

**shanduka
blackumbrellas**

“As we forge ahead with a renewed sense of focus for growth, change and innovation in the small business development landscape, we look forward to a fruitful year ahead.”

Seapei Mafoyane | SBU CEO



HIGHLIGHTS | In this Issue...

Small business owners graduate from the Shanduka Black Umbrellas full incubation programme	Intellectual Risk Emergency Safety Solutions help Harties boaters to service fire equipment	Richards Bay Global Entrepreneurship Celebration a raving success	Botsalanong Traders gets 20k seed capital to kick-start business idea
FuelServe Petroleum branches out into Africa	Mooinooi celebrates women entrepreneurs	Recycle 1 st – saving the environment & making a profit	ESD Contributions

A WORD FROM OUR CEO

2016 was an incredible year and saw us reach the significant milestone of R1 billion turnover that has been collectively generated by our SMEs. We are proud to mark this extraordinary milestone and we are even more excited about the 2017 prospects.

We began rolling out a PR campaign in the middle of November to celebrate this achievement and we have received good feedback. In December we had an insert in the City Press and we also participated in a promotion in Entrepreneurship Magazine. We also had placements in various billboard sites in Johannesburg, Cape Town and Durban.

We are proud to announce that we have recently honoured five small businesses who graduated from our three year full incubation programme. These businesses have collectively generated more than R60 million in turnover and created employment opportunities for more than 100 people. We are optimistic that these black-owned businesses will continue to be meaningful players in the economy and can grow and reinvent and continue to contribute to the SA economy.

Our graduate businesses serve as excellent examples of what we can achieve when we work together to empower entrepreneurs. As the year unfolds we look forward to seeing more graduates

from the Shanduka Black Umbrellas programme. This validates our mission of addressing the high failure rate of small black-owned enterprises.

According to Helen Keller, author and political activist and the first deaf-blind person to earn a Bachelor of Arts degree, “The only thing worse than being blind is having sight but no vision”. This year we are looking forward to helping more businesses thrive and that is what drives us. We will continue to act as a conduit through small business development to help South Africa to create jobs and to change lives. We are gearing up to reach the R2 billion turnover milestone.

As we forge ahead with a renewed sense of focus for growth, change and innovation in the small business development landscape, we look forward to a fruitful year ahead.

Best Wishes

Seapei Mafoyane | SBU CEO

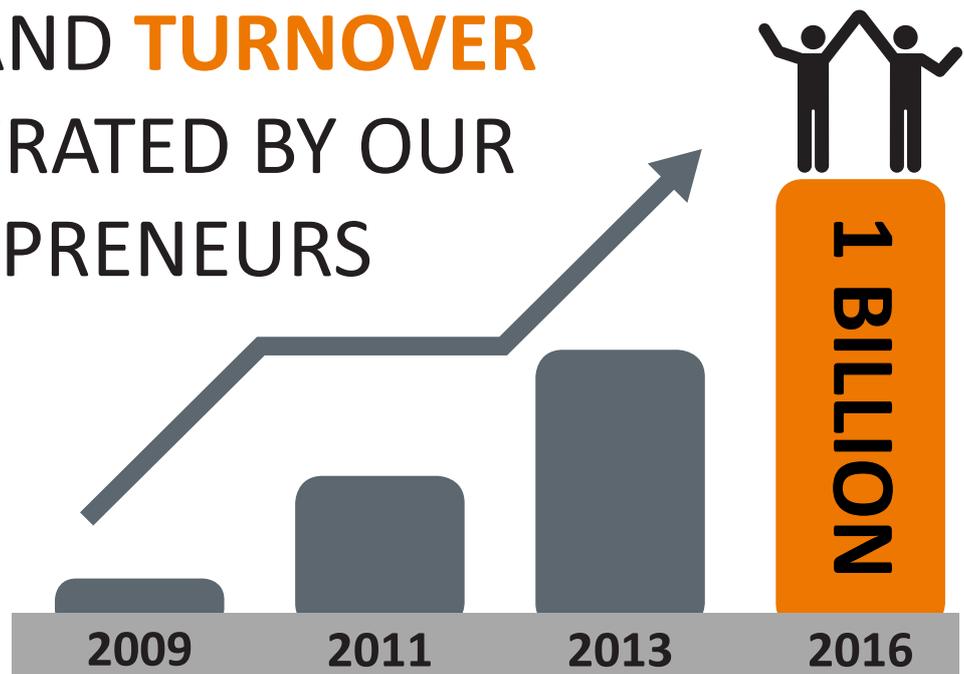
Shanduka Black Umbrellas celebrates...

