

**Department of Economic Development and Tourism**

# **LISTING OF BUSINESS SUPPORT RESOURCES**



**2011**

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## Absa Agribusiness

Administrating Organisation Absa Bank - Corporate and Business Bank

### **General Information**

Provide Funding Yes  
Provide Assistance No  
Summary of Programme Loan funding is provided for Agribusiness. No training or mentorship is provided, but there is limited guidance on project implementation.

### **Funding Information**

Comments Minimum of R500 000.  
Total available in Programme There is no ceiling - it depends on the need  
Source of Funding Absa Bank  
Funding Classification Company

### **Programme Criteria**

Industry Agriculture with primary and secondary (value adding) is highly encouraged  
Business Requirements ITC listing and non -viable propositions  
Matching Funding 50% own contribution for land purchase

### **Application Procedure**

Feedback required Annual reviews for agribusiness clients  
Copy of Application form Hand collection and hand submission of the application  
Business Plan/Framework Required  
Description of Procedure Approach your local Absa branch with a viable business plan. They will refer you to an agribusiness branch if necessary. A banker will assist the client with the assistance of an agri-specialist.

### **Contact Details**

Contact Name Mr Mopai Mashatola  
Position Business Development Manager  
Telephone No. 011 350-0668  
Fax No. 082 457-2282  
Postal Address 3<sup>rd</sup> Floor, Absa Towers West, 15 Troye Street, Johannesburg, 2001  
Physical Address 3<sup>rd</sup> Floor, Absa Towers West, 15 Troye Street, Johannesburg, 2001  
Email Address mopai.mashatola@absa.co.za  
Website Address www.absa.co.za

## **Absa/KZN SMME Fund**

Administrating Organisation

Absa Bank

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Guidance on business plans and cash flow projections

Summary of Programme

Finance small businesses with loans ranging from R10 000 to R1, 5 million. Terms are 3 to 36 months.

### **Funding Information**

Maximum per Application

R1,5 million

Comments

Loans range from R10,000 to R1,5 million

Total available in Programme

R50 million

Source of Funding

Absa Bank and KZN Government

Funding Classification

Combination - Company / Government

### **Programme Criteria**

Exclusions

White businesses are excluded - must be 100% BEE

Region

Main business operations must be based in KZN

Industry

Excludes :Mining and oil exploration; Commercial property finance

Business Requirements

Must have an Absa Bank account and there must be full time involvement

Previously disadvantaged

BEE required

Other

Ownership, control and top management representation to be 100% BEE

### **Application Procedure**

Feedback required

Client to provide financial performance report monthly. Loans are subject to annual reviews.

Copy of Application form

Fax, post or e-mail

Business Plan/Framework

All loan applications handled at branch level

Description of Procedure

Pay outs for materials and equipment are done on submission of invoice, direct to supplier. Investments committee meet weekly to decide on application approval or decline.

### **Contact Details**

Contact Name

Mr Lucky Mabunde

Position

Provincial Fund Specialist

Telephone No.

031 309-5330

Fax No.

031 309-8814

Postal Address

P O Box 2952, Durban, 4000

Physical Address

127 Alice Street, Durban, 4001

Email Address

luckymab@absa.co.za

Website Address

www.absa.co.za

## Absa Invoice Clearing

Administrating Organisation

Absa Business Bank (a division of Absa Bank)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Free access to Absa Enterprise Development Centre Services across the country to get access to Boardroom facilities, Limited Internet access, Printer, Scanner, Telephone, Fax. Absa provides an Enterprise Growth Programme which provides a Non -Financial support mentorship guidance on business plans, marketing, sales, financial advice and cash flow projections.

Summary of Programme

It is a form of a reverse factoring facility which provides suppliers (SMEs) with quick and uncomplicated access to working capital between the date of invoicing and payment. When an SME delivers on a contract and submits an invoice for payment to the corporate or government entity and payment is to be effected in 60-90 days. Such supplier has an option to approach Absa to clear 80-90% face value of the invoice and repay once the corporate pays

### **Funding Information**

Maximum per Application

No limit, may vary in terms of entity's risk grading, turnover etc.

Comments

Loans range from R1,000

Total available in Programme

No limit

Source of Funding

Absa Bank

Funding Classification

Company

### **Programme Criteria**

Exclusions

No exclusion, The business activity is within the legal frameworks

Region

All provinces

Industry

All industries

Business Requirements

Once the application is approved the SME must have an Absa call account and provide cession of contract income

Matching Funding

Fund all groups regardless of their BEE status

Previously disadvantaged

Emphases is on emerging SMEs that lack securities or working capital

### **Application Procedure**

Feedback required

Corporate to share SME's performance trends with Absa as the ability to perform on the contract determines the ability to service the facility. Client to inform Absa regarding the changes on payment schedules or project timelines from a corporate perspective

Copy of Application form

Absa branch

Business Plan/Framework

Reliance on the validity of the contract/purchase order, cash-flows and projects timelines .

Description of Procedure

Once all documentations submitted, 5 working days for a decision. If approved another 3-4 working days for security preparation, in total pay-out can be done in less than 9 working days after submission of an application.

### **Contact Details**

Contact Name

Mr Mlandu Kona

Position

Business Analyst/Procurement Finance Schemes Administrator

Telephone No.

011 350 1175

Fax No.

086 5848 890

Cell/Other No.

082 527 7051

Postal Address

PO Box 7735, Absa Towers West, CBD, Johannesburg, 2000

Physical Address

Absa Bank, 2<sup>nd</sup> Floor, Absa Towers West, 15 Troye St, Johannesburg, 2001

Email Address

Mlandu.Kona@absa.co.za

Website Address

[www.absa.co.za](http://www.absa.co.za)

## **Absa-Small Business-Advisory-Centre**

Administrating Organisation Absa Bank

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Advisory services and guidance  
Summary of Programme The centre assists clients to draft business plans, provides guidance with cash flow and profiles, assists clients with the registration of their businesses and offers advice on the various funding schemes available within Absa. Training workshops on different business related topics e.g. financial management, marketing etc. are also available.

### **Funding Information**

Source of Funding Absa Bank  
Funding Classification Company

### **Application Procedure**

Copy of Application form Clients can visit the centre at any time  
Copy of Business Plan/Framework Available at the centre  
Description of Procedure Clients can visit the centre at any time and request to see an Advisory Consultant.

### **Contact Details**

Contact Name Rem Biyela  
Position KZN Centre Manager  
Telephone No. 031 309-5330  
Fax No. 031 309-8814  
Physical Address 127 Alice St (Johannes Nkosi St), Durban  
Email Address remb@absa.co.za



## **Absa Vendor Finance**

Administrating Organisation Absa Business Bank (a division of Absa Bank)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Free access to Absa Enterprise Development Centre Services across the country to get access to Boardroom facilities, Limited Internet access, Printer, Scanner, Telephone, Fax. Absa also provides an Enterprise Growth Programme which provides a number of non- Financial support mentorship guidance on business plans, marketing, sales, and financial advice and cash flow projections.  
Summary of Programme Vendor Finance solution is meant for SME suppliers that have a contract or purchase order with a participating corporate client or parasternal entity. Absa provides finance from the point a contract or purchase order is issued, to when invoices are received by the corporate or public entity.

### **Funding Information**

Maximum per Application R30m  
Comments Loans range from R1,000 to R30 000,000  
Total available in Programme No limit  
Source of Funding Absa Bank  
Funding Classification Company

### **Programme Criteria**

Exclusions No exclusion, the business activity is within the legal frameworks  
Region All provinces  
Industry All industries  
Business Requirements Once the application is approved the SME must have an Absa call account and provide cession of contract income  
Other Emerging SMEs that lack securities or working capital but they have a firm contract/purchase order with a corporate or public entity

### **Application Procedure**

Feedback required Corporate to share the SME's performance trends with Absa as the ability to perform on the contract determines the ability to service the facility.  
Copy of Application form To be provided by any Absa branch where the application is made  
Copy of Business Plan/Framework Reliance on the validity of the contract/purchase order, cash-flows and projects timelines and trading history between the corporate and the supplier  
Description of Procedure On submission of all documentations, 5 working days for a decision. If approved, 3-4 working days for security preparation, in total pay-out can be done in not more than 9 working days after submission of an application.

### **Contact Details**

Contact Name Mr Mlandu Kona  
Position Business Analyst/Procurement Finance Schemes Administrator  
Telephone No. 011 350 1175  
Fax No. 086 5848 890  
Cell/Other No. 082 527 7051  
Postal Address PO Box 7735, Absa Towers West, CBD, Johannesburg, 2000  
Physical Address Absa Bank, 2<sup>nd</sup> Floor, Absa Towers West, 15 Troye St, Johannesburg, 2001  
Email Address Mlandu.Kona@absa.co.za  
Website Address www.absa.co.za  
Date Last Updated 15/07/2011

## ACAT Integrated Livelihood Programme (ILP)

Administrating Organisation Africa Co-operative Action Trust (ACAT)

### General Information

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Training, mentorship, advice.  
Summary of Programme ILP empowers targeted rural entrepreneurs and their families to improve their quality of life through small profitable enterprises and by stimulating local economic activities. Services include setting up Savings and Credit groups and training in business skills. Addresses the constraints of the rural family by:  
~Identifying and interacting with those that the community identify are poor.  
~Addressing home food security through home gardens.  
~Establishing survivalist start-up businesses thereby increasing economic activity.  
~Training and involving community volunteers.  
~Facilitating the establishment of community structures.  
~Bringing mainstream HIV and AIDS awareness into the programme.  
~Capacitating programme participants in life skills.  
~Exposing those that choose, to a Christian lifestyle.

### Funding Information

Maximum per Application Savings and Credit groups set their own rules and limits.  
Comments Experience has shown that Savings and Credit is a sustainable approach for the development of communities.  
Total available in Programme Each group builds capital for themselves (sustainable).  
Source of Funding From themselves (sustainable).  
Funding Classification Local CBO.

### Programme Criteria

Exclusions All participants are those identified as poor in the community.  
Region 6 district municipalities in KZN - see website [www.acatkzn.co.za](http://www.acatkzn.co.za)  
Business Requirements The programme sets requirements for each group.  
Matching Funding None.  
Previously disadvantaged All participants are the previously disadvantaged.

### Application Procedure

Window periods for applying Savings and Credit introduced after group establishment.  
Feedback required Feedback by ACAT Extension Officers and community structures.  
Copy of Application form Formed within the Savings and Credit groups.  
Description of Procedure The Savings and Credit groups set the procedures up themselves.

### Changes

Comments Experience has shown that Savings and Credit is a more sustainable approach for the development of communities than offering micro loans.

### Contact Details:

Contact Name Mr Geoff Morgan  
Position ILP Programme Leader  
Telephone No. 033 234-4223  
Fax No. 033 234-4033  
Postal Address P O Box 943, Howick, 3290  
Physical Address 1 Market Road, Lidgetton  
Email Address [acat@pixie.co.za](mailto:acat@pixie.co.za)  
Website Address [www.acatkzn.co.za](http://www.acatkzn.co.za)

## Ackerman Pick n Pay Foundation

Administrating Organisation

Pick n Pay

### General Information

Provide Funding

Yes

Provide Assistance

No

Summary of Programme

The foundation aims to make a measurable contribution to sustainable development skills by enhancing and developing skills and by supporting projects which encourage entrepreneurship, self-reliance and provide employment opportunities.

### Funding Information

Comments

The amounts vary depending on the need and nature of the application.

Source of Funding

Pick n Pay

Funding Classification

Company

### Programme Criteria

Exclusions

Projects that involve competitions, tours, political organisations, individuals and infrastructure

Region

The project must create jobs and must be within the borders of South Africa.

Matching Funding

Not a prerequisite but may be required

Previously disadvantaged

Depends on the fund i.e. the BEE Fund

### Application Procedure

Feedback required

Financial statements may be required on a regular basis depending on the project.

Description of Procedure

Submit a brief description of the concept and the requirements e.g. project goals and background, beneficiaries, sustainability details, performance indicators, timeline, costing etc. Following an initial assessment, if appropriate, an application form will be sent to the applicant.

### Contact Details

Position

The Manager

Telephone No.

021 658 1561

Fax No.

021 683 1136

Cell/Other No.

021 658 1000

Postal Address

P O Box 23087, Claremont,7735

Physical Address

Pick 'n Pay Office Park, 101 Rosemead Avenue, Kenilworth,7708

Website Address

[www.pnp.co.za](http://www.pnp.co.za)

## Apex Fund Capacity-Building Fund

Administrating Organisation Department of Trade and Industry (the dti/DTI) through South African Micro Finance Apex Fund (SAMAF)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Capacity building  
Summary of Programme The Apex Fund aims to alleviate poverty in rural and peri-urban areas, by working through financial intermediaries i.e. Financial Services Co-operatives (FSCs) and Micro Finance Institutions (MFIs). The Capacity-Building Fund is aimed at equipping and capacitating financial intermediaries with the requisite skills, systems and infrastructure development to enable them to operate efficiently. Funds are applied towards:  
1. training of board members, management and staff;  
2. developing management information systems for robust reporting;  
3. defined working capital (strictly for buying computers, desks and other useful office equipment);  
4. operational expenditure.

### **Funding Information**

Maximum per Application R5 million for Micro Finance Institution and R1 million for Financial Services Co-operatives  
Comments Funding only available to financial intermediaries. Negotiated between SAMAF and the intermediary.  
Source of Funding Department of Trade and Industry (the dti/DTI) through South African Micro Finance Apex Fund (SAMAF)  
Funding Classification Government

### **Programme Criteria**

Exclusions Individuals and consumption loans are excluded.  
Region Available to those in rural and peri-urban areas.  
Industry Finance  
Business Requirements Organisation must have been operating for 12 months.  
Previously disadvantaged Preference for women and youth.

### **Application Procedure**

Feedback required The nature of feedback required will be communicated.  
Copy of Application form Contact the KZN office  
Description of Procedure Contact the KZN office

### **Contact Details**

Contact Name Mr Thanda Madlala  
Position KZN Provincial Manager  
Telephone No. 031 309-5850  
Fax No. 031 309-5893  
Cell/Other No. 071 604 8996  
Postal Address P O Box 3983, Durban, 4000  
Physical Address c/o Seda-eThekwini, 101 Building, 127 Johannes Nkosi Street (Alice Street), Durban  
Email Address [thandam@samaf.org.za](mailto:thandam@samaf.org.za)  
Website Address <http://www.samaf.org.za>

## Apex Fund Micro Enterprise and Development Loan

Administrating Organisation Department of Economic Development through South African Micro Finance Apex Fund (SAMAF)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Capacity building  
Summary of Programme The Apex Fund aims to alleviate poverty in rural and peri-urban areas, by working through financial intermediaries i.e. Financial Services Co-operatives (FSCs) and Micro Finance Institutions (MFIs). The Micro Enterprise Development Loan is aimed at financial intermediaries for on-lending to their clients involved in micro enterprises. Favourable interest rates apply.

### **Funding Information**

Maximum per Application R40 million to Micro Finance Institutions and R10 million to Financial Services Co-operatives.  
Comments Aimed at financial intermediaries who are lending to micro/small income generating activities.  
Source of Funding Department of Economic Development through South African Micro Finance Apex Fund (SAMAF)  
Funding Classification Government

### **Programme Criteria**

Region Available to those in rural and peri-urban areas.  
Industry Finance  
Previously disadvantaged 80% of the funding must go to women, youth and the disabled.

### **Application Procedure**

Feedback required The nature of feedback required will be communicated.  
Copy of Application form Contact the KZN office  
Description of Procedure For your nearest financial intermediary, contact the KZN office. They will refer you to the closest agent in your area.

### **Contact Details**

Contact Name Mr Thanda Madlala  
Position KZN Provincial Manager  
Telephone No. 031 309-5850  
Fax No. 031 309-5893  
Cell/Other No. 071 604 8996  
Postal Address P O Box 3983, Durban, 4000  
Physical Address c/o Seda-eThekwini, 101 Building, 127 Alice St , Durban  
Email Address [thandam@samaf.org.za](mailto:thandam@samaf.org.za)  
Website Address <http://www.samaf.org.za>

## Apex Fund Savings Mobilisation

Administrating Organisation Department of Economic Development through South African Micro Finance Apex Fund (SAMAF)

### General Information

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Capacity building  
Summary of Programme The Apex Fund aims to alleviate poverty in rural and peri-urban areas, by working through financial intermediaries i.e. Financial Services Co-operatives (FSCs) and Micro Finance Institutions (MFIs). The Savings Mobilisation Fund is aimed at assisting Financial Services Co-operatives to grow their savings and loan book. Favourable interest rates apply.

### Funding Information

Maximum per Application R200 000 for stokvels and R1 million for Financial Services Cooperatives. An on-lending grant is also offered which 25% of the capacity building grant.  
Comments Available only to Financial Services Co-operatives and stokvels.  
Source of Funding Department of Economic Development through South African Micro Finance Apex Fund (SAMAF)  
Funding Classification Government

### Programme Criteria

Exclusions Loans for consumption purposes are excluded.  
Region Available to those in rural and peri-urban areas.  
Industry Finance  
Previously disadvantaged 80% of the funding must go to women, youth and the disabled.  
Other

### Application Procedure

Feedback required The nature of feedback required will be communicated  
Copy of Application form Contact the KZN office  
Description of Procedure Contact the KZN office

### Contact Details

Contact Name Mr Thanda Madlala  
Position KZN Provincial Manager  
Telephone No. 031 309-5850  
Fax No. 031 309-5893  
Cell/Other No. 071 604 8996  
Postal Address P O Box 3983, Durban, 4000  
Physical Address c/o Seda-eThekwini, 101 Building, 127 Alice St (Johannes Nkosi St), Durban  
Email Address thandam@samaf.org.za  
Website Address <http://www.samaf.org.za>

## Arts Development Funding Scheme

Administrating Organisation National Arts Council of South Africa (NAC)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Mentorship  
Summary of Programme Funding is provided across a wide range of arts to individuals, groups, institutions and companies, in order to promote the arts. The organisation must be formally registered - sole proprietors are excluded. Areas covered are: craft, dance, literature, music, theatre, visual arts and multi-discipline.

### **Funding Information**

Comments Amount in payable in one year  
Total available in Programme R68 million in 2011  
Source of Funding Department of Arts and Culture (DAC)  
Funding Classification Government

### **Programme Criteria**

Exclusions Sole proprietors and CC may be considered  
Region The arts  
Business Requirements The organisation must be formally registered as a Section 21, NPO or Trust  
Other An individual must be a South African citizen and over 18 years of age

### **Application Procedure**

Window periods for applying Closing dates are announced in the national media  
Copy of Application form Website: [www.nac.org.za/fundingApplicationForms.htm](http://www.nac.org.za/fundingApplicationForms.htm)  
Business Plan/Framework Website: [www.nac.org.za/fundingApplicationForms.htm](http://www.nac.org.za/fundingApplicationForms.htm)  
Description of Procedure Complete the appropriate application form and mail a hard copy to the office.

### **Contact Details**

Contact Name Ms Julie Diphofa  
Position Grants Manager  
Telephone No. 011 838-1383  
Fax No. 011 838-6363  
Postal Address P O Box 500, Newtown, Johannesburg, 2113  
Physical Address 66 Margaret Mcingana St (cnr Gwigwi Mrwebi), Newtown, Johannesburg  
Email Address [julie@nac.org.za](mailto:julie@nac.org.za)  
Website Address [www.nac.org.za](http://www.nac.org.za)

## Australia Africa Community Grant Scheme-AACGS

Administrating Organisation Australian International Development Agency (AUSAID)

### **General Information**

Provide Funding Yes  
Provide Assistance No  
Summary of Programme AACGS is intended to support community-based activities being implemented by non-government organisations that promote sustainable economic and social development. The key objective of the AACGS is to provide organisations in a broad range of African countries with access to funding for effective community level development activities.

### **Funding Information**

Min/Max Amount per Application AUD10,000 – AUD75,000  
Total available in Programme AUD 15million over 3 years (2011-2013)  
Source of Funding Australian Government  
Funding Classification International government

### **Programme Criteria**

Exclusions Applications from individuals and profit making organisations  
Business Requirements NGOs and NPOs must be registered in the countries in which they operate  
Other Government Departments and Agencies may apply under the flexible window

### **Application Procedure**

Feedback required Six-monthly progress report and acquittal followed by a completion report and full acquittal, within 60days of completion of the activity.  
Copy of Application form Obtainable through the Australian High Commissions in Africa.  
Description of Procedure Assessment and selection of projects under AACGS is at the discretion of the AusAID Section of the Australian High Commission in Pretoria. Funding requests are accepted throughout the year and selection meetings are held 3 times a year - details of the timing of selection meetings are available in the AACGS Guidelines obtainable from the Australian High Commissions in Africa.

### **Contact Details**

Office Australian High Commissions in Pretoria, Nairobi, Accra and Addis Abba  
Contact Name Anne Creux (Pretoria)  
Position Program Officer  
Telephone No. :+27 (0)12 423 6173  
Fax No. :+27 (0)12 342 4201  
Postal Address Private Bag X150, Arcadia, 0007  
Physical Address 292 Orient Street, Arcadia Pretoria  
Email Address anne.creux@dfat.gov.za  
Website Address www.usaid.gov.au



## **Black Business Supplier Development Programme (BBSDP)**

Administrating Organisation Department of Trade and Industry (the dti/DTI)

### **General Information**

Provide Funding Yes

Provide Assistance Yes

Nature of Assistance Business Development Services such as skills training, software development, marketing strategy, ISO etc. and Equipment, Machinery and Tools.

Summary of Programme The aim of the scheme is to grow Black-owned enterprises, 51% upwards black owned, have trading history over a year and be doing at least over R250 000 turnovers per annum. It is a cost sharing grant scheme for private sector firms to improve competitiveness, build capacity and improve productivity e.g. train managers, improve management systems such as ISO, build specialised skills for employees, and give marketing support and equipment, machinery and tools.

### **Funding Information**

Maximum per Application R1000 000 (Million)

Comments Business Development Services 80/20 cost sharing to max of R200 000 and Equipment, machinery and Tools 50/50 cost sharing to max of R800 000

Source of Funding Department of Trade and Industry (the dti/DTI)

Funding Classification Government

### **Programme Criteria**

Exclusions Working capital, land and building and vehicles

Region All regions

Industry All sectors except professional services like doctors

Business Requirements Registered company, minimum turnover R250 000 to Maximum turnover R35 million; operating at least 1 year; good growth potential; registered with SARS.

Previously disadvantaged Black ownership is a requirement.

### **Application Procedure**

Copy of Application form Website –[www.thedti.gov.za](http://www.thedti.gov.za), scroll to SMME Development, scroll to financial assistance, scroll to BBSDP; download the form, or contact regional office.

Copy of Business Plan/Framework Assisted by Accredited Network Facilitator by DTI

Description of Procedure Assisted by Accredited Network Facilitator by DTI to Complete the application form. Submit with a detailed business plan and a tax clearance certificate (from SARS) and give three proposals and quotes for each activity for which you are applying.

### **Contact Details**

Contact Name Mr Gabriel Makhonxa

Position Programme Manager

Telephone No. 012 394-1438

Fax No. 012 394-2438

Cell/Other No. 031-3053389 dti regional office

Postal Address Private Bag X84, Pretoria, 0001

Physical Address 77 Meintjies St, Sunnyside, Pretoria

Email Address [gabrielm@thedti.gov.za](mailto:gabrielm@thedti.gov.za)

## **Business and Arts South Africa (BASA) Supporting Grant Scheme**

Administrating Organisation Business and Arts South Africa (BASA)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance We assist arts project in their approach to business by helping them to understand the sponsorship environment and the needs of the private sector.  
Summary of Programme The supporting grant is the key device to attract corporate sector funding to the arts, whether as sponsorship or corporate social investment. The scheme provides marketing support for arts organisations to publicise their business partnership. It's important to note that the grants are not another form of public subsidy to cap budgets or to make up shortfalls but are very specifically linked to projects

### **Funding Information**

Maximum per Application We financially support and leverage the arts partnerships to maximum benefit.  
Comments .  
Total available in Programme R1.4 million per year (differs every year)  
Source of Funding Department of Arts and Culture (DAC) and private companies  
Funding Classification Combination

### **Programme Criteria**

Exclusions Film, seed funding, operational costs, salaries, acting fees, transportation, accommodation, rent etc for more exclusions please log onto our website [www.basa.co.za](http://www.basa.co.za)  
Industry Arts and Culture

### **Application Procedure**

Window periods for applying Six funding cycles per financial year  
Feedback required Report back to be submitted 1month after a project has ended.  
Copy of Application form Contact the BASA offices or access the forms at [www.basa.co.za](http://www.basa.co.za)  
Copy of Business Plan/Framework  
Description of Procedure Arts Organisations complete Form A and the Business Sponsor completes Form B. Do a comprehensive budget showing income and expenditure. Provide proof of registration. Applications must be submitted 12 weeks before the start of a project.

### **Contact Details of Public Agent**

Contact Name Business and Arts South Africa  
Position  
Telephone No. 011 447 2295  
Fax No. 011 447 2364  
Postal Address P O Box 962 Parklands 2121  
Physical Address 163 Jan Smuts Avenue, Parkwood 2193  
Email Address [info@basa.co.za](mailto:info@basa.co.za)  
Website Address [www.basa.co.za](http://www.basa.co.za)

## Business in Development (BiD) Challenge and BiD Network

Administrating Organisation BiD Network Foundation

### General Information

Provide Funding	No
Provide Assistance	Yes
Nature of Assistance	Mentorship and support
Summary of Programme	The BiD Network Foundation reduces poverty in developing countries by stimulating local private sector SMME-s. It provides an online platform for SME-entrepreneurs that link them with investors and with people who want to share their knowledge and expertise. Business plan competitions, 'Challenges', are often organised to award prizes and to get linked to investors.

### Funding Information

Maximum per Application	2M USD (no funding directly from BiD Network)
Comments	In addition to prize money, we bring entrepreneurs and their business plans to the attention of a portfolio of investors targeting entrepreneurs with a maximum financing need of 2M USD.
Total available in Programme	Since 2005, BiD Network successfully matched 90 businesses to investors with a total invested amount of 12M USD.
Source of Funding	Dutch Ministry of Foreign Affairs ( <a href="http://www.minbuza.nl">www.minbuza.nl</a> ) and Nationale PostcodeLoterij ( <a href="http://www.postcodeLoterij.nl">www.postcodeLoterij.nl</a> )
Funding Classification	Combination - International government / NGO

### Programme Criteria

Exclusions	The IFC Social and Environmental Exclusion List is excluded
Business Requirements	Any business entity that will realise a business plan - an NGO can participate if it aims to set up a business entity. The business should seek to be profitable in 3 years.
Matching Funding	10k – 2M USD
Other	No restriction, but the BiD Network Foundation focuses on support of SME businesses where the development impact per dollar invested is as high as possible. Development impact may be social, economic or environmental.

### Application Procedure

Feedback required	Every 6 months for 2 years.
Copy of Application form	Available from website - <a href="http://www.bidnetwork.org">www.bidnetwork.org</a>
Business Plan/Framework	Available from website - <a href="http://www.bidnetwork.org">www.bidnetwork.org</a>
Description of Procedure	First submit a short online business plan via the BiD Network website. Make yourself a profile ( <a href="http://www.bidnetwork.org/register">www.bidnetwork.org/register</a> ) and add a New Business Plan. This short business plan will be showcased at the BiD Network continuously, all free of charge. Next, we encourage entrepreneurs to write a full business plan (including elaborate financials). We provide clear and easy to use formats for this process.

### Contact Details of Public Agent

Telephone No.	+31 (0)20 7 555-000
Fax No.	+31 (0)84 8 300-022
Postal Address	De Ruyterkade 107, 1011 AB, Amsterdam, Netherlands
Physical Address	De Ruyterkade 107, 1011 AB, Amsterdam, Netherlands
Email Address	<a href="mailto:Info@bidnetwork.org">Info@bidnetwork.org</a>
Website Address	<a href="http://www.bidnetwork.org">www.bidnetwork.org</a>

## **Business Partners Limited**

Administrating Organisation      Business Partners Limited

### **General Information**

Provide Funding      Yes  
Provide Assistance      Yes  
Nature of Assistance      Mentoring, consulting and property management services  
Summary of Programme      Business Partners facilitates the funding of new businesses, takeovers, expansion programs, MBO~s and property projects. Investment ranges from R500 000 to R20 million.

### **Funding Information**

Maximum per Application      R20 million  
Total available in Programme      R980 million per annum (nationally)  
Source of Funding      Business Partners Limited  
Funding Classification      Company

### **Programme Criteria**

Exclusions      On-lending and primary agriculture are excluded  
Region      National  
Industry      All industries, except on lending and primary agriculture  
Business Requirements      Viability is the cornerstone of the investment decision  
Previously disadvantaged      Not a requirement

### **Application Procedure**

Feedback required      There is regular contact between the investment officer and the applicant  
Copy of Application form      Fax, write or see website  
Business Plan/Framework      Fax, write or see website  
Description of Procedure      To enable Business Partners to make an informed decision, a business plan is required. Once the viability of the project is investigated, a decision will be taken. Funding is normally over a period of 5 years. The price of the funding depends on the risk associated with the transaction.

### **Contact Details**

Contact Name      Mr Byron Jeacocks  
Position      Regional General Manager  
Telephone No.      031 240-7700  
Fax No.      031 266-7286  
Cell/Other No.      082 371-6558  
Postal Address      P O Box 636, Westville, 3630  
Physical Address      23 Jan Hofmeyr Street, Westville, Durban  
Email Address      bjeacocks@businesspartners.co.za  
Website Address      www.businesspartners.co.za

## **Business Skills in South Africa Foundation (BSSA)**

Administrating Organisation      Business Skills in South Africa Foundation (BSSA)

### **General Information**

Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Business skills training for SMME~s and training of business advisers
Summary of Programme	BSSA is a private sector agency established by Price Waterhouse Coopers and the National Industrial Chamber with the objective of supporting SMME~s to grow. This is done through business skills transfer to owner-managed businesses and to business advisers. The training includes SMME programmes (general business skills), the PRONET programme for manufacturers and the PROCESS programme for business advisers. Training is paid for by various funders.

### **Funding Information**

Source of Funding	Price Waterhouse Coopers, the National Industrial Chamber and various other funders.
Funding Classification	Combination

### **Application Procedure**

Description of Procedure	Contact Email: enquiry@bssa.co.za Mr David Mashamba, Chief Executive Officer or bssa@mweb.co.za at any time.
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### **Contact Details**

Contact Name	Mr David Mashamba
Position	CEO
Telephone No.	012 349-1777
Fax No.	012 349-2310
Cell/Other No.	082 881-2069
Postal Address	P O Box 74482, Lynwoodridge, 0040
Physical Address	Plantech Building, 17 Quintin Brand Street, Persequor Park, Pretoria
Email Address	david@bssa.co.za
Website Address	www.bssa.co.za

## Co-Operative Incentive Scheme

Administrating Organisation Department of Trade and Industry (the dti/DTI)

### General Information

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Cost Sharing Grant Funding  
Summary of Programme The Co-operative Incentive Scheme provides support to co-operatives in all sectors except the social sector, in the form of feasibility studies, market research, business development, production efficiency, technological improvement projects, machinery and equipment, and start-up costs at the discretion of the DTI. Land and building, costs associated with tendering, salaries and wages, and any other costs funded by the government or parastatals are excluded, as well as any other costs deemed by the Board to be non-qualifying. Financial support is for 90% of costs up to a maximum of R350, 000.

### Funding Information

Comments 90% of costs up to R350,000  
Total available in Programme R14 million per year  
Source of Funding Department of Trade and Industry (the dti/DTI)  
Funding Classification Government

### Programme Criteria

Exclusions Land and Building  
Region Preference to semi urban and Rural  
Industry Any sector except social and primary co-ops (not secondary co-ops)  
Business Requirements Must be a registered co-operative  
Matching Funding Minimum 10% from co-operative  
Previously disadvantaged yes  
Other Can use skills or other equipment that co-op owns as their 10% contribution

### Application Procedure

Copy of Application form DTI office by fax or email from the regional DTI office.  
Business Plan/Framework Included in guideline  
Description of Procedure Obtain a copy of the application form from a DTI office by fax or email. Complete the form - Seda will assist with the business plan, three quotations, minutes, tax clearance, CV-s etc. Submit to your nearest office.

### Contact Details

Contact Name Rajeshri Sardha  
Position Trade and Industry Advisor  
Telephone No. 031 305-3389  
Fax No. 031 305-2804  
Postal Address P O Box 3189, Durban, 4000  
Physical Address 135 Margaret Mncadi Ave (formerly Victoria Embankment), Durban (cnr Fenton Lane)  
Email Address rajeshri@thedti.gov.za  
Website Address www.thedti.gov.za

## Critical Infrastructure Programme

Administrating Organisation Department of Trade and Industry (the dti/DTI)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance The cash grant is made available to the approved beneficiary upon the completion of the infrastructure project.  
Summary of Programme The Critical Infrastructure Programme is an incentive to support the construction of infrastructure that enables an investor to undertake a defined fixed investment or expansion. The CIP will not fund the investment itself. The programme covers costs incurred directly in the design, installation, construction and erection of the infrastructure, as well as commissioning costs. It covers 10% to 30% of total infrastructure costs (see point scoring details in information brochure in the website [www.thedti.gov.za](http://www.thedti.gov.za)).

### **Funding Information**

Comments 10% to 30% of qualifying costs are funded  
Source of Funding Department of Trade and Industry (the dti/DTI)  
Funding Classification Government

### **Programme Criteria**

Industry Infrastructure (road, rail, electricity, telecom, sewerage, waste, fuel)  
Business Requirements Private, public or private/public partnerships. Compliance with all regulatory equipment, including SARS clearance.  
Matching Funding The applicant must fund at least 70% of the cost.  
Other Application must be made before the start of any construction.

### **Application Procedure**

Copy of Application form Dti website  
Description of Procedure Contact the Durban office or the national helpline on 0861 843-384. Obtain an information brochure, guidelines and an application form. Attach a detailed project proposal and proof of business registration. Audited financial information for the last 3 years of the business is required, together with projected costs for the project.

### **Contact Details of Public Agent**

Contact Name Mr Justice Ngwenya  
Position Manager  
Telephone No. 012 394-1271  
Fax No. 012 394-2471  
Postal Address Private Bag X84, Pretoria, 0001  
Physical Address 77 Meintjies St, Sunnyside, Pretoria  
Email Address [justicen@thedti.gov.za](mailto:justicen@thedti.gov.za)  
Website Address [www.thedti.gov.za](http://www.thedti.gov.za)

## Dell SA Development Fund

Administrating Organisation

Dell SA Development Fund

### General Information

Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Training, IT equipment and skills transfer
Summary of Programme	The Dell Development Fund supports a number of initiatives, one of which involves funding of SMME~s (Small, Medium and Micro Enterprises) with a view to providing skills, training, equipment or help of a nature that aids their income generation and therefore growth. The focus is capacity building within and for the IT industry. The second part of the program is Dell Youth Connect, for more info contact the office or visit - <a href="http://content.dell.com/us/en/corp/d/corp-comm/global-giving.aspx">http://content.dell.com/us/en/corp/d/corp-comm/global-giving.aspx</a>

### Funding Information

Comments	Every Application is reviewed separately, and amounts vary depending on the purpose of grant, size of the organization etc....
Total available in Programme	The Dell SA Development Fund grants are directly related to Dell's sales.
Source of Funding	Percentage of Dell's revenue
Funding Classification	Company

### Programme Criteria

Exclusions	Individuals, Academic and Research Projects, Religious or Political Institutions, Government Organizations, School Fundraisers, Capital Campaigns, Endowments and Annual General Operations, Sponsorships, Marketing Opportunities, Event Fundraisers, Sports Events and Sports Organizations
Region	South Africa
Business Requirements	SMME~s need to be registered CC or Pty Ltd, Black owned and must provide their registration documents and BEE certificate if applicable..
Previously disadvantaged	Previously disadvantaged entrepreneurs, youth and children.

### Application Procedure

Window periods for applying	Only 4 assessment meetings per year
Feedback required	Regular business health checks are required from time to time.
Copy of Application form	Enquire with <a href="mailto:petra@delldevelopmentfund.co.za">petra@delldevelopmentfund.co.za</a>
Business Plan/Framework	To be included with ED Application.
Description of Procedure	For Application forms for ED and information – contact our office. The Dell Development Fund has 4 quarterly review meetings. Applicants can continue sending forms throughout the year, but we place them on the list according to our meetings schedule. Dell Youth Connect is our only NPO grant program and it is focused on preparing youth for success in life, school and work through information and communication technology skills for young people. Dell Youth Connect partnerships are by invitation only and we are not able to accept proposals under this section.

### Contact Details

Contact Name	Petra De Witt
Position	Project Administrator
Telephone No.	012 660-3903
Fax No.	088 012-660-3903, 012 660 3033
Postal Address	P O Box 12087, Die Hoewes, Centurion, 0163
Physical Address	Dell Computers, The Campus, 57 Sloane Street, Wembley Building, Bryanston, 2021
Email Address	<a href="mailto:petra@delldevelopmentfund.co.za">petra@delldevelopmentfund.co.za</a>



## Development Bank of Southern Africa (DBSA) Investment Banking

Administrating Organisation Development Bank of Southern Africa (DBSA): Investment Banking Division

### **General Information**

Provide Funding Yes  
Provide Assistance No  
Nature of Assistance Technical assistance grants and development advice  
Summary of Programme DBSA currently focuses on large scale infrastructure projects within the private and public sector, with specific focus on the health, water, energy, and transport and education sectors.

### **Funding Information**

Maximum per Application R700 million maximum (DBSA portion for loans); R500,000 (DBSA portion for grants)  
Comments The maximum is determined on a project specific basis according to risk rating and financial viability, also taking portfolio diversification into account. R30 million is the minimum loan amount.  
Total available in Programme Amounts relate to specific projects and are indicative only. Total funding is constrained by the DBSA balance sheet and overall risk appetite.  
Source of Funding Various, including bond market, credit lines and internal cash generation.  
Funding Classification Organisation

### **Programme Criteria**

Exclusions Luxury residential development, arms, tobacco and casinos are excluded.  
Region SADC  
Industry Infrastructure and infrastructure supportive sectors  
Business Requirements Sponsors: 50% of value of grant and >10% of value of project (equity portion)  
Previously disadvantaged Operational involvement of BEE partner and ability to service loan from cash flows is critical to the investment decision.

### **Application Procedure**

Feedback required Monitoring and Development Impact Reports  
Business Plan/Framework On request - there is no application form  
Description of Procedure Comprehensive investment memorandum/business plan with detailed financial analysis (projected income statement, cash flows for duration of loan, balance sheet, profit ratios etc.) with application to receive approval based on mandate fit. Full due diligence follows the mandate approval, under the guidance of an allocated investment officer.

### **Contact Details**

Contact Name Mr C Marowa  
Position Unit Head: Business Development  
Telephone No. 011 313-3873  
Fax No. 011 206-3873  
Postal Address P O Box 1234, Halfway House, 1685  
Physical Address Lever Rd, Headway Hill, Midrand  
Email Address cyprianm@dbsa.org  
Website Address www.dbsa.org

## Durban Chamber of Commerce and Industry

Administrating Organisation	Durban Chamber of Commerce and Industry
<u>General Information</u>	
Provide Funding	No
Provide Assistance	Yes
Nature of Assistance	Networking, training, networking and information services
Summary of Programme	The Chamber is a non-government organisation focused on supporting local business with key information and networking opportunities. Stakeholders include local and foreign government and city departments and support agencies as well as Chambers of Commerce. Lobbying on business issues at a municipality and government level is also a critical component of our services.
<u>Funding Information</u>	
Source of Funding	Private membership subscription, income from activities and export documentation administration
Funding Classification	Organisation
<u>Programme Criteria</u>	
Region	eThekwini
<u>Application Procedure</u>	
Copy of Application form	Available by fax, post or via the website. Apply directly at <a href="http://www.durbanchamber.co.za">www.durbanchamber.co.za</a> .
Description of Procedure	Contact the Chamber by fax, post, telephone or email to obtain more information and membership forms. Note: Membership fees are payable but some basic services are available to the public.
<u>Contact Details</u>	
Contact Name	Ms Malusi Mpanza
Position	Manager - Trade and Information
Telephone No.	031 335-1013
Fax No.	031 332-1288
Cell/Other No.	079 149 1048
Postal Address	P O Box 1506, Durban, 4000
Physical Address	190 Stanger Street, Durban
Email Address	<a href="mailto:malusimpanza@durbanchamber.co.za">malusimpanza@durbanchamber.co.za</a> and <a href="mailto:chamber@durbanchamber.co.za">chamber@durbanchamber.co.za</a>
Website Address	<a href="http://www.durbanchamber.co.za">www.durbanchamber.co.za</a>

## **EGoliBIO Incubator Trust**

Administrating Organisation

eGoliBIO Incubator Trust

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Incubation / start-up support

Summary of Programme

eGoliBIO is a biotechnology business incubator created to support biotech start-ups in the Gauteng region. They work closely with the TIA and other entities, in particular facilitating access to a Seed Capital Fund. Their aim is to provide support and guidance to technology inventors, especially those who lack experience and expertise in the processes of technology commercialisation, business creation and business management (e.g. university-based scientists). Forms of support include provision of plug-and-play office facilities, access to various service providers (e.g. legal, marketing and branding, etc.), assistance with raising capital, and hands-on guidance with respect to technology commercialization and business development

### **Funding Information**

Maximum per Application

Depends on the client needs

Comments

Maximum allowed for successful Seed Fund Applicant

Total available in Programme

Depends on the client needs

Source of Funding

eGoliBIO Incubator Trust

Funding Classification

Trust

### **Programme Criteria**

Region

Gauteng, although they have a national footprint.

Industry

Life Sciences, with emphasis on Biotechnology

### **Application Procedure**

Copy of Application form

Application form available on request

Business Plan/Framework

Completion of application form with at least 50% of the entry criteria being met

Description of Procedure

An application form is available on the eGoliBIO website.

### **Contact Details**

Contact Name

Mr Kenny Masobe

Position

CEO

Telephone No.

011 844 0726

Fax No.

011 844 0718

Postal Address

P O Box 68, Innovation HUB , Pretoria

Physical Address

Unit L3, Enterprise Building, Innovation HUB, Pretoria

Email Address

kenny@egolibio.co.za

Website Address

www.egolibio.co.za

## **EMIA(Export Marketing and Investment Assistance) Group Missions**

Administrating Organisation Department of Trade and Industry (the dti/DTI)

### **General Information**

Provide Funding Yes  
Provide Assistance No  
Nature of Assistance Re-Imbursive Scheme  
Summary of Programme EMIA partially compensates exporters for costs of developing export markets for products or services. Group missions are organised by qualified industry representatives and held annually, either inward investment/buying or outward investment/selling, in various countries. EMIA benefits for approved participants include economy class airfares (maximum R13, 000 for historically disadvantaged and SMME companies and R6,500 for other companies), a daily allowance of R2 000 per day (excluding weekends and public holidays) for Outward Bound Missions and dinner, bed and breakfast up to R2 000 per day for Inward Bound Missions (excluding weekends and public holidays)

### **Funding Information**

Comments Determined by airfare quotes, company size and duration of mission  
Total available in Programme No incentives available from 10 December to 10 January. Maximum of four applications per company per year.  
Source of Funding Department of Trade and Industry (the dti/DTI)  
Funding Classification Government

### **Programme Criteria**

Exclusions Only EMIA compliant applications will be considered  
Industry Manufacturers and service-related industries e.g. tourism, film and television, ICT/BPO and consulting engineers.  
Business Requirements South African company; must be export ready; must be registered with SARS.

### **Application Procedure**

Window periods for applying Apply at least two months before the commencement date of the mission.  
Feedback required Report back within three and six months of the event.  
Copy of Application form [www.thedti.gov.za](http://www.thedti.gov.za) or directly from EMIA  
Copy of Business Plan/Framework [www.thedti.gov.za](http://www.thedti.gov.za) or directly from EMIA  
Description of Procedure Obtain Mission Guidelines and the application forms for the EMIA offering you want to apply for. Post with all required supporting documents such as audited financials, tax clearance, company registration etc. Apply at least two months in advance for Group Missions.

### **Contact Details of Public Agent**

Contact Name Ms Corne du Plessis  
Position Deputy Director: EMIA Group Missions  
Telephone No. 012 394-1020  
Fax No. 012 394-0114  
Postal Address Private Bag X84, Pretoria, 0001  
Physical Address 77 Meintjies Street, Sunnyside, Pretoria  
Email Address [cornedp@thedti.gov.za](mailto:cornedp@thedti.gov.za)  
Website Address [www.thedti.gov.za](http://www.thedti.gov.za)

## **EMIA (Export Marketing and Investment Assistance) National Pavilions**

Administrating Organisation

Department of Trade and Industry (the dti/DTI)

### **General Information**

Provide Funding

Yes

Provide Assistance

No

Summary of Programme

EMIA partially compensates exporters for costs of developing export markets for products or services. National pavilions are held in various countries every year. A business can exhibit their products/services at one or more of these pavilions. The programme covers certain exhibition costs; **the dti** will be responsible for the freight costs of display materials, up to a max of 2 000kg or 3m<sup>3</sup> and, for small and medium businesses, up to R13, 000 for one economy class air ticket. A daily allowance of R1 800 per day for the days of the show and one day before can be reimbursed. For local Pavillions, Qualifying companies or individuals will qualify for a daily allowance of R2 000 or payment of the actual accommodation costs to a max of R3 000 per day. Guidelines are updated in March and August annually.

### **Funding Information**

Comments

No incentives available from 10 December to 10 January. Maximum of 6 EMIA applications per company per year, but not more 4 than per scheme.

Source of Funding

Department of Trade and Industry (the dti/DTI)

Funding Classification

Government

### **Programme Criteria**

Exclusions

Excludes SA Custom Union members (Botswana, Lesotho, Swaziland and Namibia).

Industry

Manufacture, export, export trading houses, commission agents (representing at least 3 small/medium companies), civil engineering contractors, consulting engineering services, capital equipment services, certain tourism services, certain ICT services.

Business Requirements

Company must be export ready and registered with Commissioner of Customs and Excise and with SARS. Small and medium companies can benefit from one economy class ticket.

### **Application Procedure**

Window periods for applying

Apply at least six months in advance.

Feedback required

Report back within six months of event - the form will be sent by TISA.

Copy of Application form

[www.thedti.gov.za/exporting/exportincentives.htm](http://www.thedti.gov.za/exporting/exportincentives.htm)

Business Plan/Framework

[www.thedti.gov.za/exporting/exportincentives.htm](http://www.thedti.gov.za/exporting/exportincentives.htm)

Description of Procedure

Obtain the National Pavilions guidelines and application form from the website or phone in for copies. Courier, post or hand deliver (see section G for document checklist). The adjudicating committee sits every second week and you will be notified within 5 days of the meeting. The claim form for the daily allowance reimbursement must be submitted within 3 months of the event. TISA pays most costs directly to the service providers.

### **Contact Details of Public Agent**

Contact Name

Mr Koos Janse van Rensburg

Position

Programme Manager

Telephone No.

012 394-1029

Fax No.

012 394-0114 or 0117 or 2029

Cell/Other No.

079 366-8400

Postal Address

Private Bag X86, Pretoria, 0001

Physical Address

DTI Campus, Building A, 77 Meintjies St, Sunnyside, Pretoria

Email Address/website address

[koosj@thedti.gov.za](mailto:koosj@thedti.gov.za)/[www.thedti.gov.za](http://www.thedti.gov.za)

## **eThekwini Grant and Aid**

Administrating Organisation

eThekwini Municipality

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Equipment to assist in the running of organisations

Summary of Programme

About 1% of the budgeted income of the eThekwini Municipality is allocated to socio-economic programmes and projects that aim to address poverty and other social imbalances. Publicity and awareness is via road shows. Media advertising calls for applications. These are generally received through Council offices. The committee then makes recommendations to the Executive Committee. Assistance is provided in the form of goods and or cash to assist NGO's and CBO's to do their work and ultimately improve the quality of life for those communities. This programme reduces the burden on the City to provide these essential community services. Income generating programs that directly alleviate poverty are supported e.g. funds to set up a sewing enterprise.

### **Funding Information**

Comments

Approximately R25, 000, but also depends on funds allocated to the programme and number of applicants.

Total available in Programme

About R6.2 million in 2011/2012

Source of Funding

eThekwini Municipality

Funding Classification

Government

### **Programme Criteria**

Exclusions

Religious, political and for-profit organisations are excluded

Region

eThekwini Municipality only

Business Requirements

Organisations must have a constitution, business plan, bank statement, audited financial statement, a bank statement, and it must be non-profit making (NPO certificate).

Previously disadvantaged

Preference is given to children, youth, women and the disabled, but this is not a pre-requisite.

### **Application Procedure**

Window periods for applying

Allocations are made once a year for sundry grant, between 01 March and 30 June of each year.

Feedback required

Quality progress report required

Copy of Application form

Obtain from Municipal offices

Business Plan/Framework

Obtain from applicants

Description of Procedure

Submit entry via local Councillors, Sizakala Centres or directly to the Community Participation and Action Support Office in Pinetown.

### **Contact Details**

Contact Name

Mrs Xoliswa Mashiane

Position

Senior Manager: Policy and Admin, Community Participation and Action Support Unit

Telephone No.

031 311-6186

Fax No.

031 311-6194

Postal Address

PO Box 49, Pinetown, 3600

Physical Address

3rd Floor, Pinetown Sizakala Centre, 60 Kings Road, Pinetown, 3610

Email Address

mashianex@durban.gov.za

Website Address

www.durban.gov.za

## **Ethekwini Municipality**

Administrating Organisation      Community Participation and Action Support Unit

### **General Information**

Provide Funding      Yes  
Provide Assistance      Yes  
Nature of Assistance      Equipment in running organisations  
Summary of Programme      The programme assists Non Profit Organisations with funds or equipment to run organisations that develop their communities.

### **Funding Information**

Maximum per Application      Varies on annual basis based on number of applicants and funds allocated to the programme  
Total available in Programme      Varies each year. R6.2 million for 2011/2012  
Source of Funding      Municipal Funds  
Funding Classification      Operating Budget

### **Programme Criteria**

Exclusions      Profit making organisations, non -registered organisations and Faith Based organisations/Religious bodies  
Region      eThekwini Municipal Area  
Industry      Early Childhood Development, Social Welfare, Sports and Recreation AND Economic Development  
Business Requirements      Registered Non -Profit Organisation with bank account and Audited Financial Statements  
Previously disadvantaged      Yes

### **Application Procedure**

Feedback required      Completed Application form, NPO Certificate, Audited Financial Statement, Bank Statement, Business Plan, certified copies of Identity documents of members.  
Copy of Application form      Fully completed and Signed.  
Business Plan/Framework      Yes  
Description of Procedure      Submit all required documentation and the acknowledgement of receipt is signed and a slip is given to the person handing in the forms

### **Contact Details**

Office      Pinetown Sizakala Centre  
Contact Name      Satha Govender  
Position      Co-Ordinator: Grant-In-Aid  
Telephone No.      031 3116195  
Fax No.      031-3116194  
Postal Address      eThekwini Municipality Community Participation and Action Support Unit; PO Box 49, Pinetown, 3600  
Physical Address      60 Kings Road, Pinetown, 3610  
Email Address      [GovenderSatha@durban.gov.za](mailto:GovenderSatha@durban.gov.za)  
Website Address      [www.durban.gov.za](http://www.durban.gov.za)

## Film and Television Production Incentive

Administrating Organisation	Department of Trade and Industry (the dti/DTI)
<b><u>General Information</u></b>	
Provide Funding	Yes
Provide Assistance	No
<b><u>Funding Information</u></b>	
Maximum per Application	The rebate is capped at R20 million per application.
Comments	The incentive is disbursed on completion date of production for the South African Film and TV Production and Co-production Incentive and for the Foreign Film and TV Incentive.
Source of Funding	Department of Trade and Industry (the dti/DTI)
Funding Classification	Government
<b><u>Programme Criteria</u></b>	
Exclusions	Reality TV, discussion, current affairs, news, advertising, panel programme, variety programme of a like nature, public events including sports events, a training or "how to" programme.
Region	National
Industry	Film and television eligible formats: feature films, tele-movies, television drama series and miniseries, documentaries, animation
Business Requirements	An applicant must be a Special Purpose Corporate Vehicle (SPCV) for the purpose of the production. The applicant must be the entity responsible for all activities involved in making the production in SA and must have access to full financial information.
Matching Funding	Required
Previously disadvantaged	Both the applicant SPCV and holding companies must be BB-BEE compliant. The Foreign Film and TV Production Incentive is only available to foreign-owned qualifying productions with Qualifying South African Production Expenditure (QSAPE) of R12 million and above.
Other	For Foreign productions At least 50% of the principle photography schedule must be filmed in South Africa and a minimum of four weeks must be filmed in SA, If 100% of the production is filmed in South Africa, the requirement for a minimum number of weeks will be waived.
<b><u>Application Procedure</u></b>	
Window periods for applying	Production must apply before they commence with principal photography.
Feedback required	As prescribed in the Guidelines and Application forms for both incentives.
Copy of Application form	See Applications forms on the website ( <a href="http://www.thedti.gov.za">www.thedti.gov.za</a> )
Business Plan/Framework	See Guidelines on the website ( <a href="http://www.thedti.gov.za">www.thedti.gov.za</a> )
Description of Procedure	Apply for Provisional Approval (Form A) before the start of principle photography. Submit the completed original together with all the required documentation, to the Programme Manager by courier or post. When principle photography starts, the dti must be informed on the first day (Form B). If the completion dates change, the dti must be notified as soon as possible (Form C). After completion of production, claim the approved incentive amount (Form D). All claims are to be submitted to the Programme Manager within 3 months after the date of completion.
<b><u>Contact Details</u></b>	
Contact Name	Mr Rudi Siefert
Position	Deputy Director
Telephone No.	012 394-1261
Fax No.	012 394-2261
Postal Address	Private Bag X86, Pretoria, 0001
Physical Address	Utangamiri (Block A), the dti Campus, 77 Meintjies St, Sunnyside, Pretoria
Email Address	<a href="mailto:rsiefert@thedti.gov.za">rsiefert@thedti.gov.za</a>
Website Address	<a href="http://www.thedti.gov.za">www.thedti.gov.za</a>



## FinMark Trust (FMT)

Administrating Organisation

FinMark Trust (FMT)

### General Information

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Access to financial services

Summary of Programme

**FinMark Trust** is a non-profit independent trust, funded primarily by the UK's Department for International Development (DFID), and was established in March 2002. FinMark Trust's purpose is 'Making financial markets work for the poor, by promoting financial inclusion and regional financial integration'. It does this by conducting research to identify the systemic constraints that prevent financial markets from reaching out to these consumers and by advocating for change on the basis of research findings. Thus, FinMark Trust plays a catalytic role, driven by its purpose to start processes of change that ultimately lead to the development of inclusive financial systems that can benefit all consumers.

### Funding Information

Comments

Negotiable. Amount depends on impact of project, relevance to our mission and objectives, duration, value for FMT and whether it's co-funded or not.

Total available in Programme

R200,000 for this financial year (April 2011 to March 2012)

Source of Funding

UK Department for International Development (DFID)

Funding Classification

Southern African Development Community (SADC)

### Programme Criteria

Exclusions

Applications that do not comply with our funding criteria are excluded

Industry

Agricultural and Rural Finance, consumer financial empowerment, housing finance, micro insurance, regulation and policy, retail payment systems, regional financial integration

Business Requirements

Valid legal person and must be registered in terms of applicable laws

Matching Funding

Required if applicant wants intellectual property to vest in them

Other

Refer to [http://www.finmark.org.za/pages/About-Us/Grants.aspx?randomID=78b05dd5-7ab6-49c8-9d13-9b7f82ead986&linkPath=2&IID=2\\_3](http://www.finmark.org.za/pages/About-Us/Grants.aspx?randomID=78b05dd5-7ab6-49c8-9d13-9b7f82ead986&linkPath=2&IID=2_3) for more information

### Application Procedure

Window periods for applying

Apply at any time but not beyond March 2015

Feedback required

Will be stipulated in Letter of Grant which will depend on the project and applicable deliverables

Copy of Application form

[http://www.finmarktrust.org.za/Downloads/ApplicationForGrant/GrantAppli\\_form.doc](http://www.finmarktrust.org.za/Downloads/ApplicationForGrant/GrantAppli_form.doc)

Business Plan/Framework

[http://www.finmark.org.za/pages/About-Us/Facts-on-FinMark-Trust.aspx?randomID=21565933-ec71-4920-b897-58c599577a0c&linkPath=2&IID=2\\_2](http://www.finmark.org.za/pages/About-Us/Facts-on-FinMark-Trust.aspx?randomID=21565933-ec71-4920-b897-58c599577a0c&linkPath=2&IID=2_2)

Description of Procedure

Read our funding criteria, download and complete the application form. E-mail, post or fax application form and attach necessary documentation e.g. project plan, detailed budget, other sources of funding, CVs or business profile, financial statements etc. FMT will do an evaluation and provide a letter of grant (LOG) (when approved) or a letter of regret (rejected). Project is monitored and payments done according to milestones as specified in the LOG. FMT normally conduct a post-completion impact assessment 6 months after completion of a project.

### Contact Details

Contact Name

Andrea van der Westhuizen

Position

Project Manager and Financial Coordinator

Telephone No.

011 315-9197

Fax No.

086 518 3579

Postal Address

P O Box 61674, Marshalltown, 2017

Physical Address

Block A East, Central Park, 400 16<sup>th</sup> Road, Randjies Park, 1685, Midrand

Email Address

[info@finmark.org.za](mailto:info@finmark.org.za)

Website Address

[www.finmarktrust.org.za](http://www.finmarktrust.org.za)

## **FNB Solutions for BEE**

Administrating Organisation

First National Bank (FNB)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Financial and non-financial support (non-financial support driven through Enablis encompassing support, coaching/mentoring and networking [www.enablis.org](http://www.enablis.org)) and Khula Thuso Mentorship Programme ([www.khula.org.za](http://www.khula.org.za))

Summary of Programme

FNB Solutions for BEE helps guide clients through the BEE process by providing a comprehensive offering of relevant services, products and consulting services through alliances with selected best-of-breed BEE specialists. Our solutions include matching buyers and sellers in BEE equity transactions, structuring and funding and offering advisory services and business mentorship.

### **Funding Information**

Comments

SME

- Khula (a debt instrument, providing indemnities to Entrepreneurs to FNB capped at R3m)
- Khula - Land Reform Agric Portfolio provides concessionary interest rates on short/medium term loans up to R10million with an element of risk sharing to reduce the lack of collateral;
- Khula Loan Fund (a debt instrument, providing guarantees to Entrepreneurs to FNB for up to R5m)

BEE Transaction Finance

- Leveraged finance (from R2m to R30m).
- Equity funding - RMB leveraged finance (over R30 million). FNB specialists will customise solutions for each BEE transaction.

EQUITY

- Vumela Enterprise Development Fund (equity investments between R2m and R15m)

Source of Funding

First National Bank (FNB)

Funding Classification

Company

### **Programme Criteria**

Exclusions

Listed companies are excluded.

Business Requirements

All financial information available is needed to assess the business case.

Other

Industries involved in tobacco, alcohol, gambling, pornography and weapons excluded.

### **Application Procedure**

Description of Procedure

Contact the BEE Team on 0116490954 for requirements

### **Contact Details**

Contact Name

Ishaq Lakhi

Position

Enterprise Development Manager

Telephone No.

0116490954

Fax No.

0866405000

Cell/Other No.

0828606179

Postal Address

P O Box 7791, Johannesburg, 2001

Email Address

BEE@fnb.co.za

Website Address

[www.fnb.co.za](http://www.fnb.co.za)

## Foreign Investment Grant

Administrating Organisation

Department of Trade and Industry (the dti/DTI)

### General Information

Provide Funding

Yes

Provide Assistance

No

Nature of Assistance

Part of the Manufacturing Investment Programme

Summary of Programme

The Grant is available only to foreign entities establishing production facilities for the first time in the RSA, and is offered once only to any single entity. It will be the lower of 15% of the cost of qualifying imported machinery and equipment or the actual transport costs of relocating qualifying new machinery and equipment from abroad to a maximum of R10m.

### Funding Information

Source of Funding

Department of Trade and Industry (the dti/DTI)

Funding Classification

Government

### Programme Criteria

Exclusions

The Grant is not available for foreign investment from South African Customs Union (SACU) countries, and the Southern African Development Community (SADC).

Business Requirements

The FIG is only available to projects of registered incorporated legal entities in the RSA.

The FIG is conditional to the approval of the MIP project for the incorporated legal entity in the RSA. The application for the FIG is to be submitted prior to shipment from abroad and together with the MIP application.

### Application Procedure

Description of Procedure

Contact the Durban office or the national helpline on 0861 843-384.

### Contact Details of Public Agent

Contact Name

Ms Rajeshri Sardha

Position

Trade and Industry Advisor

Telephone No.

031 305-3389

Fax No.

031 305-2804

Cell/Other No.

0861 843-384

Postal Address

P O Box 3189, Durban, 4000

Physical Address

135 Margaret Mncadi Ave (formerly Victoria Embankment), Durban (cnr Fenton Lane)

Email Address

rajeshri@thedti.gov.za

Website Address

www.thedti.gov.za

## Franchise Support Programme

Administrating Organisation Department of Trade and Industry (the dti/DTI) through Seda (Small Enterprise Development Agency)

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Training, mentorship, information and advice  
Summary of Programme The programme provides information and support to franchise SMME~s, both franchisees and franchisors. They conduct training and capacity building projects such as franchise cadets, franchise information and franchise opportunity seminars and give advice.

### **Funding Information**

Source of Funding Department of Trade and Industry (the dti/DTI) through Seda (Small Enterprise Development Agency)  
Funding Classification Government

### **Programme Criteria**

Business Requirements Franchise businesses only  
Matching Funding Emphasis on previously disadvantaged individuals, youth and women

### **Application Procedure**

Description of Procedure Contact your nearest Seda office (see separate entry).

### **Contact Details**

Contact Name Mr Louis Nhlapo  
Position Franchise Specialist  
Telephone No. 012 441-1000  
Fax No. 012 441-2172  
Postal Address P O Box 56714, Arcadia, 0007  
Physical Address Seda, DTI Campus, Block G, 77 Meintjies St, Pretoria  
Email Address Inhlapo@seda.org.za  
Website Address www.seda.org.za

## Global Environment Facility (GEF)

Administrating Organisation

Department of Environmental Affairs (DEA)

### General Information

Provide Funding

Yes

Provide Assistance

No

Summary of Programme

GEF provides partial grant funding to eligible countries for projects that address threats to the global environment in biodiversity, climate change, international waters, ozone depletion, land degradation and Persistent Organic Pollutants (POP~s). Projects must be consistent with the country's national priorities and are assessed by the GEF and the DEA. The Project Preparation and Development Facility (PDF) provide US\$25,000 for early stages, US\$350,000 for information gathering for the main proposal and US\$1 million for larger projects. Medium-sized projects are funded up to US\$1 million and full-sized projects up to US\$1 million. Funds are granted through implementing agencies.

### Funding Information

Maximum per Application

US\$25,000 to over US\$1 million

Comments

Project preparation / development: US\$25,000 initially. Information: \$350,000 for medium and \$1 million for large projects. Project: up to \$1 million for medium and \$1 million and above for large projects.

Total available in Programme

US\$53 million allocated to biodiversity, land degradation and climate change under GEF-5.

Source of Funding

Global Environment Facility (GEF)

Funding Classification

International

### Programme Criteria

Industry

Environmental - biodiversity, climate change, international waters, ozone depletion, land degradation and POPs

### Application Procedure

Feedback required

Detailed feedback required

Copy of Application form

[www.gefweb.org/Operational Policies/Eligibility Criteria/...Funding-Options.html](http://www.gefweb.org/Operational%20Policies/Eligibility%20Criteria/...Funding-Options.html)

Business Plan/Framework

[www.gefweb.org/Operational Policies/Eligibility Criteria/...Funding-Options.html](http://www.gefweb.org/Operational%20Policies/Eligibility%20Criteria/...Funding-Options.html)

Description of Procedure

Applications are submitted to the Committee for Environmental Co-ordination (CEC) to ascertain whether national sustainable development priorities are addressed. The Directorate: International Governance consolidates all inputs and drafts an endorsement letter for the GEF-Secretariat. Process takes 4 to 6 weeks.

### Contact Details

Contact Name

Noluthando Vithi

Position

Director, International Governance and Resource Mobilisation

Telephone No.

012 310-3865

Fax No.

012 310-3541

Postal Address

Private Bag X447, Pretoria, 0001

Physical Address

Fedsure Foreign Building, cnr van der Walt and Pretorius St, Pretoria

Email Address

[nvithi@environment.gov.za](mailto:nvithi@environment.gov.za)

Website Address

[www.environment.gov.za](http://www.environment.gov.za)

## GroFin SA

Administrating Organisation

GroFin SA

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Business Support

Summary of Programme

GroFin SA provide an integrated product consisting of appropriate finance to SMEs, coupled with on-going Business Support for the duration of the Loan facility to ensure transfer of skills and the sustainability of the business financed.

### **Funding Information**

Maximum per Application

R7 million per transaction

Comments

Minimum loan amount is R500,000 per transaction

Total available in Programme

+R150 million

Source of Funding

GroFin Africa Fund SA (Pty) Ltd

Funding Classification

Other - private investors

### **Programme Criteria**

Region

KwaZulu-Natal

Industry

Any industry including agri-processing but excluding primary agriculture

Business Requirements

Funding and assistance applies only to legal entities

Previously disadvantaged

SMEs must be BB-BEE compliant in terms of the codes

### **Application Procedure**

Feedback required

Continuous feedback during Business Support

Copy of Application form

Available on website - [www.grofin.com](http://www.grofin.com)

Business Plan/Framework

Available on website - [www.grofin.com](http://www.grofin.com)

Description of Procedure

The process starts with an enquiry where GroFin determines compatibility with its finance criteria. If the enquiry meets criteria, an application are lodged, followed by an initial Business Analysis where GroFin will work with the Applicant to develop a financial plan. This plan is incorporated into a Finance Report that is submitted to the committee members for consideration. On approval, the implementation process starts, followed by disbursement of funds. This is followed by continuous Business support to ensure the entrepreneur is able to manage the business and that there is a transfer of skills resulting in a sustainable business.

### **Contact Details**

Contact Name

Mr Dave Davies

Position

Senior Investment Manager

Telephone No.

(031) 584 6078 / 9

Fax No.

086 539 1818

Cell/Other No.

082 573 4522

Postal Address

P.O. Box 22311, Glenashley, 4022

Physical Address

Suite 203, Standard Bank Building, 1 Millenium Boulevard, Umhlanga Ridge

Email Address

[daved@grofin.com](mailto:daved@grofin.com)

Website Address

[www.grofin.com](http://www.grofin.com)

## Industrial Development Corporation (IDC)

Administrating Organisation

Industrial Development Corporation (IDC)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Business support in certain instances to assist gaps identified within this business. Pre & Post investment support

Summary of Programme

The IDC is a Development Finance Institution (DFI) and as such we operate as an industrial development agency, which promotes the country's industrial and economic growth through our funding activities. The IDC is a self-financing, state-owned national development finance institution.

### **Funding Information**

Minimum/Maximum per Application

R1 million- R500m. Can be higher subject to Board approval.

Source of Funding

Self-Funded. In addition also borrow on the open market.

Funding Classification

Government

### **Programme Criteria**

Exclusions

Arms and gambling are excluded. No funding to immoral business operations. No funding primary agriculture.

Region

Nationally

Industry

Excludes Retail/wholesale. Property Development. Primary agriculture.

Business Requirements

Business must be registered and FICA/Tax compliant. Business must reflect economic merit (Sustainability & Profitability)

Matching Funding

Contribution from owner is required and this amount will depend on the risk associated with the business.

### **Application Procedure**

Window periods for applying

On-going

Feedback required

Each application is assessed on its own merit and feedback given to applicant

Copy of Application form

IDC's Website ([www.idc.co.za](http://www.idc.co.za)) or at any of our offices

Copy of Business Plan/Framework

IDC's Website ([www.idc.co.za](http://www.idc.co.za)) or at any of our offices

Description of Procedure

The IDC conducts thorough due diligence to evaluate all proposals/projects. It is therefore important that you submit a complete and detailed business plan to expedite the process.

### **Contact Details**

Contact Name

Mr Pat Moodley / Manoj Seonath

Position

Regional Managers

Telephone No.

031 337-4455/033 328-2560

Fax No.

031 337-4790

Postal Address

P O Box 2411, Durban, 4000

Physical Address

The Embassy, 199 Anton Lembede Street, Office 2305 - 23rd Floor, Durban

Pietermaritzburg Satellite Office, 161 Pietermaritz Street, Pietermaritzburg, 3201

Email Address

patm@idc.co.za / manojs@idc.co.za

## **International Finance Corporation (IFC)**

Administrating Organisation

International Finance Corporation (IFC)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Technical assistance

Summary of Programme

Financing of private sector projects - debt and equity on commercial terms. Technical Assistance - improving the investment climate.

### **Funding Information**

Comments

IFC financing generally cannot exceed 25% of total project costs

Source of Funding

International Finance Corporation (IFC)

Funding Classification

International non-government

### **Programme Criteria**

Exclusions

Tobacco, gambling, alcohol, armaments, wild fish and the nuclear industry are excluded.

Industry

International

Business Requirements

Commercially feasible business with a positive developmental impact; total financing requirement of at least about R150 million.

Previously disadvantaged

Support commercially viable BEE transactions.

### **Application Procedure**

Copy of Application form

Any format is accepted - include a business plan

Copy of Business Plan/Framework

See the website - go to ~How to apply for financing~ for information required on sponsors, market, financial plan, equity contribution, etc.

Description of Procedure

Submit a business plan and provide information about other potential sources of funding to complete the financing plan.

### **Contact Details**

Contact Name

Mr Abubaker Sedikh Momodu

Position

Investment Officer – Southern Africa Region

Telephone No.

011 731-3000

Fax No.

011 268-0074

Postal Address

P O Box 41283, Craighall, 2024

Physical Address

14 Fricker Road, Illovo, Johannesburg

Email Address

amomodu@ifc.org

Website Address

www.ifc.org



## Ithala Development Finance Corporation

Administrating Organisation Ithala Development Finance Corporation Ltd.

### **General Information**

Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Financial & non-financial services including business loans, agricultural loans, co-operative funding and Business Support:
Summary of Programme	Ithala provides business and agricultural loan finances as well as non-financial services. Interest rates depend on various factors. Co-operative Funding allows for a minimum of 5 people to obtain up to R500, 000. Ithala also assists with banking services, home loans and insurance requirements. Within the Property Portfolio, industrial and commercial premises are available for rent. Ithala Business Centres are situated in 11 districts of the province, providing a range of products and services including mentorships and access to skills development through the Business Support Unit. There also are more than 40 Information Centres - contact your nearest Business Centre for details.

### **Funding Information**

Maximum per Application	Varies
Comments	Depends on condition of loan
Total available in Programme	Depends on funds generated by own sources and grants received
Source of Funding	Own sources and grants from KZN Department of Economic Development (KZN DED)
Funding Classification	Government institution

### **Programme Criteria**

Region	KZN
Industry	No restriction, but terms and conditions apply
Matching Funding	Depends on the Ithala product used
Previously disadvantaged	Depends on the Ithala product used

### **Application Procedure**

Copy of Application form	Contact Client Services at Head Office: Tel. 031 907-8762, fax 031 907-8974, write to P O Box 2801, Durban, 4000 or visit the website at <a href="http://www.ithala.co.za">www.ithala.co.za</a> .
Copy of Business Plan/Framework	Contact Client Services at Head Office: Tel. 031 907-8762, fax 031 907-8974, write to P O Box 2801, Durban, 4000 or visit the website at <a href="http://www.ithala.co.za">www.ithala.co.za</a> .
Description of Procedure	Applicants must draw up a suitable business plan detailing all applicable matters.

### **Contact Details**

Contact Name	Ithala Business Centre Consultants
Telephone No.	031 334 2209
Fax No.	031 334 2207
Postal Address	P O Box 47662, Greyville, 4023
Physical Address	1 <sup>st</sup> Floor, Westguard House, Corner of West Street & Gardiner Street, 303 Old Mutual Mall, West Street
Email	<a href="mailto:nmanana@ithala.co.za">nmanana@ithala.co.za</a>
Website Address	<a href="http://www.ithala.co.za">www.ithala.co.za</a>

## **Kagiso Enterprise Private Equity Fund (KERPEF)**

Administrating Organisation      Kagiso Trust

### **General Information**

Provide Funding                      Yes  
 Provide Assistance                    Yes  
 Nature of Assistance                 Partnering  
 Summary of Programme              Funding of SMME~s that have a sustainable impact on rural lives. These enterprises must lead to job creation and skills transfer to previously disadvantaged individuals. Funding provided to SMME~s is not grant funding but loans. All amounts are repayable at a preferential interest rate.

### **Funding Information**

Maximum per Application            R5 million  
 Comments                                Total per project  
 Source of Funding                      Kellogg Foundation  
 Funding Classification                International non-government

### **Programme Criteria**

Exclusions                                Arms, tobacco, liquor, gambling and micro finance is excluded.  
 Business Requirements                Must be a (Pty) Ltd company  
 Matching Funding                        At least 10% from client  
 Previously disadvantaged              BEE preferred

### **Application Procedure**

Copy of Application form              Email  
 Business Plan/Framework              Email / fax / post  
 Description of Procedure                Business plan must be submitted to our office. It will be reviewed and if it meets our investment criteria our office will contact the entrepreneur for further discussions. All investments must be approved by the investment committee.

### **Contact Details**

Contact Name                            Mr Mohlolo Selala  
 Position                                    Senior Manager  
 Telephone No.                            011 566 1900  
 Fax No.                                      011 566 1934  
 Postal Address                            P O Box 1878, Johannesburg, 2000  
 Physical Address                         27 Scott Steer, Waverley, Johannesburg, 2090  
 Email Address                             mselala@kagiso.co.za / kerpef@kagiso.co.za  
 Website Address                         www.kagiso.co.za

## **Kgabane Jewellery Programme**

Administrating Organisation

Mintek

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Training & Technical Assistance

Summary of Programme

Training in Jewellery Manufacturing

### **Funding Information**

Source of Funding

Training funded by Seta's or other sponsors

### **Programme Criteria**

Industry

Manufacture of Jewellery and Crafts

### **Application Procedure**

Description of Procedure

Contact Nirdesh Singh on 011 7094335 or nirdeshs@mintek.co.za

### **Contact Details**

Contact Name

Nirdesh Singh

Position

Manager: Small Scale Mining & Beneficiation

Telephone No.

011 709 4335

Fax No.

011 709 4581

Postal Address

Private Bag X3015, Randburg, 2125

Physical Address

200 Malibongwe Drive, Randburg, 2125

Email Address

nirdeshs@mintek.co.za

Website Address

www.mintek.co.za

## **Kgabane Trust**

Administrating Organisation

Mintek

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Training

Summary of Programme

The Trust provides free training, both in-house and at rural sites, in the manufacture of lifestyle products such as jewellery and crafts. The courses last 2 to 3 weeks. Individuals who show promise are given follow-up training (which is also free).

### **Funding Information**

Source of Funding

Training is paid for by the SETA-s

Funding Classification

Government institution

### **Programme Criteria**

Industry

Manufacture of jewellery and crafts

### **Application Procedure**

Description of Procedure

Phone or e-mail Rosslain Nxusani on 011 709-4403 to find out what training course is running next and where it will be held.

### **Changes**

Date Last Updated

08/07/2011

### **Contact Details**

Contact Name

Mr Colin Campbell

Position

Production and Innovations Manager

Telephone No.

011 709-4039

Fax No.

011 709-4721

Cell/Other No.

082 875-3394

Postal Address

Private Bag X3015, Randburg, 2125

Physical Address

200 Malibongwe Drive (formerly Hans Strijdom Drive), Randburg

Email Address

colinc@mintek.co.za

Website Address

www.mintek.co.za

## Khula Enterprise Finance Limited

Administrating Organisation

Khula Limited

### General Information

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Access to Finance for SMME'S

### Funding Information

Min/Max per Application

R10 000 to R3 million rands

### Programme Criteria

Exclusions

Sin Businesses i.e. alcohol and sex business

Region

11 Provinces in South Africa

Industry

SMME Finance

### Changes

Comments

Under Restructure

Date Last Updated

08/07/20011

### Contact Details

Contact Name

Khula Enterprise Finance Limited

Telephone No.

0860054852

Fax No.

012 3946901

Postal Address

PO Box 28423, Sunnyside,0132

Physical Address

The DTI Campus, Block G, 1<sup>st</sup> Floor,77 Meintjies Street, Sunnyside Burger Street, Pietermaritzburg

Email Address

helpline@khula.org.za

Website Address

www.khula.org.za

## Khumbulani Craft

Administrating Organisation

Khumbulani Craft

### General Information

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Training (small business skills, product development, quality control, pricing), marketing, transport, monitoring, mentoring.

Summary of Programme

Khumbulani Craft is committed to poverty alleviation through the design, production, marketing and sale of traditional and contemporary crafts in northern, rural KZN. Khumbulani Craft is supported by a range of donors and organisations. It is not a funding organisation.

### Funding Information

Source of Funding

Tigers Eye, Cit Foundation , IDC, National Lottery Distribution Trust Fund and others

Funding Classification

Combination

### Programme Criteria

Region

Makhanyakude, Nyamithi and Zululand District B

Industry

Craft

Previously disadvantaged

Mainly rural women

### Application Procedure

Description of Procedure

Craft groups in northern KwaZulu-Natal can request assistance from Khumbulani Craft. A skill assessment will be carried out, samples called for and when of the required quality, marketing assistance given. Business skills training, and opening and managing of a bank account, is paramount.

### Contact Details

Contact Name

Ms Jane Zimmerman

Position

Executive Director

Telephone No.

011 781-6752

Fax No.

011 781-6755

Cell/Other No.

083 255-6797

Postal Address

P O Box 67239, Bryanston, 2021

Email Address

jane@khumbulani.org.za

Website Address

www.khumbulani.org.za.

## **Maputaland Development and Information Centre (MDIC) OR Community-Based Organisations (CBO) Network**

Administrating Organisation      Maputaland Development and Information Centre (MDIC) or Community-Based Organisations (CBO) Network

### **General Information**

Provide Funding      No  
 Provide Assistance      Yes  
 Nature of Assistance      Community Project facilitation, Computer College, SMME development support (business training, advice, SARS Compliance, Coaching and Mentorship)  
 Summary of Programme      Services included business development assistance such as business counselling, coaching, mentorship, business plans development and marketing and basic business and management training. The centre also provides computer literacy training and telecentre services

### **Funding Information**

Source of Funding      W.K. Kellogg Foundation and Oxfam  
 Funding Classification      Organisation - Section 21

### **Programme Criteria**

Region      Mkhanyakude District Municipality focusing mainly at Mhlabuyalingana and Jozini Local Municipalities  
 Previously disadvantaged      Is our preference

### **Application Procedure**

Description of Procedure      Call or visit the centre for assistance.

### **Contact Details**

Contact Name      Mr Dumisani Malwane  
 Position      Chief Executive Officer  
 Telephone No.      035 592-0125  
 Fax No.      035 592-0181  
 Cell/Other No.      072 077-2408  
 Postal Address      P O Box 325, KwaNgwanase, 3973  
 Physical Address      Next to Manguzi Hospital, KwaNgwanase  
 Email Address      [dumi@mdic.org.za](mailto:dumi@mdic.org.za)  
 Website Address      [www.mdic.org.za](http://www.mdic.org.za)

## Mondi Zimele

Administrating Organisation

Mondi Zimele

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Mentorship, corporate governance, capacity building and accounting related support

Summary of Programme

Investment in and support of empowered SME entities in the value chain of the Mondi SA Group.

### **Funding Information**

Maximum per Application

R5 million per transaction

Source of Funding

Mondi SA

Funding Classification

Company

### **Programme Criteria**

Industry

Forest products

Business Requirements

Must be a Pty Ltd company complying with legal requirements.

Matching Funding

Varies

Previously disadvantaged

Transaction to include 26% Black ownership, BB-BEE complaint with youth and women participation encouraged

### **Application Procedure**

Business Plan/Framework

info@mondizimele.co.za

Description of Procedure

Request for assistance is communicated by telephone, fax or email to Mondi Zimele stating type of business and requirements from Mondi Zimele.

### **Changes**

Date Last Updated

08/07/2011

### **Contact Details**

Contact Name

Ms Maphili Shange

Position

Administrative Officer

Telephone No.

033 329 5506

Fax No.

033 329 5507

Postal Address

P O Box 806, Merebank, 4059

Physical Address

380 Old Howick Road, Hilton, 3245

Email Address

philisiwe.shange@mondizimele.co.za

Website Address

www.mondizimele.co.za



## **National Empowerment Fund (NEF) Imbewu Fund**

Administrating Organisation      National Empowerment Fund (NEF)

### **General Information**

Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Business Plan tool kit and Mentorship programme (pre- and post-investment)
Summary of Programme	The mission of the NEF is to be the catalyst for Broad-Based Black Economic Empowerment (BB-BEE). The NEF provides funds to Black entrepreneurs and groups, to facilitate access to finance in support of BB-BEE. iMbewu is designed to support Black entrepreneurs wishing to start new businesses or to expand. Applications are assessed for commercial viability of the business, regulatory compliance, Black ownership and involvement, ability to repay the loan, job creation, geographic location, and involvement of Black women, community involvement and the possibility of co-funding. Funding may be debt, quasi-equity or equity finance. Products are entrepreneurship finance, procurement finance, franchise finance and rural & community development project finance.

### **Funding Information**

Maximum per Application	R20 million
Comments	Range is from R250,000 to R20 million. Varies for different products.
Source of Funding	Department of Trade and Industry (the dti)
Funding Classification	Government institution

### **Programme Criteria**

Region	National
Business Requirements	Must comply with all relevant laws and regulations. The business must be able to repay the loan.
Matching Funding	Varies. Personal surety ship required.
Previously disadvantaged	Black managerial and operational involvement required. Minimum 50.1% Black ownership post NEF investment. Involvement of Black women is encouraged.

### **Application Procedure**

Window periods for applying	
Feedback required	Varies with different products.
Copy of Application form	Visit <a href="http://www.nefcorp.co.za">www.nefcorp.co.za</a> or phone and ask for a copy
Business Plan/Framework	Included in the application form
Description of Procedure	The detailed application must be completed and a detailed business plan submitted that includes a financial analysis (projected income statement, balance sheet and cash flow)

### **Contact Details**

Contact Name	Pre-Investment Department
Telephone No.	011 -305-8000
Fax No.	011-305-8001
Share-call Number	0861 843-633
Postal Address	P O Box 31, Melrose Arch, Melrose North, 2076
Physical Address	West Block, 187 Rivonia Road, Morningside, Johannesburg
Email Address	<a href="mailto:info@nefcorp.co.za">info@nefcorp.co.za</a>
Website Address	<a href="http://www.nefcorp.co.za">www.nefcorp.co.za</a>

## National Empowerment Fund(NEF) uMnotho Fund

Administrating Organisation National Empowerment Fund (NEF)

### General Information

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Business Plan tool kit and Mentorship programme (pre- and post-investment)  
Summary of Programme The mission of the NEF is to be the catalyst for Broad-Based Black Economic Empowerment (BB-BEE). The NEF provides funds to Black entrepreneurs and groups, to facilitate access to finance in support of BB-BEE. Applications are assessed for commercial viability of the business, regulatory compliance, Black ownership and involvement, return on investment, job creation, geographic location, community involvement and the possibility of co-funding. Funding may be debt, mezzanine and equity finance. Products are acquisition finance, new venture finance, expansion capital, capital markets and liquidity & warehousing.

### Funding Information

Maximum per Application R75 million  
Comments Range is from R2 million to R75 million. Varies for different products.  
Source of Funding National Treasury  
Funding Classification Government

### Programme Criteria

Region National  
Business Requirements Must comply with all relevant laws and regulations.  
Matching Funding Varies. Personal surety ship required.  
Previously disadvantaged Black managerial and operational involvement required. Minimum 25.1% Black ownership post NEF investment. Involvement of Black women is encouraged.

### Application Procedure

Window periods for applying Varies for different products  
Feedback required Visit [www.nefcorp.co.za](http://www.nefcorp.co.za) or phone and ask for a copy.  
Copy of Application form Included in the application form.  
Business Plan/Framework The application form must be completed and a detailed business plan submitted that includes a financial analysis (projected income statement, balance sheet and cash flow) and a thorough business analysis.  
Description of Procedure

### Contact Details

Contact Name Pre-Investment Department  
Telephone No. 011 -305-8000  
Fax No. 011-305-8001  
Share-call Number 0861 843-633  
Postal Address P O Box 31, Melrose Arch, Melrose North, 2076  
Physical Address West Block, 187 Rivonia Road, Morningside, Johannesburg  
Email Address [info@nefcorp.co.za](mailto:info@nefcorp.co.za)  
Website Address [www.nefcorp.co.za](http://www.nefcorp.co.za)

## National Lottery Distribution Trust Fund

### **General Information**

Provide Funding No  
Provide Assistance No

### **Funding Information**

Total available in Programme R1,5 Billion  
Source of Funding National Lottery

### **Programme Criteria**

Exclusions Profit Organisations  
Region National

### **Application Procedure**

Window periods for applying Annual report and progress report  
Copy of Application form Form 2010/1.  
Business Plan/Framework Yes  
Description of Procedure Application based. Applicants respond to a call for applications

### **Contact Details**

Telephone No. 012 432 1300  
Postal Address PO Box 1556, Brooklyn Square, 0075  
Physical Address Block B, Hatfield Gardens, Corner Hilda and Arcadia Street  
Email Address info@nlb.org.za  
Website Address www.nlb.org.za

:

## Nedbank Small Business Services

Administrating Organisation	Nedbank
<b><u>General Information</u></b>	
Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Information and advice on running a small business: loans at favourable rates for qualifying small businesses.
Summary of Programme	Nedbank Small Business Services focuses on providing small businesses with the financial support and solutions essential for their growth and development. Focus areas include: franchises, start-ups, professionals and traditional businesses. A free management guide providing insight into starting or buying a business is available on the Nedbank website - <a href="http://www.nedbank.co.za">www.nedbank.co.za</a> . This includes a step-by-step guide to compiling a business plan and covers topics such as marketing, production, financial, organisation and action plans.
<b><u>Funding Information</u></b>	
Maximum per Application	R3,2 million total group exposure i.e. a client may have more than one loan but their total must not exceed R3,2 million
Source of Funding	Nedbank
Funding Classification	Company
<b><u>Programme Criteria</u></b>	
Business Requirements	Businesses should have a turnover of between R150 000 and R7.5 million and employ fewer than 25 people.
<b><u>Application Procedure</u></b>	
Copy of Application form	Available from the website at <a href="http://www.nedbank.co.za">www.nedbank.co.za</a> or collect at your local branch
Business Plan/Framework	Assistance is provided in the branch if necessary. Plans are generally required for start-up business or new business loans.
Description of Procedure	Apply at your local Nedbank branch or call the national line on 0860 116-400
<b><u>Contact Details</u></b>	
Contact Name	Mrs Hlengiwe Nala
Position	Specialist Relationship Manager Small Business Services
Telephone No.	031 251 6404
Fax No.	031 3640645
Cell/Other No.	0836764118
Postal Address	P O Box 2776, Westway Office Park, Westville, 3635
Physical Address	Westway Office Park, Westville
Email Address	<a href="mailto:hlengiwen@nedbank.co.za">hlengiwen@nedbank.co.za</a>
Website Address	<a href="http://www.nedbank.co.za">www.nedbank.co.za</a>

## Pietermaritzburg Chamber of Business

Administrating Organisation Pietermaritzburg Chamber of Business

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Training, partnering, networking and information services  
Summary of Programme The Chamber aims to promote and support local businesses and local economic growth, create employment opportunities, promote best practice in business, effectively represent the views of business, establish a vibrant business network, facilitate Black Economic Empowerment and develop the city and surrounds as a destination of choice for tourism.

### **Funding Information**

Source of Funding Private membership subscription and income from activities  
Funding Classification Organisation

### **Programme Criteria**

Region Msunduzi Municipality

### **Application Procedure**

Copy of Application form Refer to the website at [www.pcb.org.za](http://www.pcb.org.za)  
Description of Procedure Contact the Chamber by telephone, facsimile or email.

### **Contact Details**

Contact Name Mrs Melanie Veness  
Position CEO  
Telephone No. 033 345-2747  
Fax No. 033 394-4151  
Postal Address P O Box 11734 Dorpspruit 3206  
Physical Address Chamber House, Royal Showgrounds, Pietermaritzburg  
Email Address [ceo@pcb.org.za](mailto:ceo@pcb.org.za)  
Website Address [www.pcb.org.za](http://www.pcb.org.za)

## Proactive Land Acquisition Strategy (PLAS)

Administrating Organisation Department of Rural Development and Land Reform

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Recapitalisation and Development Programme  
Summary of Programme The Framework in terms of the strategy will target black people (Africans, Coloureds and Indians), groups and individuals that live in communal areas and black people with the necessary farming skills in urban areas, people living under insecure tenure rights

### **Funding Information**

Comments Strategically located land is acquired and registered in the name of the state. Natural or juristic persons can then lease for periods to be determined in terms of the commodity.  
Source of Funding Department of Rural Development and Land Reform(DRDLR)  
Funding Classification Government

### **Programme Criteria**

Exclusions Government employees and politicians are excluded.  
Region South Africa  
Industry Agriculture  
Business Requirements Varies from commodity to commodity  
Matching Funding None  
Previously disadvantaged Applicants must be African, Coloured or Indian.  
Other SA citizens, groups or individuals, over 18 years, live near or on land, and work at least partly on the land

### **Application Procedure**

Copy of Application form Contact your nearest district office of the Department of Rural Development and Land Reform.  
Description of Procedure In terms of the programmatic approach, land needs of potential beneficiaries are to be identified in a specific area and matched with suitable and available land in that area. The Programmatic approach is therefore based on area development planning; ultimately culminating in an area development plan that will clearly stipulate the land needs. These land needs would then need to be quantified, if not already quantified through other planning tools such as the IDPs or Provincial Growth and Development Strategies, in terms of beneficiaries

### **Contact Details**

Contact Name Ms Z Molefe  
Position Deputy Director, Pietermaritzburg District Office  
Telephone No. 033 392-0650  
Fax No. 033 342-2103  
Cell/Other No. 082 577-5712  
Postal Address Private Bag X9000, Pietermaritzburg, 3200  
Physical Address 3rd Floor, Legal Wise Building, 199 Pietermaritz St, Pietermaritzburg  
Email Address [zmolefe@dla.gov.za](mailto:zmolefe@dla.gov.za)  
Website Address [www.dla.pwv.gov.za](http://www.dla.pwv.gov.za)

## Project Gateway

Administrating Organisation

Project Gateway

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Training, mentorship, start-up and business advice

Summary of Programme

The project focuses on business development. The objective is to uplift, in a holistic manner, well-equipped entrepreneurs running sustainable businesses. This includes training in business skills, marketing support and mentorship for new businesses. Participants start to generate income at an early stage in the programme with a view to channelling training into the establishment of a small business.

### **Funding Information**

Source of Funding

Donations from churches, funders and individuals, both local and international

Funding Classification

Organisation - NGO

### **Programme Criteria**

Region

KZN

### **Application Procedure**

Description of Procedure

Apply in person initially.

### **Contact Details**

Contact Name

Mrs Di Milford

Position

Donor Marketing and Public Relations

Telephone No.

033 845-0400

Fax No.

033 845-0455

Cell/Other No.

082 784-3729

Postal Address

P O Box 101071, Scottsville, 3209

Physical Address

4 Burger Street , Pietermaritzburg

Email Address

milfordd@projectgateway.co.za

Website Address

www.projectgateway.co.za

## PUM-Netherlands Advisory Service

### Programme

Programme Name	<b>PUM - Netherlands Advisory Service</b>
Administrating Organisation	Netherlands Advisory Service

### General Information

Provide Funding	No
Provide Assistance	Yes
Nature of Assistance	Business consultancy
Summary of Programme	PUM offers the consultancy services of a Dutch expert in a matching industry. Consultants spend approximately three weeks in South Africa with the business person requiring advice. Only accommodation i.e. B&B, local travel and meals need to be provided. About 75 consultants come annually to South Africa to assist. The programme has been running for 25 years.

### Funding Information

Source of Funding	Netherlands Advisory Service
Funding Classification	International government

### Programme Criteria

Exclusions	State-owned businesses and start-ups are excluded.
Business Requirements	The business must employ at least 10 people (max 100 staff) and must be locally privately owned . The business must have been in operation for at least two years. It must be an SME (as defined) and must be in financial need of the expertise need
Other	Owner/entrepreneur must show commitment to full involvement during the PUM missions and consecutive implementation of recommendations.

### Application Procedure

Copy of Application form	On website under Apply or from the local representative
Description of Procedure	Complete the application form in full, giving special attention to the issue or problem the PUM expert has to look into. The application is processed. If successful, a consultant is sent to SA. After completion of the assignment, the consultant returns to the Netherlands and reports back on recommendations. If these are followed, a return visit may be considered around 6 months later.

### Contact Details

Contact Name	Mr Akash Singh
Position	KZN Representative
Telephone No.	031 207-2416
Fax No.	031 207-2417
Cell/Other No.	083 638-0339
Postal Address	P O Box 70789, Overport, 4067
Physical Address	Suite 521, Overport City, 430 Peter Mokaba Ridge (formerly Ridge Road), Durban
Email Address	akash@sigmaintl.co.za
Website Address	www.pum.nl



## Rural Women's Movement(RWM)

Administrating Organisation	Rural Women's Movement (RWM)
<b><u>General Information</u></b>	
Provide Funding	No
Provide Assistance	Yes
Nature of Assistance	Training: policies and laws, gender equality, human rights, organizational development, Information and Communication Technology,
Summary of Programme	(1) Women and land (2) Women's Economic Empowerment (3) Women's Participation in Local Governance Cross-cutting issues: Information and Communication Technology, Gender Equality and HIV/AIDS.
<b><u>Funding Information</u></b>	
Maximum per Application	R545,000
Comments	We do not have adequate funding our small funders are only focusing on supporting our projects and not the core business of the RWM.
Total available in Programme	R300,000
Source of Funding	International Foundations: American Jewish World Services (USA), Firelight Foundation (USA) , Mama Cash (The Netherlands), African Women's Development Fund (Ghana), Common Wealth Foundation (UK), Foundation for Human Rights (Johannesburg), Global Fund for Women (USA), Urgent Action Fund (Kenya), Tides Foundation (USA).
Funding Classification	Other: Non-profit organisation
<b><u>Programme Criteria</u></b>	
Region	Seven (7) Districts of rural KwaZulu Natal
Industry	NGO sector
Previously disadvantaged	Rural women: single mothers, married women, widows, pensioners, the youth farm tenants and the orphaned children (girls/boys)
<b><u>Application Procedure</u></b>	
Feedback required	Required to give feedback to the communities we are working, Provincial Committee of RWM, Funders/Donors, sister organizations and other supporters.
Copy of Application form	Yes
Copy of Business Plan/Framework	Yes
Description of Procedure	Task groups and local committees working with women's groups in local areas identify people for training. Although it is normally done through these community-based structures (CBOs), individuals may apply and motivate for themselves.
<b><u>Contact Details</u></b>	
Contact Name	Ms Sizani Ngubane
Position	Director
Telephone No.	031 579 4559
Fax No.	031 579 4559
Cell/Other No.	073 840-5151
Postal Address	P O Box 1326, Hilton, Pietermaritzburg, 3245
Physical Address	38 Valley Road, Sea Cow Lake, Durban KwaZulu Natal 4051
Email Address	<a href="mailto:rwm@mail.ngo.za">rwm@mail.ngo.za</a> or <a href="mailto:ruralwomensmovement@gmail.com">ruralwomensmovement@gmail.com</a>
Website Address	<a href="http://www.rwmsa.org">www.rwmsa.org</a>

## **SA Cane Growers Association (Cane growers)**

Administrating Organisation SA Cane Growers Association (Cane growers)

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Training  
Summary of Programme This varies, and is based on identified needs..

### **Funding Information**

Funding Classification Organisations

### **Programme Criteria**

Industry Agriculture –Sugar Cane  
Business Requirements Must be a sugar cane farmer

### **Application Procedure**

Copy of application form May apply by letter, phone, fax or email

### **Contact Details**

Contact Name Dr K Hurly  
Position Director:Regional Services  
Telephone No. 031 508 7200  
Fax No. 031 508 7201  
Postal Address PO Box 888, Mount Edgecombe,4300  
Physical Address 170 Flanders Drive, Mount Edgecombe,4300  
Email Address khurly@canegrowers.co.za  
Website Address www.sacanegrowers.co.za

## Seda KZN

Administrating Organisation Seda (Small Enterprise Development Agency) of the Department of Trade and Industry (the dti/DTI)

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Non-financial business support  
Summary of Programme Mission: To promote, develop and support small enterprises to ensure their growth and sustainability. Services are either free to the clients or are subsidised. Currently Seda does not charge anything for services rendered by its own staff as well as delivered by the EIC-s, although a sliding scale of subsidies is used to access the Technical Fund for specialised intervention by service providers.

### **Funding Information**

Total available in Programme R5m 2007/2008 (Technical Fund)  
Source of Funding Department of Trade and Industry (the dti/DTI), provincial and local government  
Funding Classification Government

### **Application Procedure**

Description of Procedure Phone or visit your nearest Seda branch or see the website.

### **Contact Details**

Contact Name Mr Lindani Dhlomo  
Position Provincial Manager  
Telephone No. 031 277-9500  
Fax No. 031 277-9510  
Cell/Other No.  
Postal Address P O Box 52263, Berea road, 4007  
Physical Address 381 King Dinuzulu Road (Berea Road), Durban  
Email Address ldhlomo@seda.org.za  
Website Address www.seda.org.za

## SmartXchange Entrepreneur Support Programme

Administrating Organisation      SmartXchange

### **General Information**

Provide Funding	No
Provide Assistance	Yes
Nature of Assistance	Incubation and business development advice, virtual incubation, mentoring/coaching, facilitating business management training and skills development, linkages to financiers, facilitating networks amongst entrepreneurs and corporate, shared facilities
Summary of Programme	SmartXchange is a technology Hub and a dynamic, SMME incubation centre established to promote and support the region's vision to be the technology hub of Africa. Three key forms of assistance are provided: 1. Entrepreneur Support Programme (ESP) which is offered in partnership with private sector ICT companies and covers predefined training, business specific training, mentorship and sustainability monitoring. 2. Entrepreneur Support System which offers a host of shared facilities to resident SMME~s i.e. reception facilities, access control systems, 24 hour security, fully equipped meeting and training rooms, fully equipped boardrooms and internet access. 3. Tailored ESP for virtual (non-resident) members.

### **Funding Information**

Comments	We facilitate access to institutions that fund SMMEs
Source of Funding	Private and Government
Funding Classification	Organisation – NPO

### **Programme Criteria**

Region	KZN
Industry	ICT
Business Requirements	Must be registered legal entity, have a Business Plan, an up to date tax clearance certificate and have started trading. We only accept SMMEs that operate in the ICT sector
Previously disadvantaged	BEE shareholding required (PDI)

### **Application Procedure**

Window periods for applying	Quarterly
Feedback required	Weekly
Copy of Application form Business Plan/Framework	Website: <a href="http://www.smartxchange.co.za">www.smartxchange.co.za</a> <a href="http://www.smartxchange.co.za">www.smartxchange.co.za</a> - see 'Entrepreneurs'
Description of Procedure	Download the application form from the website under Entrepreneurs, complete in full and return to SmartXchange. Alternatively, call their offices for an application form. Once received a panel of experts will sit to review the application and if appropriate, will call for a presentation.

### **Contact Details**

Contact Name	Ms Nokuthula Msibi
Position	Incubation Programme Manager
Telephone No.	031 307-1988
Fax No.	031 307-1987
Postal Address	P O Box 5225, Durban, 4000
Physical Address	5th Floor SmartXchange, 5 Walnut Road, Durban
Email Address	<a href="mailto:robynne@smartxchange.co.za">robynne@smartxchange.co.za</a>
Website Address	<a href="http://www.smartxchange.co.za">www.smartxchange.co.za</a>

## South African Women Entrepreneurs Network (SAWEN)

Administrating Organisation Gender and Women Empowerment Unit of the Department of Trade and Industry (the dti/DTI)

### General Information

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Range - training, advice, business support, networking, etc.  
Summary of Programme SAWEN exists to assist women entrepreneurs to start, grow and sustain their own enterprises. It is a national network that facilitates and monitors the socio-economic advancement of women. SAWEN offers advice and support, information sharing forums, networking forums, company registration, business linkages, market access etc. Businesses of any size are welcome to join. Annual membership costs R300. All services including training are free.

### Funding Information

Source of Funding Department of Trade and Industry (the dti/DTI)  
Funding Classification Government institution

### Programme Criteria

Business Requirements Business must be 51% owned by women  
Previously disadvantaged Women

### Application Procedure

Copy of Application form Contact the offices for a form to be posted or collect from the offices.  
Description of Procedure Contact the provincial or national office for a form to be posted or collect. Complete the form, pay the membership fee and post back. Contact the office for any assistance you need. You will receive an SMS regarding any training that is available in the province.

### Contact Details of Public Agent

Contact Name Ms Mmabatho Matiwane  
Position CEO (Acting)  
Telephone No. 012 394-1605  
Fax No. 012 394-2605  
Cell/Other No. 021 425-5017  
Postal Address PO Box 28331, Sunnyside, 0132  
Physical Address DTI campus Block B, Ground Floor, 44 Esselen Street, Sunnyside, Pretoria  
Email Address mmabatho@thedti.gov.za  
Website Address www.thedti.co.za

## Standard Bank Contract Finance

Administrating Organisation

Standard Bank

### General Information

Provide Funding

Yes

Provide Assistance

No

Summary of Programme

Standard Bank has developed a finance offering that takes into account the value of the supply contract entered into by the applicant. The product is aimed at providing finance to businesses that have the technical and managerial ability to perform in terms of the contract but require funding to be able to perform in terms of the contract awarded.

### Funding Information

Total available in Programme

No limitations

Source of Funding

Standard Bank

Funding Classification

Company

### Programme Criteria

Exclusions

Exclusions are: contracts denominated in foreign currency

Business Requirements

The business must be formally registered

### Application Procedure

Feedback required

Loans are subject to on-going review

Description of Procedure

Apply at your nearest Standard Bank branch. The following information must be provided to the bank (additional information may also be requested): 1) Copies of contracts; 2) Profile of the business; 3) List of completed contracts with references; 4) Financial statements and management accounts; 5) Last six months bank statements if not banking with Standard Bank 6) Any other relevant documentation - QS reports, JV agreements etc.; 7) Detailed cash flow projection for at least 12 months and assumptions to cash flow; 8) Copies of contracts (if applicable); 9) Financial statements and management accounts (if applicable); and 10) From the members/shareholders: personal statement of assets and liabilities; CVs and IDs and favourable bank report or their last six months bank statements if not banking with Standard Bank and latest financial statements and management accounts of any other businesses owned as well as six months of bank statements if not banking with Standard Bank.

### Contact Details

Contact Name

Mr Michael Biyase

Position

Provincial Manager – Small , Medium Enterprise Market

Telephone No.

031 374-2195

Fax No.

031 374-2048

Postal Address

Standard Bank Centre, 1 Kingsmead Way, Kingsmead, Durban, 4001

Physical Address

2nd Floor Standard Bank Centre, 1 Kingsmead Way, Kingsmead, Durban

Email Address

Michael.Biyase@standardbank.co.za

Website Address

www.standardbank.co.za

## Standard Bank Risk Sharing Arrangement with Provincial Government

Administrating Organisation      Standard Bank

### **General Information**

Provide Funding      Yes  
Provide Assistance      No  
Summary of Programme      Standard Bank is committed to improving access to finance for emerging SME~s and to the promotion of BEE. Together with the Provincial Government, they have agreed to establish a Balanced Portfolio Loan Book for the purpose of funding new and expanding SME~s in the province. The funding is available to businesses requiring credit facilities such as medium term loans, vehicle and asset finance and working capital.

### **Funding Information**

Maximum per Application      R3 million  
Comments      The minimum loan amount is R100 000.  
Total available in Programme      The maximum Loan Book is R600 million in terms of current arrangement with Provincial Government  
Source of Funding      Standard Bank and Provincial Government funded initiative  
Funding Classification      Combination - Company / Government

### **Programme Criteria**

Region      KZN  
Business Requirements      The main business must be formally registered in KZN. Effective strategic and management control must be exercised by the sole proprietor, partner, member or shareholder who has a controlling interest. The business must have a profit motive and be economic  
Matching Funding      This is not a prerequisite  
Previously disadvantaged      Applications are restricted to BEE SME~s

### **Application Procedure**

Feedback required      Loans are subject to on-going review  
Copy of Application form      Enquire at any Standard Bank Branch / Provincial Treasury or Ukwakha Office  
Description of Procedure      The following information must be provided to the bank (additional information may also be requested): 1) A detailed business plan. 2) Detailed cash flow projection for at least 12 months and assumptions to cash flow. 3) Copies of contracts (if applicable). 4) Financial statements and management accounts (if applicable). 5) From the members/shareholders: personal statement of assets and liabilities; CVs and IDs and favourable bank report or their last six months bank statements if not banking with Standard Bank.

### **Contact Details**

Contact Name      Mr Michael Biyase  
Position      Provincial Manager – Small , Medium Enterprise Market  
Telephone No.      031 374-2195  
Fax No.      031 374-2048  
Postal Address      Standard Bank Centre, 1 Kingsmead Way, Kingsmead, Durban, 4001  
Physical Address      2nd Floor Standard Bank Centre, 1 Kingsmead Way, Kingsmead, Durban  
Email Address      Michael.Biyase@standardbank.co.za  
Website Address      www.standardbank.co.za

## **Start-Up/ Equity Fund**

Administrating Organisation

Technology Innovation Agency (TIA)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Finance start-up companies to take technology where a first prototype or similar exists into the market where the company has not reached profitability and is not able to provide any material quantum (at least 20%) of matching funding that would qualify it for the Industry Matching Fund.

Summary of Programme

This fund is open to fledgling companies driving technology innovations which do not have either the capital to match the TIA's investment or the track record and balance sheet to secure loan finance. Funding is typically provided for equity or equity in combination with debt or convertible preference shares, and in rare cases a royalty. Although there is not a direct cash matching requirement, prior personal investment by entrepreneurs will be an advantage, and sweat equity will be required going forward. In terms of direct financial support, TIA will seek out and catalyse opportunities involving high risk start-up companies that are commercialising new technologies, where at least a first prototype or similar exists, whether based on inbound or locally developed technology.

### **Funding Information**

Maximum per Application

No specific limit. Funding approval is always subject to funding availability

Comments

Funding typically provided primarily through Equity. In combination with Equity, Debt and / or Preference Shares (may be convertible to equity) may be considered. In some cases a Royalty, typically convertible to commercial vehicle that may be created in future may be considered

Source of Funding

Department of Science and Technology (DST)

Funding Classification

Government

### **Programme Criteria**

Exclusions

The TIA reserves the right not to consider applications: That are incomplete and not signed; Companies that are deregistered or are in a process to be deregistered by CIPRO; which seek to expand any of the following markets: recreational drugs; sex trade.

Region

National

Industry

Research, science, engineering and technology fields. The TIA currently has the following priority Sectors, with sector strategies being developed and published from time to time: Advanced Manufacturing; Agriculture; Energy; Health ;Industrial Biotechnology; Information and Communication Technology; Mining. Applicants are encouraged to speak to the relevant sector heads for details of the strategic priority areas

Business Requirements

The TIA will typically accept applications from a South African registered company incorporated under the South African Companies Act.

Matching Funding

No cash matching is required from the applicant. However, some prior contribution and/or sweat equity required. Please refer to the TIA website for updated guidelines and more detailed information on matching requirements

Previously disadvantaged

The TIA Funds will provide financial support to the best proposals on merit. All promising applications will be evaluated according to set criteria which includes the potential for BBBEE



### **Application Procedure**

Window periods for applying

Feedback required

Copy of Application form

Business Plan/Framework

Description of Procedure

An open call system is used - applications are welcome at any time.

Quarterly progress reports. Payments are only made or authorised upon satisfactory progress being demonstrated. An interim review is held midway through the project and a final review in the form of a site visit is held on completion of the project

Available on the TIA website

Guidelines are available on the TIA website

For detailed information, please refer to the guidelines available on the TIA website.

### **Contact Details**

Contact Name

Position

Telephone No.

Fax No.

Postal Address

Physical Address

Email Address

Website Address

Nelisha Naidoo

Business Development Manager (KZN)

031 001-7550

031 001-7556

P. O Box 30603, Mayville, 4058, Durban, South Africa

750 Francois Road, Intuthuko Junction, Forest Pod 7/8. Durban, South Africa

Nelisha.naidoo@tia.org.za

www.tia.org.za

## **SPII (Support Programme for Industrial Innovation)**

Administrating Organisation      Industrial Development Corporation (IDC)

### **General Information**

Provide Funding      Yes  
 Provide Assistance      Yes  
 Nature of Assistance      Basic business support  
 Summary of Programme      SPII is designed to promote and assist technology development by providing financial assistance for projects that develop technical innovative products and/or processes. SPII focuses on the phase that begins at the end of basic research (proof of concept) and ends when a pre-production prototype has been made. The Industrial Development Corporation (IDC) manages SPII on behalf of the Department of Trade and Industry (the dti).

### **Funding Information**

Maximum per Application      Up to R1m/ R1-3m/ R3-20m  
 Comments      For direct costs incurred in developing new products/processes  
 Source of Funding      Department of Trade and Industry (the dti)  
 Funding Classification      Government / Grant

### **Programme Criteria**

Exclusions      SPII excludes basic and applied research, military products, non-innovative projects, commercialisation  
 Region      South Africa  
 Industry      All sectors  
 Business Requirements      Registered SA business  
 Product Process Development Scheme (PPD)      The following BEE incentives apply to the PPD Scheme:  
 • For enterprises with ≤25% BEE shareholding, the grant is 50% of qualifying costs;  
 • For enterprises with >25% but ≤50% BEE shareholding, the grant is 75% of qualifying costs;  
 • For >50% shareholding by women or people with disabilities, the grant is 75% of qualifying costs;  
 and  
 • For enterprises with BEE shareholding of >50%, the grant is 85% of qualifying costs.  
 Matching Scheme & Partnership Scheme (PII)      The following BEE incentives apply to small and medium companies under the Matching Scheme:  
 • For enterprises with ≤25% BEE shareholding, the grant is 50% of qualifying costs;  
 • For enterprises with >25% but ≤50% BEE shareholding, the grant is 65% of qualifying costs;  
 • For >50% shareholding by women or people with disabilities, the grant is 65% of qualifying costs;  
 and  
 • For enterprises with BEE shareholding of >50%, the grant is 75% of qualifying costs.  
 Other      Only for direct costs incurred in developing new products/processes

### **Application Procedure**

Feedback required      Detailed feedback is required.  
 Copy of Application form      [www.spii.co.za](http://www.spii.co.za)  
 Business Plan/Framework      Yes  
 Description of Procedure      Receive application, conduct Basic Assessment, Conduct Due Diligence, Panel presentation, After approval, Sign legal agreement, and complete milestones.

**Contact Details**

Contact Name	Dr Ntokozo Mthembu
Position	Senior Specialist
Telephone No.	011 269-3552
Fax No.	011 269-3901
Cell/Other No.	011 269-3659/3911
Postal Address	P O Box 785341, Sandton, 2146
Physical Address	19 Fredman Drive, Sandown, Gauteng
Email Address	<a href="mailto:spii@idc.co.za">spii@idc.co.za</a>
Website Address	<a href="http://www.spii.co.za">www.spii.co.za</a>

## Support Programme for Industrial Innovation (SPII)

Administrating Organisation Industrial Development Organisation (IDC)

### **General Information**

Provide Funding Yes  
Provide Assistance Yes  
Nature of Assistance Grants  
Summary of Programme SPII supports technical industrial innovation in the form of grants.

### **Funding Information**

Maximum per Application 3 Applications: Up to R1 million; R1million to R3million and R3million to R20 million  
Source of Funding The department of Trade & Industry (THE DTI)  
Funding Classification Grant

### **Programme Criteria**

Exclusions Government Institutions and Government Funded Organisations  
Region South Africa  
Industry All  
Business Requirements Registered South African Business

### **Application Procedure**

Feedback required After successful completion of project, business to report to the dti for 3 years on certain information  
Copy of Application form Obtain forms from website or relevant offices.  
Business Plan/Framework Yes  
Description of Procedure Receive application, conduct Basic Assessment, Conduct Due Diligence, Panel presentation, After approval, Sign legal agreement, and complete milestones.

### **Contact Details**

Contact Name Nikki Kwaze / Dorcus Tsoetsi  
Position Programme Administrator  
Telephone No. 011 269 3073/ 3325  
Fax No. 011 269 3901  
Cell/Other No.  
Postal Address PO Box 784055, Sandton, 2146  
Physical Address 19 Fredman Drive, Sandton  
Email Address spii@idc.co.za  
Website Address www.spii.co.za

## Swiss South African Co-Operation Initiative

Administrating Organisation      Swiss South African Co-Operation Initiative

### **General Information**

Provide Funding      Yes  
Provide Assistance      Yes  
Nature of Assistance      Technical, Financial, Business Training and Mentoring  
Summary of Programme      SSACI is an organisation that provides technical and financial support to vocational skills training and job creation projects aimed at disadvantaged young South Africans.

### **Funding Information**

Maximum per Application      Not exceeding R1million per year for three years  
Source of Funding      Private companies and the Swiss Agency for Development Co-Operation (SDC)  
Funding Classification      Combination- Company/International Government/Trust

### **Programme Criteria**

Business Requirements      Projects must be managed by a public benefit organisation that has 18 A Tax status  
Previously disadvantaged      Unemployed out-of-School youth and entrepreneurs (Aged 16-35)

### **Application Procedure**

Feedback required      Quarterly and narrative reports .  
Copy of Application form      Obtain from website or emailed on request  
Copy of Business Plan/Framework      Obtain from website or emailed on request  
Description of Procedure      Submit a proposal by email, according to the guidelines outlined on the website, describing objectives, organisational information, action plans, participants, reporting procedures and budget

### **Contact Details**

Contact Name      Mr Ken Duncan  
Position      CEO  
Telephone No.      011 642 2110/5687  
Fax No.      011 642 4206  
Postal Address      Postnet Suite 267 Private Bag x305000, Houghton 2041  
Physical Address      Harrow Court 1, Isle of Houghton Office Park 11 Boundary Road Houghton, Johannesburg 2198  
Email Address      info@ssaci.org.za  
Website Address      www.ssaci.org.za

## Technology Development Fund (IMF)

Administrating Organisation	Technology Innovation Agency (TIA)
<b><u>General Information</u></b>	
Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Investments provided to institutions: Science Councils (SCs) and Higher Education Institutions (HEIs) for pre-competitive end-stage research and development projects, where TIA considers the merit of the projects to warrant support without partnership with industry.
Summary of Programme	This Fund will primarily provide funding to HEI's and SC's, preferably in consortia, where TIA agrees to fund research and development activities leading up to a product prototype or similar without an industry partner. Please refer to the TIA website for guidelines and more detailed information.
<b><u>Funding Information</u></b>	
Maximum per Application	No specific limit. Funding approval is subject to funding availability
Comments	Funding typically provided through a royalty financial instrument
Source of Funding	Department of Science and Technology (DST)
Funding Classification	Government
<b><u>Programme Criteria</u></b>	
Exclusions	The programme is open to HEI's and SC's. The TIA reserves the right not to consider applications: That are incomplete and not signed; inadequate evidence that matching funding requirements can be met; which seek to expand the following markets: recreational drugs; sex trade.
Region	National
Industry	Research, science, engineering and technology fields. Advanced Manufacturing; Agriculture; Energy; Health; Industrial Biotechnology; Information and Communication Technology; Mining.
Business Requirements	The TIA will typically accept applications from a publicly-funded research organisation (e.g. science council) or Higher Educational Institution (e.g. University). Must be a South African entity
Matching Funding	Matching funding baseline contribution of 50% in cash is required from the applicant. There may be reductions to the matching requirements depending on the nature of application, consortium partnership and track record of the applicant. Please refer to the TIA website for updated guidelines
Previously disadvantaged	The TIA Funds will provide financial support to the best proposals on merit. All promising applications will be evaluated according to set criteria which includes the potential for BBBEE
<b><u>Application Procedure</u></b>	
Window periods for applying	An open call system is used - applications are welcome at any time.
Feedback required	Quarterly progress reports. Payments are made or authorised upon satisfactory progress being demonstrated. An interim review is held midway through the project and a final review in the form of a site visit is held on completion of the project
Copy of Application form	Available on the TIA website
Business Plan/Framework	Guidelines are available on the TIA website
Description of Procedure	For detailed information, refer to the guidelines available on the TIA website.
<b><u>Contact Details</u></b>	
Contact Name	Nelisha Naidoo
Position	Business Development Manager (KZN)
Telephone No.	031 001-7550
Fax No.	031 001-7556
Postal Address	P. O Box 30603, Mayville, 4058, Durban, South Africa
Physical Address	750 Francois Road, Intuthuko Junction, Forest Pod 7/8. Durban, South Africa
Email Address	Nelisha.naidoo@tia.org.za
Website Address	www.tia.org.za

## TIKZN Formal Training Programme

Administrating Organisation Trade and Investment KwaZulu-Natal (TIKZN)

### General Information

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Participative Export Marketing Discussions  
Summary of Programme We offer these discussions with established businesses that vary in export sales from the small but established exporter to the large manufacturing concern. The aim of these discussions is to gauge the EDPU at TIKZN's assistance as provided to the private sector, and to improve on it through positive interaction. Although the export discussions are held periodically, the improvement is on-going.

### Funding Information

Comments Attendance of these training programs is free of charge.  
Source of Funding Trade and Investment KwaZulu-Natal (TIKZN)  
Funding Classification Government

### Programme Criteria

Exclusions Companies and CC-s that have been in business for less than one year and providers of services are excluded.  
Region KZN  
Industry Only manufacturers / traders of products (no service providers)  
Business Requirements Must be in business for at least one year.  
Matching Funding N/A  
Previously disadvantaged Preference is given to previously disadvantaged SMME-s

### Application Procedure

Window periods for applying Applicants are invited.  
Feedback required Quarterly report.  
Description of Procedure Attendees are invited based on their previous dealings with TIKZN.

### Contact Details

Contact Name Mr Francois Bietrix  
Position Export Development Manager  
Telephone No. 031 368-9650  
Fax No. 086 501-2491  
Cell/Other No. 082 465-5595  
Postal Address P O Box 4245, Durban, 4000  
Physical Address Trade and Investment House, Kingsmead Office Park, Kingsmead Boulevard, Stanger Street, Durban  
Email Address francois@tikzn.co.za  
Website Address www.tikzn.co.za

## Technology Station in Clothing and Textiles

Administrating Organisation Technology Innovation Agency and Cape Peninsula University of Technology)

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Technology support in manufacturing advisory services, technology platform, product testing and analysis, human capital development, product development ,smart organisation ,and research  
Summary of Programme Technology based Solutions: providing technical oriented services to technology-based enterprises both public and private to be competitive in the manufacturing sector and to accelerate the exploitation of in-bound technology at stations, platforms and CoCs

### **Funding Information**

Source of Funding Technology Innovation Agency  
Funding Classification Government

### **Programme Criteria**

Region South Africa  
Industry Clothing, Textiles and related Industries  
Business Requirements Per Project  
Previously disadvantaged Preferred PDI and Female  
Other Match Funding and include travel accommodation outside Cape Town

### **Application Procedure**

Feedback required Applicant make contact  
Copy of Application form Non, Company Audit

### **Contact Details**

Contact Name Shamil Isaacs  
Position Manager  
Telephone No. 021 959 6470  
Fax No. 021 959 6816  
Postal Address PO Box 1906, Bellville,7535  
Physical Address Cape Peninsula University of Technology, Technology station in Clothing and Textiles Building, Symphony Road, Bellville  
Email Address isaacssh@input.ac.za,techstation@cput.ac.za  
Website Address <http://active.cput.ac.za/tsct>



## Technology Innovation Agency (TIA)

Administrating Organisation

Technology Innovation Agency (TIA)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Partnerships, Business Advisory, Commercialisation, Technology Transfer, Technology Investment Funding

Summary of Programme

TIA provides venture capital funding for Technology projects in various sectors such as Manufacturing, Industrial, Agriculture, Biotechnology, Mining, Health and ICT.

### **Funding Information**

Maximum per Application

Varies

Source of Funding

Department of Science and Technology (DST))

Funding Classification

Combination

### **Programme Criteria**

Region

National, KZN,Gauteng, Eastern and Western Cape

Industry

All sectors mentioned under general info.

### **Application Procedure**

Copy of Application form

[www.tia.org.za](http://www.tia.org.za)

### **Contact Details**

Contact Name

Dr. Blessed Okole

Position

Senior General Manager: Infrastructure and Planning Unit

Telephone No.

031 271 4501

Fax No.

086 638 4694

Postal Address

PO Box 30603, Mayville, 4508

Physical Address

Pod 7 & 8, Intuthuko Junction, 750 Francois Road, Cator Manor

Email Address

[Blessed.Okole@tia.org.za](mailto:Blessed.Okole@tia.org.za)

Website Address

[www.tia.org.za](http://www.tia.org.za)

## Tourism KZN Information and Knowledge Management Research

Administrating Organisation

Tourism KZN

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Advice and data including tourism statistics for feasibility studies or business plans

Summary of Programme

Registration with Tourism KZN is mandatory for all enterprises whose primary object is to provide services and facilities to tourists. Registration costs R150 per year and the administration function for registration is now performed by the Department of Economic Development and Tourism in Pietermaritzburg. Services offered by this programme include information, knowledge, and advice. Domestic and international tourism statistics are available. Domestic tourism event and conference impact assessments are carried out for assessment of economic impacts.

### **Funding Information**

Source of Funding

Tourism KZN

Funding Classification

Government institution - parasternal

### **Programme Criteria**

Region

KZN

Industry

Tourism, marketing and promotion

Business Requirements

Registration with Tourism KZN is required by all tourism operators in KZN – this costs R150 per year.

### **Application Procedure**

Copy of Application form

Copy of Registration Form / Code of Conduct / Category List:  
[www.kzn.org.za/registration/refgorm.doc](http://www.kzn.org.za/registration/refgorm.doc)

Copy of Business Plan/Framework

Guidelines: [www.kzn.org.za/kzn/829/xml](http://www.kzn.org.za/kzn/829/xml)

Description of Procedure

Register with Tourism KZN (see separate entry for details) then request assistance.

### **Contact Details**

Contact Name

Ms Karen Kohler

Position

Acting General Manager and Research Manager

Telephone No.

031 366-7500

Fax No.

031 305 1438

Postal Address

P O Box 2516, Durban, 4000

Physical Address

Tourist Junction, 160 Pine Street, Durban

Email Address

[karen@zulu.org.za](mailto:karen@zulu.org.za)

Website Address

[www.zulu.org.za](http://www.zulu.org.za)

## Tradepoint South Africa Durban

Administrating Organisation Tradepoint South Africa Durban

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Exports And Imports  
Summary of Programme Tradepoint is a trade facilitation centre established to assist SMEs access global markets. Services include provision of a trade library, electronic trade opportunities, Global Directory System, National statistics, DTI Applications, Country Profiles, Business support services (travel, visas), Advice on international trade transactions and Trade fairs, exhibitions and trade missions

### **Funding Information**

Source of Funding KZN Department of Economic Development & Tourism, eThekweni Municipality, Trade & Investment KwaZulu-Natal and Small Enterprise Development Agency.

Funding Classification Government

### **Programme Criteria**

Region KwaZulu -Natal  
Industry Manufacturing, Creative, Agro Processing, Furniture, Clothing, Footwear & Textile and ITC & Electronics  
Business Requirements Be in operation for more than a year, company registration, SARS Tax Clearance Certificate, Customs Exporter/Importer Code and participate in a structured exports/imports development programme. Existing Exporters to have operated for more than 2 years, have production capacity, local sales record and an export marketing plan.  
Previously disadvantaged Yes

### **Application Procedure**

Feedback required Membership Criteria and business requirements have to be met  
Description of Procedure Contact us or come through to our office

### **Contact Details**

Contact Name Miss Phumzile Mgenge  
Position Foreign Trade Assistant  
Telephone No. 0027 031 365 7300  
Fax No. 0027 031 301 6594  
Postal Address P. O. Box 2696, Durban, 4000, South Africa  
Physical Address 4<sup>th</sup> Floor, Tourist Junction, 160 Monty Naicker (formerly Pine)  
Email Address phumzile.mgenge@tradepointdurban.org  
Website Address www.durban.tradepoint.org

## **Tshumisano Trust**

Administrating Organisation Tshumisano Trust in association with the Department of Science and Technology (DST)

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Technology development e.g. tooling, chemicals, product development etc.  
Summary of Programme The Tshumisano Trust funds and supports technology stations located at Universities of Technology/Technikons around the country. The focus is on technology in economic sectors of national priority (National R&D strategy). Technology stations assist existing SMME~s with technology solutions, services and training. They identify technology needs and highlight the optimal technology mix to achieve economic improvement and job creation.

### **Funding Information**

Source of Funding Department of Science and Technology (DST)  
Funding Classification Government institution

### **Programme Criteria**

Industry Technology as it applies in: electronics, chemicals/chemical engineering, automotive, clothing/textiles, materials/processing, plastics, metal casting/foundry and agro-processing.  
Business Requirements SMME~s  
Matching Funding Varies according to several criteria  
Previously disadvantaged PDI and women-owned enterprises preferred

### **Application Procedure**

Feedback required Varies  
Copy of Application form Contact the Tshumisano head office or see the website.  
Business Plan/Framework Contact the Tshumisano head office or see the website.  
Description of Procedure Contact the Tshumisano head office or see the website (www.tshumisano.co.za).

### **Contact Details**

Contact Name Prof Dr Danie Hattingh  
Position Station Manager  
Telephone No. 041 504-3608  
Fax No. 041 504-9123  
Postal Address Nelson Mandela Metropolitan University, P O Box 77000, Port Elizabeth, 6031  
Physical Address MTLC Building, North Campus, Gardham Avenue, Nelson Mandela Metropolitan University, Summerstrand, Port Elizabeth  
Email Address danie.hattingh@nmmu.ac.za or lucinda.lindsay@nmmu.ac.za  
Website Address www.tshumisano.co.za

## UKZN Graduate School of Business-Business Development Programme

Administrating Organisation      University of KwaZulu-Natal (UKZN) - Graduate School of Business

### **General Information**

Provide Funding      No  
Provide Assistance      Yes  
Nature of Assistance      Training and mentorship  
Summary of Programme      The BDP is a program aimed at providing entrepreneurs with the skills to develop a business plan that goes beyond applying for funding. The BDP helps entrepreneurs develop business plans that can be used as the strategic blueprint for at least three years. Over and above the training, the Graduate School of Business will assist entrepreneurs to find mentors.

### **Funding Information**

Funding Classification      Combination - Company and Organisation

### **Programme Criteria**

Region      KZN

### **Application Procedure**

Window periods for applying      The first course will run in 2008  
Description of Procedure      Contact Gill Irving on 031 260-2784 or e-mail [irvingg@ukzn.ac.za](mailto:irvingg@ukzn.ac.za)

### **Contact Details**

Contact Name      Mrs Zarina Bullyraj  
Position      Short Program Administrator  
Telephone No.      031 260-1615  
Fax No.      031 260-2663  
Postal Address      Private Bag X54001, Durban, 4000  
Physical Address      GSB Building, Floor 1, Room 42, University of KwaZulu-Natal, Westville Campus, Durban

## Umcebo Trust

Administrating Organisation

Umcebo Trust)

### **General Information**

Provide Funding

No

Provide Assistance

Yes

Nature of Assistance

Education, skills development and foster entrepreneurship, health care counselling and food cultivation projects.

Summary of Programme

The Umcebo Trust is committed to the broader education and development of skills for people with special needs and those who have various abilities. The Trust established an art workspace where individuals and organisations can collaborate to develop unique arts, crafts and other projects. The trust has partnered with various faith based organisations and provide health care counselling food cultivation and distribution, skills training and mentorship programmes in the rural areas surrounding Durban and Pietermaritzburg

### **Funding Information**

Total available in Programme

The program is currently being funded by operational funds provided by Camp Manoah [www.campmanoah.org](http://www.campmanoah.org).

Source of Funding

Donations and partnerships with the Durban University of Technology (DUT) and UKZN Edgewood campus.

Funding Classification

Trust and other faith based organisations

### **Programme Criteria**

Region

Durban / Mid Illovo and surrounding rural areas

Industry

Arts and crafts; small rural business entrepreneurship, food cultivation and marketing mentorship programmes.

Business Requirements

We are staffed by volunteer missionary workers and with correct funding will gain access to the local community enabling the food cultivation and distribution program to be accelerated

Matching Funding

There is currently no outside funding and all expenses are met by the faith based organisations that support this initiative

Previously disadvantaged

Emphasis (although not exclusive) to those with special needs.

### **Application Procedure**

Feedback required

On-going, through creative participation, learning and sharing of new skills and income-generating capacity.

Description of Procedure

The trust has expanded to the rural area, Mid Illovo and the Umkomaas Valley where it is involved with mentor programmes teaching local community members, setting up and training of small business skills, educating business methods and mentorship, cultivating vegetables and fish for local distribution and marketing On the arts side, to participate, phone or visit the art workshop.

### **Changes**

Comments

The venue of the trust changed in July 2011 when the trust was relocated to a 38 hectare camp ground (Camp Manoah (previously Living Waters Camp)

### **Contact Details**

Contact Name

Leon Ahlers

Position

Director

Telephone No.

083 3015301

Fax No.

086 635 9066

Postal Address

P O Box 9, Mid Illovo, 3750

Physical Address

Camp Manoah, Farm Strathfieldsaye, Mid Illovo 3750

Email Address

[leonahlers@me.com](mailto:leonahlers@me.com)

Website Address

[www.umcebotrust.co.za](http://www.umcebotrust.co.za) [www.campmanoah.org](http://www.campmanoah.org)

## **Uthungulu Community Foundation(UCF)**

Administrating Organisation Uthungulu Community Foundation (UCF)

### **General Information**

Provide Funding	Yes
Provide Assistance	Yes
Nature of Assistance	Training, capacity building, research, documentation and referrals
Summary of Programme	We develop funds for community development and issue grants to deserving and needy organisations. We work through and with non-governmental and community-based organisations, and not with individuals. We also provide capacity-building training and partner with other development agencies where this might have been arranged.

### **Funding Information**

Maximum per Application	R60,000 per year
Comments	R10,000 minimum grant per year
Total available in Programme	At least R300,000 per year
Source of Funding	Individuals, Foundations, