

The Eastern Cape
Development Corporation
in partnership with the
Nelson Mandela Bay
Business Chamber invite
you to celebrate the

2019/2020

**VIRTUAL ENTERPRISE
DEVELOPMENT
GRADUATION
*Ceremony***

**FRIDAY, JULY 31st
AT 12:00PM-13:30PM
ONLINE**



nelson mandela bay
BUSINESS CHAMBER



Connecting business. Stimulating progress.

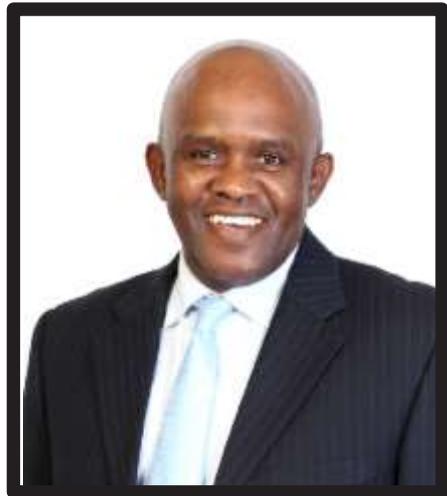
MENTORSHIP AND SKILLS DEVELOPMENT

The Eastern Cape Development Corporation (ECDC) would like to congratulate the graduates of the Nelson Mandela Bay Enterprise Development Programme. The programme, which began in the 2014/15 financial year, is now in its sixth phase. This empowerment programme has benefitted 151 businesses in the Nelson Mandela Bay region since inception.

The programme has assisted 23 graduates in the current phase. The businesses are involved in a variety of sectors such as downstream petroleum, construction/real estate, transportation, events management, accounting and tax.

ECDC is excited to form part of this empowering programme, which prioritises the competitiveness of businesses located in the Eastern Cape. This programme is an important undertaking in an ever-changing and competitive, global business landscape. This programme equips small businesses from the region, with the expertise and technical know-how to compete favourably with their global counterparts. This programme responds directly to ECDC priorities which include the promotion of integrated business-support interventions which should lead to the growth and sustainability of small enterprises.

The programme was rolled out over a period of nine months wherein enterprises were equipped in areas that included leadership, marketing and financial management. The training is conducted and assessed by the Nelson Mandela University Business School. Entrepreneurs are mentored by experienced mentors (eWatchdog) and the main focus of mentorship is on business growth. It is believed that through this initiative, skills of



**Mpumi Fundam, Senior Manager,
Enterprise Development ECDC**

participants are enhanced and thus contributing towards the sustainability of their business.

One of the advantages of this programme is that entrepreneurs get to participate in the broader Business Chamber networking sessions, thus increasing their network within the business fraternity. Businesses that have graduated will benefit from a one-year Business Chamber membership which is an additional benefit beyond the programme. ECDC believes that expanded networks will boost the profitability of the businesses.

IMPROVED COMPETITIVENESS AND MARKET ACCESS

The Nelson Mandela Bay Business Chamber is thrilled about the Enterprise Development Programme (EDP) Graduation ceremony of the 6th Phase in July, 2020. As the Business Chamber, we would like to express our gratitude to the Eastern Cape Development Corporation for their exceptional partnership with us along the ED journey from phase 1 until this current phase and the 2020/2021 new revised phase. A special thank you to the programme's other key partners, Nelson Mandela University Business School and eWatchdog - their commitment to seeing the programme through, as well their support, has been imperative to the success of this programme, as remarked by one of the graduates below:

“The impact the program has for Qe2 is to set on goal and stay focused on it. Goal setting has always been a hiccup for me.”