1 Billion RAND
Turnover
Billion more
Opportunities



to grow South Africa

ON 20/10/2016 **ONE**
BILLION RAND TURNOVER
WAS GENERATED BY OUR
ENTREPRENEURS



1 Billion Rand Turnover

Billion More opportunities to



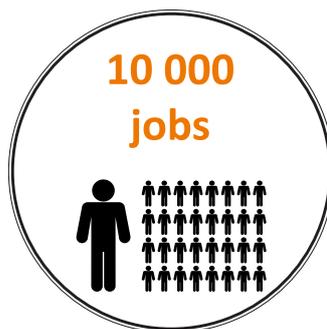
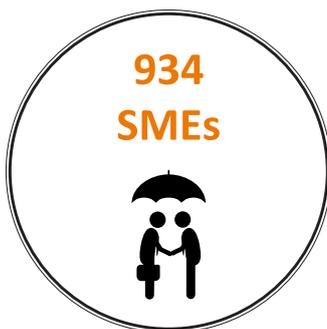
10 000 LOCAL JOBS

R63 MILLION IN TAXES PAID BACK TO THE FISCUS

R260 MILLION PAID IN SALARIES



SHANDUKA BLACK UMBRELLAS TURNING 1 BILLION RAND TURNOVER INTO 1 BILLION OPPORTUNITIES





Left to Right: Langa Nxumalo (Ceracure), Dorian Engle (NERM Applications & Testing), Hazel Gunguta (Ceracure), Bongile Tsotetsi (Hamisa Group), Precious Tshabalala (General Manager - Inland Operations), Sam Sekgolea (Timekeeper), Tumisho Sedibe (JHB Enterprise Development Manager), Reginald Nkosi (NERM Applications & Testing), Siphelele Ndlovu (PTA - Regional Manager) and Emmanuel Mdhuli (COO)

Shanduka Black Umbrellas (SBU) Johannesburg and Pretoria recently hosted a graduation ceremony for small business owners who have successfully completed the three year business full incubation programme.

Small Business Owners Graduate from the Shanduka Black Umbrellas Full Incubation Programme

Shanduka Black Umbrellas (SBU) Johannesburg and Pretoria recently hosted a graduation ceremony for small business owners who have successfully completed the three year business full incubation programme.

Four of these enterprises: Ceracure (Pty) Ltd, Nerm Applications and Testing (Pty) Ltd, Timekeeper Holdings and Hamisa Group joined the SBU Johannesburg incubator in 2013 and have each won numerous enterprise development awards over the past three years as recognition for their hard work and commitment.

Indalo Architecture & Design joined the SBU Pretoria incubator in February 2012 and was also a winner of the 2015 Best SBU Ambassador of the Regional Enterprise Development Regional Awards and a finalist at the 2015 National Enterprise Development Awards.

The businesses who graduated represent a wide variety of industries and businesses including the supply of Welding and Safety Equipment, personal protective equipment (PPE) and clothing, electrical accessories and products. The industries include electrical engineering, construction, architectural design and project management.

Shanduka Black Umbrellas Chief Operating Officer (COO) Emmanuel Mdhuli joined Precious Tshabalala (General Manager -Inland Operations), Siphelele Ndlovu (PTA – Regional Manager) Tumisho Sedibe (JHB – Enterprise Development Manager) and Zanele Gallacher (PTA – Enterprise Development Manager) at the

ceremony to congratulate the business owners. The event was also attended by some of the SBU mentors who were instrumental in the entrepreneurial journey of the businesses.

