

shanduka
blackumbrellas



Innovate, create value and explore the potential of making products in order to meaningfully partake in bigger value chains to grow small & medium enterprises into big business."

Seapei Mafoyane | SBU CEO



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A WORD FROM OUR CEO *Celebrating Black Business*

At Shanduka Black Umbrellas (SBU), we live to develop and grow small and medium-sized enterprises (SMEs). The journey towards the development of South Africa's future black business has been a challenging and inspiring one. When these SMEs succeed we take the time to celebrate with them.

This past quarter saw us celebrate the best of entrepreneurs in our programme through the regional **Enterprise Development Awards** which were hosted throughout May and June. This culminated in the annual showcase of entrepreneurs on June 30th at the **4th Annual SBU National Enterprise Development Awards**.

Our client "SMEs" continue to be part of the job creation value chain in the South African economy. Since the inception of our programme - to April 2016, we have incubated just over 900 companies. These

companies have in turn created 6118 temporary jobs as well as a staggering 4571 permanent jobs and have paid out R237 million in salaries. Economic development and the creation of jobs lie in the heart of small and medium enterprises. It is through the efforts of small and medium enterprises that South Africa is going to effectively reduce the unemployment rate in South Africa.

SBU's good numbers provide strong evidence to support the need for greater investment and effort from Corporate South Africa and Government. We are grateful that through our incubation programme there has been meaningful progress which has enabled our SMEs to access business development, corporate markets, including access to funding.

Developing black business remains at the heart of SBU and we will continue to rally

big business, government and state-owned enterprises to collaborate with us and collectively make one of the key elements of the National Development Plan.

To all our past and present clients, I leave you with the words of the Chairperson of the Cyril Ramaphosa Foundation who has put out a challenge to graduates and alumni incubated by SBU- "push the envelope, achieve a great deal more, delve more into making products and grow into big businesses and compete with big corporations and be forward-looking."

Best Wishes

Seapei Mafoyane | SBU CEO



“We have been in the forefront of responding to the challenges faced by small black-owned companies such as low levels of success and barriers to market entry. SBU is proud of the progress made by our clients and are honoured to be part of their journey to success. These awards symbolise our commitment and dedication to recognising success and the future of South Africa’s leading black entrepreneurs”.

Seapei Mafoyanne | SBU CEO

Top performers recognised at the 4th Annual Shanduka Black Umbrellas National Enterprise Development Awards



Shanduka Black Umbrellas hosted its 4th annual National Enterprise Development Awards on the 30th June 2016 at Summer Place in Sandton. The awards were hosted by the CEO - Seapei Mafoyanne and the COO - Emmanuel Mdhului. The Deputy President of the Republic of South Africa, his Excellency Cyril Ramaphosa delivered the keynote address as the chairman of the Cyril Ramaphosa Foundation. The event was attended by captains of industry across all sectors of the economy.

The prestigious awards were a platform to showcase the excellent progress made by South African black entrepreneurs who are at the forefront of transforming the SME sector. Each year the competition grows stronger and the bar is set higher in terms of performance criteria. These awards are SBU’s annual hallmark celebration to showcase the wonderful achievements of some of the most exemplary small and medium businesses that are making entrepreneurship work.

Most notably, the awards are about recognising the achievements of SME clients within the Shanduka Black Umbrellas incubators. Qualifying businesses in full incubation across the SBU eight incubators are selected and evaluated.

These awards are preceded by eight regional Enterprise Development Awards around the country.

Seapei Mafoyanne, SBU CEO congratulated all the finalists and winners and said “we have been at the forefront of responding to the challenges faced by small black-owned companies such as low levels of success and barriers to market entry. SBU is proud of the progress made by our clients and are honoured to be part of their journey to success. These awards symbolise our commitment and dedication to recognising success and the future of South Africa’s leading black entrepreneurs”.

Mafoyanne also acknowledged the following companies for the collaborative partnership and contribution they continue to make towards the support of 100% black-owned businesses: Transnet, Lonmin, The National Treasury(The Jobs Fund), Exxaro, Anglo Sebenza, Mitsubishi Hitachi Power Systems Africa, and Sanlam to name a few.

SBU also acknowledged the following companies who sponsored prizes for the National Enterprise Development Awards: African Pride, Mount Grace, Bytes Technologies, the Cyril Ramaphosa

Foundation, Regenesys Business School and Travel with Flair. The total prize pool for the awards was valued at more than R500 000.

The overall national winner award for the night went to Hula Minerals Processing and Engineering from the Lephalale Incubator. The award was presented to a business that has shown great achievement in all aspects of incubation. They were also the Best Shanduka Black Umbrellas Ambassador award. This company also received a fully paid MBA scholarship from Regenesys Business School worth over R200 000.