**-Amanda Qeque, Qe2
Creations**



**Prince Matonsi, Operations Manager:
Nelson Mandela Bay Business
Chamber**

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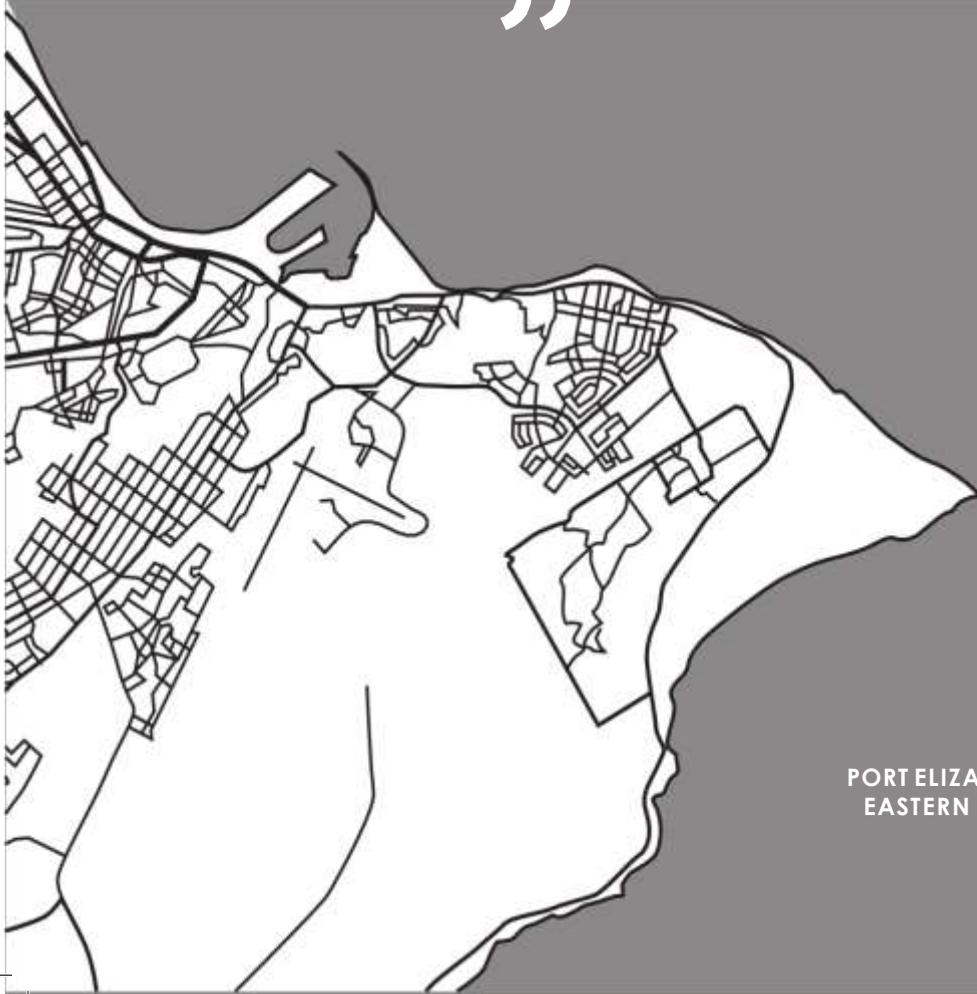
The common goal between the Business Chamber and the ECDC is the need for the programme to be enriching and produce tangible results and returns for the participants. The participants showed unshakeable commitment and have done exceptionally well, their commitment and diligence were evident throughout this phase of the ED programme and as a result, we are excited and looking forward to embark on the 7th phase of the programme in July 2020.

PARTNERING FOR GROWTH

In 2014, the Eastern Cape Development Corporation (ECDC) and the Nelson Mandela Bay Business Chamber (NMBBC) established a partnership to form an Enterprise Development Programme for the Nelson Mandela Bay Region.

The objective of the programme is to develop sustainable SMME's through an enabling creative enterprise development programme and facilitate the effective combination of skills development, coaching and mentoring. The combination of offerings on the enterprise development programme will empower the SMME's to run financially sustainable enterprises unlocking socio-economic development, through structured multi-level training, mentoring and linkage support.

This multifaceted programme combines mentorship and skills trainings to develop small businesses. The first intake was done in September 2014 with 31 participants.



PORT ELIZABETH
EASTERN CAPE

COMPETITIVE ENTERPRISE

The ECDC/NMBBC Enterprise Development Programme helps participants to understand the elements of being market ready, growing their businesses and creating sustainable jobs. This programme is encompassed with factors that offer an effective combination of mentorship and development whilst combining core and elective courses through classroom training, soft skills and informational workshops.

Participants in the programme commit to the following:

- Attend 80% of all the NMU classroom courses.
- Participate in 22 hours of counselling, mentoring and coaching.
- Attend 3 sessions x 1.5 Hour One on One mentoring sessions
- Attend 6 x 3 hour Group mentoring sessions
- Attend 8 Coffee Mornings – 2 hour sessions.