The business owners gave moving speeches on their entrepreneurial journey and the contribution SBU has made to their businesses and lives. In particular, Dorian Engle, one of the business owners, and representative of NERM Applications and Testing, shared a few insights gained from being part of the SBU programme. “Winning the 2014 SBU National Awards provided us with a networking platform for our business” said Engle.

The business is also grateful for “meeting with fellow likeminded entrepreneurs in the programme with a common passion. The wealth of experience gained during our workshops, especially the Charles Maisel one where we were channelled to think dynamically and innovatively.” Dorian said.

The combined turnover generated by these graduates was more than R60m and employing close to 100 people. “Empowered through the Shanduka Black Umbrellas business development and incubation programme, the businesses graduating demonstrate the positive impact small business growth can have on the economy and their communities” said Emmanuel Mdhuli, Shanduka Black Umbrellas COO. “These are graduates who are concerned about growing the economy and creating jobs and we have no doubt that they will continue on that trajectory” he added.



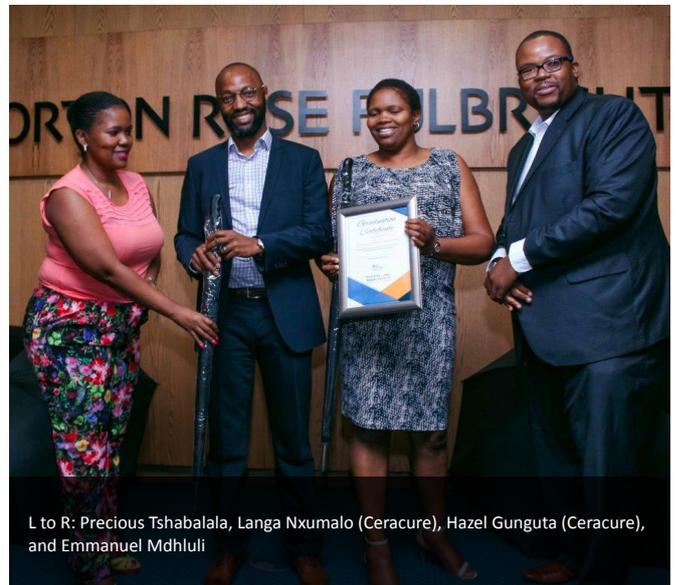
Precious Tshabalala, SBU General Manager: Inland Operations addressing the guests



L to R: Precious Tshabalala, Millicent Murovhi (Hamisa Group), Bongile Tsotetsi (Hamisa Group), and Emmanuel Mdhuli



L to R: Precious Tshabalala, Reginald Nkosi (Nerm Applications and Testing), Dorian Engle (Nerm Applications and Testing), and Emmanuel Mdhuli



L to R: Precious Tshabalala, Langa Nxumalo (Ceracure), Hazel Gunguta (Ceracure), and Emmanuel Mdhuli



L to R: Precious Tshabalala, Sam Sekgolea (Timekeeper Holdings), and Emmanuel Mdhuli



FuelServe Petroleum branches out into Africa

In just over two years since joining the Shanduka Black Umbrellas programme, Fuelserve Petroleum has grown tremendously and is now at QSE (Qualifying Small Entity) level. This means the business is now generating an annual turnover of between R10 million and R50 million. Having started operations in 2014, the business now has a fuel distribution wholesale licence and two bunkering licences at the port of Port Elizabeth and Port of Ngqurha.

In October 2016 the business purchased a fuel tanker worth R2.7 million, integrating backwards in the value chain; this has created another income stream for its logistics division.

