a huge success

Shanduka Black Umbrellas Richards Bay hosted its first funding and procurement Indaba for 2017 on 16 February at the Umfolozi Hotel Casino and Convention Centre, in Empangeni, KwaZulu Natal. In total nine speakers were secured to be part of a panel: Business Partners, Small Enterprise Development Agency (SEDA), Small Enterprise Finance Agency (SEFA), National Youth Development Agency (NYDA), National Empowerment Fund (NEF), Nexia SAB & T Chartered Accountants, Absa Bank, E-Factor including the Richards Bay Industrial Development Zone (RBIDZ). The Indaba attracted over 60 small businesses with people even coming from as far as Johannesburg to attend.

The event was a success with a SBU client Cyril Nzuza, from Mahlobo Construction saying: 'The event really opened my eyes, Shanduka Black Umbrellas helped me a lot, and I look at things in a

different way since I joined the programme.'

The main aim of the event was to give small businesses as well as the Shanduka Black Umbrellas Richards Bay Incubator clients' access to funding institutions which they would normally not have under one roof. The workshop also served as a platform to create awareness of available procurement opportunities and processes.

The Richards Bay region is looking forward to hosting another workshop. "We are grateful to all the stakeholders who contributed to the success of the event. We also thank ABSA Bank for pledging to offer small business development training for SBU Richards Bay clients," remarked Monique Grobler, SBU Richards Bay Enterprise Development Manager.

Award winning SBU client Ricinz Construction takes top International Award

We were not surprised when award winning Ricinz Construction, a client business in SBU Durban was recently awarded an international and top prestigious award for excellence. Indrani Govender business owner of Ricinz Construction took top honours at the 2017 Market Next International Business Forum. She received the 2017 Business Excellence Award. The prestigious Business Excellence Awards Ceremony honours the accomplishments, achievements, value and contributions of small businesses and their owners worldwide. The ceremony was held in Cochin, India.



Women-owned small business, AP Consulting on the move



AP Consulting

We extend kudos to a first year client, AP Consulting in the SBU Port Elizabeth region, who has just been sub-contracted by Kayalihle Trading for a construction project worth R33 million to construct and build a taxi rank in King William's Town.

The contract will run between February 2017 and February 2018. AP Consulting, a women-owned company, is currently a level 1 registered contractor (CIDB Grade 1) by the Construction Industry Development Board (CIDB). This currently qualifies them to only independently bid for projects which are valued at R650 000.

What is great about the taxi rank project is that upon completion of the project, AP Consulting will be able to upgrade to CIDB Grade 5 level, meaning the company will now qualify to independently bid for construction projects up to the value of R6, 5 million. The collaboration with Kayalihle can only bear fruit. The work that AP consulting has been sub-contracted to do under Kayalihle Trading will enable the construction company to grow its CIDB status and grading and thus qualify for much bigger contracts as an independent contractor in the near future.

AP Consulting is a construction and civil works company specialising in residential, commercial and Industrial sector. They also focus on health and safety, social facilitation, and project management.



"Why I am here" workshop

SBU Johannesburg delivers training workshop for entrepreneurs

On 8 March 2017 SBU Johannesburg region, in partnership with Leadership 2020 held an insightful workshop addressing critical questions that each entrepreneur should continue asking themselves whilst in business.

The "Why Am I Here?" workshop was attended by 25 delegates and was facilitated by seven highly sought-after entrepreneurs and motivational speakers. Each facilitator addressed a key topic that entrepreneurs face through their journeys and provided insight on how they can stay grounded and focus on their goals.

The facilitators included: Sibusiso Leope (commonly known as DJ Sbu), Henctor Motivator, Nadeema Kahan, Dr Richie Achucku, Nic Regiford, Subusiso Molimi, Sheila Afari, and Subu Sibaca. Facilitators shared on their exciting and challenging journey of entrepreneurship. Workshop sessions also included talks on the power of purpose and focus. Entrepreneurs were also engaged on passion and the reason to believe. The day was inspiring and encouraging for entrepreneurs. They walked out excited about their businesses and others managed to network with the

facilitators and gained valuable contacts.

Some entrepreneurs had the following to say:

- *Makhado Nyadzeni from Prodeliver group, said he was encouraged by facilitators and inspired by the hardships they went through to get to where they are in business.*
- *Abigail Senja from Lethabi Stocktake, said she learnt a lot from the life experiences of the other entrepreneurs who have been in the journey longer.*

SBU Johannesburg Regional Enterprise Development Manager, Tumisho Sedibe said: "We would like to thank our entrepreneurs for making the sessions engaging and fun. A big thank you to Leadership 2020 for their professionalism and delivering great content that is relevant and inspiring. We extend a special thank you to Nic Regisford, who is also one of our mentors, for working tirelessly with the incubator to ensure that the workshop was delivered successfully."



Enterprise development contributions that count

Interested in playing a role in the development of black-owned SMEs. It's never too late to start making Enterprise Development (ED) contributions to Shanduka Black Umbrellas. Donate and become part of the solution. Become a monthly donor or make a single donation. Our Public Benefit Organisation (PBO) status enables measured enterprises that place bona fide ED donations with us qualify for a section 18A certificate as allowed by the Tax Exemption Unit (TEU) within SARS. For enquiries or to make a contribution please contact Kim English at kim@blackumbrellas.org

New Mentors join SBU Johannesburg

Mentorship plays a critical role in the SBU programme. It would be impossible to grow our SMEs without the coaching and input from mentors. The SBU Johannesburg region and business incubator is excited to welcome the following seven new mentors to the programme.