CORE COURSES

- Tender to Secure Business
- Tax Workshop for Business Owners
- Business Etiquette Workshop
- Creative Selling Techniques Workshop

SOFT SKILLS COURSES

- Empowering your Business
- Compliance and Tax Matters, SARS & Department of Labour
- Entrepreneurial Success and Access to Funding
- Marketing on a Shoestring Budget
- Securing Business Premises in the Metro
- Networking Session – Pitch to big businesses
- Speed Networking
- SME Pro Bono Services

WHAT YOU GET

All participants who complete the full nine months programme, with required participation:

- Receive a certificate during a graduation ceremony.
- Receive a year's free membership to Nelson Mandela Bay Business Chamber. This entitles them to participate in the Business Chamber's

events, such as coffee mornings, business breakfasts and various workshops, including soft skills training.

- Be promoted through Business Chamber platforms

Over the past three years the programme has benefitted 151 businesses in the Nelson Mandela Bay region



2019/2020 GRADUATE CLASS:

Congratulations to the ED Class of 2019/2020!!

ALMAR'S CANVASS t/a SA CANVAS

- Marlene MILLARD



"I found the course invaluable not only did I get insight as a business owner but I grew as a person. Betsy has the ability to make you think out of the box. Thank ECDC, Nelson Mandela Bay Chamber for this wonderful opportunity. It's a huge pity it's come to an END I met some awesome young people who will make us all proud."

AMABOPE SERVICES AND CONSTRUCTION

- Andile MABOPE



"Being part of the Enterprise Development Programme has helped my business. I learned a lot, the course from the NMU Business School and Coffee Morning sessions also had the best mentor, thank you for the opportunity."

DUNAMITE TRADE & PROJECTS

-Lindiswa BOYCE



“I would like to take this opportunity to express my gratitude towards the ED programme. When I started in this programme I had limited knowledge of how to run a business, how to prioritize, organise working business structures, managing finances. Consequently, by virtue of attending the ED Programme. I have learnt how to keep focused and tirelessly grow my business against all odds. Moreover, I have learnt how and what to prioritize as well as effective finance management skills. The programme has evidently opened my eyes to see the greater light, to gain & boost my confidence, to be doubtless. I am proud of what I have become. I am glad for the very day I decided to join the ED Programme.”

HIRE POWER

- Jeannine DICKIE



“Through this group we have formed a family, sharing resources, funding and legislative information, births and deaths, losses, and wins. The more “mature” members of the group (of which I am one), with the wisdom of hindsight because of time spent in the saddle, managed to share their experiences with the younger entrepreneurs. The reverse is also true. I’m also known as Mrs. English 😊 (an inside joke).”

IMPILO SOLUTIONS

- Marco HUMAN



"I want to start with my first discussion I had on the very first day of induction in 2019. Studying/participating in any business program, coupled with sound business mentorship, the involvement of the top class NMBM Business Chambers leadership, the world class academic guidance of the Nelson Mandela Bay University is simply a sought after business transaction. And then, the involvement of the ECDC, who willingly stepped in to facilitate the payment thereof, simply heroic. The monetary investment from the ECDC is legendary and I sincerely hope more entrepreneurs will benefit from this initiative. This is a business recipe for success. It provided me with subject-specific knowledge in areas such as marketing, our customers, financial transactions, how to read financial reports, operations, effective communication, the role of information technology, business policy and strategies. Thank you to all who made this journey possible."

JAMAL's HIRING SERVICES

- Feizal JAMAL



"Being part of the ED Leadership programme has helped my business tremendously. It has opened my eyes and mind to new opportunities and given me a better insight into the business world. It has helped me realise, as a small business owner, that I am not alone in the challenges that I face. The programme has helped me to identify my target market, how to look for opportunities for growth and has shown me how to implement these growth strategies. The ED Leadership programme has made a big difference to my small business. I thank you for allowing me the opportunity to be a part of this programme."

KINGSWORTH CIVILS & CONSTRUCTION

- Aviwe MINI



“My Impact on the programme was mind opening. I learnt a lot over the course of the program so much that I am thinking of opening my own business. The teachings and coaching I received was more than gold and will forever be great for all I learnt.”

KUYASA ACCOUNTING

- Akhona SANKQELA



“The program was very valuable to me and my company. It helped me understand my business better, to document my business strategies as well as how to identify potential markets. The mentorship with Betsy was even more important, after every session I had clarity on which steps to take to better grow my business. Betsy availed her advice without reservation. I am grateful to ECDC and the Chamber for this opportunity. I'd recommend it to any new business owner who's passionate about seeing their business grow.”