When Fuelserve started in 2014, Zambia was one of the first markets that it identified but, the business could not exploit the opportunity then due to capital constraints. Fuelserve could not meet the strict cash on delivery terms required for all transactions as it did not have access to sufficient working capital. As soon as Fuelserve had access to the much needed working capital reserves, relationships with partners, customers and

suppliers were reactivated. An initial order of 160 000 litres of fuel has already been placed with the business, which equates to four truck loads. In the long-run Fuelserve is expected to deliver these volumes on a weekly basis.

Although the profit margins differ from customer to customer, the Zambian market offers better profit margins than in South Africa. Entry to this market also offers investment opportunities in both wholesale and retail.

Administration and execution for the Zambian office will take place in the Port Elizabeth head office, presenting an opportunity for development and better earnings for the current employees. "We are delighted about this milestone and at the huge business growth of Fuelserve. This is a first for SBU Port Elizabeth; we are excited that one of our client businesses is branching out to Africa." remarks Nomaxabiso Klaas, SBU Port Elizabeth Regional Manager.

Intellectual Risk Emergency Safety Solutions helps Harties boaters to service fire equipment

Following a recent unfortunate incident of the fire outbreak on a cruise boat in Hartbeespoort Dam which left four women dead, Intellectual Risk Emergency Safety Solutions (IRESS), a client business in Mooinooi recently did a good deed.

Business owners, Elias Tlape and Andre Kruger took a social responsibility decision to supply and maintain fire extinguishers and other equipment for boats operating at the dam free of charge. Amongst other things, IRESS provides services in various disciplines of occupational health and safety. The company also supplies and maintains fire extinguishing equipment and does the installation of safety regulations sign boards. We applaud IRESS for displaying good corporate citizenship.



Some signage and fire equipment servicing done by IRESS

Mooinooi celebrates women entrepreneurs



Women join Lonmin and SBU Mooinooi for women entrepreneurship celebrations

Lonmin and Shanduka Black Umbrellas (SBU) recently hosted an event at Lega Roi in Mooinooi to celebrate women entrepreneurs. The event was graced by 22 women and the theme was to highlight the milestones achieved by women in entrepreneurship.

Discussions that were ignited around the table include money management, and striking the balance between family life and professional life. Lonmin procurement professionals, Hannelie Van Der Walt, Antonette Hunter, Lawreen Kutch and Rita Gopalgister, presented on opportunities at Lonmin and also shared business advice with the ladies.

The event was also a great networking opportunity as the ladies got to network with each other and also benefitted from the presentations. "We would like to thank Lonmin who partnered with us to uplift and pamper our women entrepreneurs," says Wendy Ngobeni, SBU Mooinooi Enterprise Development Manager.



Monique Grobler, SBU RichardsBay Enterprise Development Manager with competition winner: David Khwela, Owner of FMC Engineering

Richards Bay Global Entrepreneurship Celebration a raving success

SBU Richards Bay celebrated Global Entrepreneurs week on the 17 November by hosting a Procurement Workshop at the Premier Hotel Richards Bay. The workshop comprised of speakers from Transnet Engineering and the Zululand Chamber of Commerce and Industry. Transnet Engineering presented on procurement policies and procedures of the entity including opportunities within the division.

In addition to the workshop, attendees also participated in an Elevator Pitch competition. Participants were given 60 seconds to pitch their business in line with the Business model canvas to a panel of judges. We commend the judging panel, representatives from Transnet, SBU and the Zululand Chamber of Commerce

who comprehensively assessed the elevator pitches of the small business owners who were in attendance.

David Khwela of FMC Engineering is the winner of the Richard Bay Elevator Pitch competition walking away with a prize to the value of R35000. This includes a three month Bootcamp that will develop his skills as an Entrepreneur and assist him to understand and develop his company's business goals, strategic objectives and assist him with the drafting of a bankable business plan. "We would like to commend all the brave and courageous business owners who participated in the competition" commented Monique Grobler, SBU Richards Bay Enterprise Development Manager.



Lephalale best innovative business idea winner (Peter Senoamadi from Botsalanong Traders) is seen here holding a cheque flanked by other entrepreneurs.