Hula Mineral Processing and Engineering is an outsourced plant

operation and maintenance company which was established in 2007. Their vision is to attract black professionals into the field of mineral processing and engineering. The company currently employs 149 professionals and is set to shape the future of the mineral processing and engineering industry.

Modi Mining, a diversified mining services provider, received the **Best Performing Company award**, and Kopedi Business Enterprises a company offering comprehensive services in construction and civil works walked away with the **Most Jobs Created award**.



Mr Cyril Ramaphosa, Deputy President of the Republic of South Africa and Chairperson of the Cyril Ramaphosa Foundation



Left: Ms Seapei Mafoyane congratulating Alfred Masekoameng from Kopedi Business Enterprises receiving the award for "Most Jobs Created", Mr Cyril Ramaphosa, Mr Emmanuel Mdhuli (Right)



Left: Ms Seapei Mafoyane congratulating Mr Sam Molefi of Modi Mining as he receives Best Performing Company award, Mr Cyril Ramaphosa, Mr Emmanuel Mdhuli(Right)



The awards saw some of the best performing black-owned enterprises in the region celebrated for their business achievements and their contribution towards an increment of successful entrepreneurs in South Africa.

1. Seapei Mafoyane, SBU CEO,
2. Sharifa Osman of S Osman Stationers CC (trading as Exquisite Stationery) who was awarded 2nd place for Best SBU Ambassador
3. Miranda Soyizwapi of Khunga Distributors (trading as Smart Energy) who was awarded 2nd place for Best Performing Company and 1st place for Most Jobs Created
4. Indipile Golimpi of Sacio Trading Enterprise CC who was awarded 2nd place for Most Jobs Created
5. Christopher Mathobie of Blast 24/7 CC who was awarded 1st place for Best Performing Company
6. Mukovhe Ratshitanga of Oribbi Engineering and Management who was awarded 3rd place for Most Jobs Created
7. Jerome Eckles, SBU Cape Town Regional Manager

Cape Town Regional Awards

Highlights from the Regional Awards

In the month of May we saw the regional awards aimed at recognising achievements in each of the eight SBU incubators across the country gain momentum.

The awards saw some of the best performing enterprises in the regions celebrated. These awards are milestones that celebrate the hard work and dedication that goes into building passionate and impact-generating businesses.



Pretoria Regional Awards left to right Sipehelele Tom, Mosa Seseane, Nyasha Dzumbunu, Kearabetswe Mokoka, John Ntai, Gabriel Sebothoma



Lephalale Regional Awards: 1st Place Winner - Most Jobs Created - Abel Masekoameng - Company, Kopedi Business Enterprise



Mooiwoo Regional Awards: Hanellie Van Der Walt, Charity Dangwa on behalf of Oscar Molaba, Emmanuel Mdhului



Lephalale scoops 2016 incubator of the year award

We congratulate the Lephalale incubator in Limpopo which took the Incubator of the Year Award for outstanding performance in the calendar year 2015. The incubator is anchored by Exxaro, Anglo Sebenza, and Hitachi Power Systems Africa, and currently has 34 companies incubated including the overall winner of the 4th National Enterprise Development Awards - Hula Mineral Processing and Engineering.

Precious Tshabalala, the General Manager for the Inland Operational teams received the award on behalf of her team in the Lephalale region. Precious thanked her team members and said, "The award is dedicated to all the Lephalale staff members. I have to thank my team for their hard work and determination. They have shown that they can achieve anything. If it can happen in Lephalale in a small town where there is very little infrastructure development as compared to metros like Johannesburg and Pretoria, it can happen anywhere".

Precious concluded by saying, "We try and meet the expectations of SMEs and we support them in the best way possible and in turn we learn a lot from them." She commended all entrepreneurs and she reiterated that Shanduka Black Umbrellas is very proud to be part of their journey.



Precious Tshabalala, General Manager-Inland Operations receiving the Incubator of the Year Award



Collage of National Enterprise Development Awards





Richard Etemesi and Emmanuel Mdhuli handshake

“We are proud to launch this training which is a first of its kind in South Africa in partnership with Shanduka Black Umbrellas...”

Richard Etemesi | Standard Chartered Bank South Africa and Southern Africa CEO



Enhancing financial literacy levels amongst South African entrepreneurs

On the 10th June 2016, Shanduka Black Umbrellas (SBU) and Standard Chartered joined forces to launch a financial literacy curriculum to benefit business owners registered with SBU. The programme is targeted at non- bank client micro and small business owners.

Speaking at the launch of Financial Education for Entrepreneurs at Shanduka Black Umbrellas Rivonia, Standard Chartered Bank South Africa and Southern Africa CEO - Richard Etemesi was quoted saying, “We are proud to launch this training which is a first of its kind in South Africa in partnership with Shanduka Black Umbrellas. Helping to empower indigenous-owned businesses in South Africa with basic financial literacy is absolutely critical in supporting to make the difference between their success and failure. As a bank, we are uniquely

positioned as subject matter experts to play a leading part in empowering micro and small business owners.”