LEBOANG TRADING (Pty) Ltd

- Eunice MABUTHA



“The Enterprise Development opened my mind on how to run a business and attending all the sessions that I’ve managed to attend was a great success, Thank you, Business Chamber and ECDC.”

MHLANTLE PROJECTS

- Vuyiswa JELE



“My impact in the programme is to share the experience or the way of making my business to become successful and competitive.”

MJ GOBODO

- Mteto GOBODO



“Thank you to NMBBC and ECDC for the great opportunity, the programme has helped me a lot and I will forever be grateful for that.”

MOTIONS MULTI ENTERPRISE

- Zimasile MAHLASELA



“ED Programme teach alot of things about marketing and do things different for my business now I can special with Motions Multi Driving School, abbreviated as (MMD) was established on the 01 Sept 2017 and it's the new driving school. MMD is 100% owned by Mr. Zimasile Mahlasela, who is a young black male, who saw an opportunity to serve the clientele that needs a driving facility which meets all driving needs, today i know my new competitors and to have strategy of marketing, selling my services to the clients around me.”

NDIYAPHAMBILE TRADING

- Phakama MATSHAYA



"I am very honoured to be one of ED students, the program opened my mind on how to run a successful business, I remembered last when I started attending the program, I couldn't even know how to fill in the tender document, how to access funding and grants, because I was doing the business for my personal use. So I've learned a lot from the programme, how to market my business, to deal with customers, competitors, why am I in business, my goals and vision. I also want to thank my mentor for the training and skill, now my business is doing very well. Thank to ED program."

ONNERKOPPI FESTIVALS cc

- Gary GRADWELL



"The programme certainly had a significant impact on us and our business, the business plan and actually engaging with the 8 core areas. The lectures and exercises helped to clarify all our ideas and thoughts regarding the business, solidified them with sustainable plans and gave us proper direction. Going through each of these areas step by step I realised was absolutely crucial and I will continue to engage these steps to reassess this business on a regular basis."

PROVERBS EVENTS AND CONFERENCING

- Nolusindiso PIKOLI



“What I can say, I have had many highlights about the EDP program but one of the greatest highlights was when I was presented with the opportunity to pitch my business to the national banks, namely, FNB, Standard Bank, Absa and Nedbank as well as ECDC and Black Umbrella. I received such great feedback about my presentation and it also prepared me for another presentation I did not foresee after that with the PepperClub hotel in Cape Town which was another success and opened up more opportunities for my business. I am now preparing to do more presentations for prospect clients and I am getting stronger with my presenting skills. I will be forever grateful to the Chamber for that. Thank you.”

Qe2 CREATIONS

- Amanda QEQE



“The impact the program has for Qe2 is to set on goal and stay focused on it. Goal setting has always been a hiccup for me.”

R and K TELECOMMUNICATIONS & CIVIL

- Kimberlee LEWIS



“The ED programme equipped me to strategise and plan ahead in my business, in order to leverage off opportunities available, Betsy was truly amazing in challenging me to think outside the box and take up space. Additionally, the program exposed me to networking opportunities via the business chambers. Moreover, the facilitators at the business school all contributed in their own unique way and left me with knowledge that will be invaluable to my business growth. Lastly and certainly not least, it granted me the opportunity to build relations with really inspirational entrepreneurs.”

RENEW FEMININE HYGIENE

- Nadia SOLOMON



“The Enterprise development programme has had major impact in both my personal and professional life. In business, connections are the most powerful resource you can have - not only to further your business, but because the life of an entrepreneur is a lonely one. I’m very grateful to the EDP for bringing such good people into my life; whom I’ve learnt so much from. Together, we thrive.”

SALUBRIOUS EDUCATIONAL ACADEMY

- Nami SISEKO



"I have met a lot of business associates and friends that assist in my growth and enjoyed networking with other companies. The skills were on point and led me to other leaders in my industry. Thank you for the amazing opportunity."

SAVUWO (Pty) Ltd

- Wonga MABIZELA



"The program gave me hope in continuing with my journey as an entrepreneur just when I felt like giving up with business."