Botsalanong Traders gets 20k seed capital to kick-start business idea

November 2016 saw Shanduka Black Umbrellas and Exxaro Grootegeluk running an innovators and start up competition to cultivate entrepreneurial drive in the Lephalale region ahead of the Global Entrepreneurship Week, the world's largest celebration of entrepreneurs.

Members of the community from the Lephalale region and surrounding areas were invited to share innovative business ideas with the prospect of obtaining finance to start or expand their business ideas.

Out of the 14 Innovators and start-ups who submitted their business ideas for considerations, 10 were shortlisted and were given an opportunity to pitch to a panel made up of representatives from Medupi Leadership Initiative, Exxaro, Lephalale TVET College and SBU.

"Thanks to Exxaro Grootegeluk, Hula Minerals Processing, Debar

Ceramics and Lephalale TVET College who continue to work with us in cultivating the culture of innovation and entrepreneurship in the Lephalale region," says Mathebe Mhlongo, SBU Lephalale Enterprise Development Manager.

Peter Senoamadi of Botsalanong Traders impressed the judges with his winning idea of opening an internet Cafe and Mobile ATM machine in Witpoort (Ga-Seleka) where villagers are forced to travel between 30 to 60 kms to access an ATM. Witpoort, is centrally located and easily accessible to scholars, graduates and other professionals or entrepreneurs in need of internet and ATM facilities. Peter received R20K worth of seed-capital to kick start his business venture.

Runners up of the competition: Puno Business (owned by Olivia Moila) walked away with a laptop while St. Vincent Pizza (co-owned by Vincent Magwai and Williamson Banda) received a Pre Incubation training voucher.

Adopt-a-School Foundation
FACT SHEET

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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

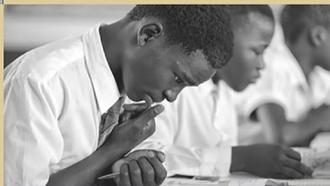
www.adoptaschool.org.za

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.

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

www.adoptaschool.org.za  (011) 592-6430

Support Our Cause



Become a Shanduka Black Umbrellas supporter

Never has it been more important for Corporate South Africa to play a meaningful role in Enterprise Development. Why not partner with us to develop qualifying black-owned businesses? We are suitably placed to develop a mutually beneficial programme to suit our entrepreneurs and to suit your business needs. Find out how you can support small business development through Shanduka Black Umbrellas and be a supporter of meaningful entrepreneurial activity in South Africa.

For more information please contact Lillian Mlambo on lillian@blackumbrellas.org



Recycle 1st team save the environment one recycling bag at a time

Recycle 1st – saving the environment whilst making a profit

How can any business save the environment whilst making a profit at the same time? We caught up with Recycle 1st, a company that joined the Shanduka Black Umbrellas (SBU) programme in July 2016. Anthea Fransman’s dream was spurred on when she discovered that there was no one collecting recycling from homes in the Northern Suburbs of Cape Town. She established Recycle 1st which presented her with an opportunity to go on an entrepreneurial journey with a brand promise to deliver a greener future for all.

When she finally made a decision that she wants to see business growth being injected in her company, her automatic choice was to contact SBU. She knew that enrolling into the SBU programme would afford her the much needed mentorship, knowledge and business development to grow her business. Anthea’s sheer determination and focus led her to being one of the few small businesses that were further selected for the SBU/Sanlam programme.

Over the past year Recycle 1st, has delivered a healthy turnover and good job creation. From one person’s dream of saving the environment and starting a small business, today Recycle 1st employs 25 people. “Shanduka Black Umbrellas has opened my eyes to the need to constantly monitor the performance of my business and to develop my leadership ability. They have also shown me that I can take greater risks,” says Fransman. From serving residential areas, the company has now increased its revenue streams to include businesses and apartment complexes.



Enterprise development contributions that count

It’s never too late to start making Enterprise Development (ED) contributions to Shanduka Black Umbrellas. You can 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



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0861 UMBRELLA



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 info@blackumbrellas.org