- Nic Regisford – CEO Leadership 2020
- Robert Clarke – Previously Group MD for Puregas, recently retired
- Noluthando Pama – Business Advisor – MTN Business
- Catherine Hoko – Audit Manager KPMG
- Ntobi Ngwenya – MD Bambolunye Investment
- Maciek Szymanski – Corporate Finance Director – Bowden & Co
- Amir Regev – Corporate Finance Transactor – Bowden & Co

SBU Pretoria Procurement Workshop a stunner

The SBU Pretoria Procurement Workshop was an exceptional platform where Santam, Famous Brands, and Rand Mutual Assurance presented their procurement procedures and opportunities to small businesses in the Pretoria region. The event ran smoothly and also included a motivational talk for entrepreneurs.



Small business owners came out in numbers to attend the PTA workshop

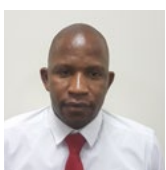
New Appointments

The SBU family is pleased to welcome the following staff into its fold:



Ezzad Fakier, Regional Manager – Cape Town

Ezzad has been involved within the SME sector for the past 15 years in many roles at Standard Bank, Department of Economic Development and Tourism (Western Cape Government) and was also a partner at a SME consultancy. He has strong analytical skills, good knowledge and experience in accounting and finance.



Nare Masoga, Regional Manager – Mooiwooi

Nare brings a wealth of knowledge, leadership and experience having being a Financial Manager and Project Accountant at MCC Security and Construction Projects, Legal Resources Centre, Waymark Infotech PTY LTD and MSGM Chattered Accountants just to mention the few.



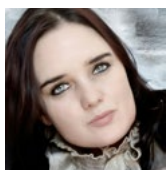
Vincent Galeboe, Bookkeeper – Johannesburg

Vincent holds a B.Comm General Accounting Degree from Nelson Mandela Metropolitan University. He is a passionate and dedicated individual who worked as a Bookkeeper at BZL Tax and Accounting consultants and Aspen Pharmacare.



Sandile Mtyeku, Enterprise Development Manager – Burgersfort

Sandile comes from the Enterprise and Supplier Development and mentorship space. He was previously with Anglo American Ashanti as Enterprise Development Manager and brings along a wealth of experience.



Marni Roestorf, Executive Assistant – Johannesburg

Has vast experience as an Executive Assistant having worked in similar roles for over 15 years. Companies include Bidvest group, Standard bank and HiEds to name a few. Marni will be supporting the Head Office Executives and we wish her well as she joins the SBU team



Mzingaye Kahla, Regional Manager – Johannesburg

We are delighted to welcome Mzingaye to Shanduka Black Umbrellas in the role of Regional Manager JHB. He holds a bachelor of Commerce from University of Pretoria. Mzi was the Snr Associate Incubation, leading the Hub at Awethu Projects. Mzi lead from the front and is always ready to take initiative and accept responsibility. Mzi brings a wealth of knowledge and experience, having being part of the Enterprise Development, initiating and leading projects at Awethu Projects.

SBU Pretoria helps client bag a R45k technical assistance grant



The SBU Pretoria region has just assisted one of its small businesses to obtain a technical assistance grant. Samnect business owner Neil was awarded an R45k technical assistance grant from The Innovator Trust to do a project management course through the University of Pretoria. He starts this course in May. "This will allow his IT company to be more professional and put proper systems in place. This is an opportunity for him to upskill himself," says SBU Pretoria Enterprise Development Manager, Zanele Gallacher.



Adopt-a-School Foundation FACT SHEET

HOW TO BENEFIT FROM CHARITY TAX DEDUCTIONS

Did you know:
Companies making donations for public benefit may qualify for a tax deduction. Corporate donations can be made in the form of cash, goods or property.

Adopt-a-School Foundation is a qualifying organisation and is in a position to issue Section 18A certificates

www.adoptaschool.org.za

Up to 10%

of taxable income can be donated to an approved organisation to qualify for a tax deduction. Natural persons, trusts, companies, or close corporations can qualify for these deductions.

DONATIONS MUST BE PAID OR TRANSFERRED DURING THE YEAR OF ASSESSMENT IN ORDER TO QUALIFY FOR A TAX DEDUCTION IN SUCH TAX YEAR.

+200,000 books

The Adopt-a-School Foundation is currently donating over 200,000 library books to underprivileged schools across South Africa. You can assist us in distributing these books.

R5000

For as little as R5000, you can help Adopt-a-School to set up a library with up to 1,000 books. This cash donation will not only qualify as a tax deduction, but also counts towards your SED weighting on the B-BBEE Scorecard

For more information please contact
Cassandra: cpireu@adoptaschool.co.za

www.adoptaschool.org.za



(011) 592-6430

Support Our Cause



Contact Details:

Shanduka Black Umbrellas

Address: CRF House, 1st floor, 18 Acacia Road, Chislehurst, Sandton, 2146

Tel: 011 592 6401

Fax: 011 234 4020

Email: info@blackumbrellas.org

Web: www.shandukablackumbrellas.org

0861 UMBRELLA



WINNER:

2015 National Business Incubation Association

Randall M. Whaley Incubator of the Year Award

"The highest honour a business incubator can achieve"

shanduka
blackumbrellas



Developing South Africa's Future **Black Business** Together



Become a Shanduka Black Umbrellas mentor

Do you want to be a mentor and make a meaningful contribution in the development of entrepreneurs? Become a Shanduka Black Umbrellas mentor. Being a Shanduka Black Umbrellas mentor has one of the highest returns of your time, knowledge and experience. For more information, please contact Kim Willoughby on info@blackumbrellas.org