SBOKO TRADING (Pty) Ltd

- Ntombebhongo STETO



“I just want to say how grateful I am to ED for the opportunity to be part of the programme. The programme helped me to improve my business in so many ways. I am able to communicate with clients and employees. Advertise and Market my business. mostly I am able to write a business plan in my own and complete a tender document. The programme made me a better, more thoughtful person. To Betsy My Facilitator. Your positivity and encouragement brightened my days. You were always kind and understanding. You have been a Mentor, a support and guide to me. You've set a great example for me to follow. You've inspired me to always strive to do my best.”

SIPHUMELELE LIYA TRADING

- Sinethemba MANTSHONGO



“The Enterprise Development programme has been nothing short of great. It has helped my company Siphumelele Liya Trading by equipping me with the relevant business acumen. It has thought me some of the best background theory which will help my business to reach new heights of success, it further turned me from being a tenderpreneur to being a true entrepreneur in the true essence and scope of the word. The mentors which came with the program were excellent and very impactful to me as an individual. I have truly learnt a lot about business and I have had to delve in deeper into myself and find myself with regards to business. The Nelson Mandela Business Chamber' Enterprise Development served my company in an exemplary manner and I would always come back to be part of it.”

SIZUMI TRADING

- Nolukholo SAYI



“When I started with the programme I was on the verge of giving up and look for employment but that all changed our mentor and all the support we got from NMBBC ,experts in different fields were invited to present to us that helped me to clear question I had. Looking back to where I come and me now I can confidently say the programme had a positive impact in running my business and identifying opportunities around me , guess all the other things will fall to place as I go along.”

SMARTINS AGENCIES

- Siphosethu MARTINS



“Being part of the 2019/2020 Business Chamber ED program has been a blessing, the knowledge that I have gained from the Different facilitators and participants is phenomenal. It has broaden my thinking ability and has given me a platform to redesign and rethink my business strategies and business goals. I will forever be grateful.”

TATANA TRADING cc

- Xolile TATANA



"I have enjoyed and learnt a lot from the various stakeholders that have been invited to hold sessions with the group. The fact that the stakeholders came from different industries meant that we received empowerment in various aspects of our businesses. I am truly grateful for the opportunity. Thanks to the NMBBC & ECDC"

THAYANDAS (Pty) Ltd

- Ntombizanele SKOSANA



"The impact that the ED programme had in me was the wealth of knowledge and skills I gained to operate my business in a professional manner. The few mentoring sessions with Betsy have guided and steered me into the right direction on how to ensure that my business is sustainable. Thank you Betsy through you, I can safely announce that with the great colleagues that I have met, I now do have to find myself worrying about financial statements and SARS e-filing. I have learned a great deal. Thank you Business Chamber for Sinazo, the reminders and your efforts are not unnoticed and your professionalism has thought a thing or two."

THE RUNANGA GROUP

- Cheryl-Ann BOOYSEN



"As I journeyed this program I change my entering view.

Myself and my company did enter the 2019 \ 2020 ED Program. Both myself and company has grow on different levels through this program

My company was struggling I can safe to say my the reason I was not clear enough on my strategy. I learned how to plan a for current and growth. I entered a new phase the accreditation road and I am clear what sectors and my target market. Covid has come my planned did change slightly but the practical learning and growth of the program did prepare me to adjust.

My cashflow is strain due to covid but when that is sorted I can continue to implement my plans.

Personally I have grown more confident in myself and the path I have chosen."

TROUT BUILDERS

- Michelle TROUT



"The program learned me to focus and set meaningfull goals and take action as to how to achieve these goals by starting to take control as the wellbeing of your company starts with you.

Lay down a solid foundation and make use off skills to achieve your goals by starting to empower your staff it will give you more free time to concentrate on other issues leading to enhance your quality and customer service."

YANI CAPITAL

- Xolani YANI



“ED programme helped me in develop critical business-related skills such as: Leadership and managerial skills, Communication skills, Brainstorming, Time management, Business ethics and Writing skills, Public speaking and presentations it also helped my business: Writing comprehensive business plan, understanding different advertising platforms and creating effective business processes.”

ZIYANO HOLDINGS

- Ziyanda DUMALISILE



“The journey has been truly an inspiring one.

The programme has given us tools to sharpen our business strategy and really refine our business model, in turn that has given us more confidence to approach the relevant players in our industry and start building strategic partnerships that, are vital in our sector in order to build a reputable business.

I feel honoured to have been part of a group of such amazing entrepreneurs who are really passionate about the future of the Bay, I would love to see all the agencies responsible for business development really stepping Up to assist small businesses.”



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