The Financial Education for Entrepreneurs curriculum covers topics that range from business planning to cash flow management. This is the bank’s community programme launched in 2013 and is currently active in 11 markets across our footprint. To date, the programme has reached over 1 200 micro and small business owners in its other markets.

The COO of Shanduka Black Umbrellas - Emmanuel Mdhuli said, “it is indeed an honour to have Standard Chartered aboard as a partner in learning. We are always truly thankful when corporates invest in the future of South Africa through entrepreneur development. This programme not only addresses these

critical financial literacy gaps but provides crucial life skills to our clients and ensures sustainability for the future. On behalf of Shanduka Black Umbrellas, a very big thank you to the Standard Chartered team for being an interested partner in learning”.

The modules under the Financial Education for Entrepreneurs curriculum will be delivered by employee volunteers who are given three working days volunteering leave by the Bank. In time, the intention is for the Shanduka Black Umbrellas trainers to deliver these modules to clients after undergoing a ‘train the trainer’ session conducted by Standard Chartered Bank.

For more information about the Financial Education For Entrepreneurs programme please contact Kim Willoughby, National Training Manager on kimw@blackumbrellas.org

WorkBook Campaign Winner Announced

Mbali's Construction and Fencing from our Durban incubator is the proud winner of the 2016 Work Book Campaign. This campaign saw all regions getting charged up and working around the clock to encourage clients to submit completed workbooks for the financial year ending June 2016. A big thank you to all clients who participated in the campaign and submitted workbooks from all our respective incubators. The prize includes:

- 1 month business advertising on the SBU Website and a branding exercise which includes;
- brand consultation,
- logo (re)design, letterhead and
- email signature design.



Mandela Day

Every year on 18 July, Mandela Day is celebrated globally in honour of the late Madiba with the aim of building a global movement for good. Citizens around the world give 67 minutes or more of their time to serve their communities to change the world for the better. In a bid to mark Mandela Day, the SBU Durban incubator visited Qinisani High School in Bhamshela on 25 July 2016. The team spent their time cleaning and beautifying the school. "We chose this school because our focus has expanded to not only to engage with urban communities but to rural communities as well." said Nomusa Mkhamba, Durban Regional Manager.

The Lephalale team spent Mandela Day at Tshesebe Primary School on Friday the 22nd July 2016. Activities included, a motivational talk about the importance of education and entrepreneurship including a fun and informal mini talent show where the kids entertained

the audience with their original compositions of Mandela songs. The team also addressed about 36 aspiring entrepreneurs from the community about the SBU programme and donated school shoes to the identified orphaned and abandoned kids.

"A special thank you goes out to Mooncloud44, Boraro Mmogo, Debar Ceramics, Excellent Examples, Hula Minerals, BTS, Setumishi, and RTJ Tech Telecoms for their generous contributions. Through your contributions we were able to serve over 200 meals to the children aged 5-16 and donated 103 pairs of school shoes including food parcels for the school feeding scheme. May we all aspire to emulate the servant leadership shown by Madiba by all becoming servant leaders ourselves," remarked Mathebe Mhlongo, Lephalale Enterprise Development Manager.



Before



After

Mandela Day pictures

New Appointments

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



Lillian Mlambo, National Communications Manager

Lillian has vast communications experience having worked in the communications field for over 15 years. Her expertise includes the development, management and the implementation of integrated communications, PR, media and brand strategies. She holds a 3 year tertiary qualification in Public Relations Management from the University of Johannesburg.



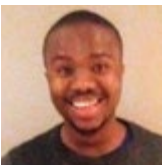
Mathebe Mhlongo, Enterprise Development Manager- Lephalale

Mathebe holds a B.Com Degree in Economics from the University of Pretoria and is a member of the Chartered Institute of Purchasing & Supply. She has extensive experience in enterprise and supplier development and she previously worked for Mckinsey & company and Transnet SOC LTD.



Sifiso Thela, Bookkeeper - Johannesburg

Sifiso holds a B.Com Accounting Degree from the University of Johannesburg and is currently studying towards a CIMA Diploma in Management Accounting. Whilst at the Treten Group, Sifiso was responsible for preparing trial balances and reporting on the financial performances for four companies within the group.



Solomon Thwala, Bookkeeper - Johannesburg

Solomon holds a National Diploma in Accountancy from the University of Johannesburg. His work experience includes being as a store promoter, treasurer of one of University's society and as a finance Intern at Lesedi Local Municipality. This will stand him in good stead in problem solving skills, critical thinking, leadership skills and communicational skills.



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WINNER:
2015 National Business Incubation Association
Randall M. Whaley Incubator of the Year Award
"The highest honour a business incubator can achieve"

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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 kimw@blackumbrellas.org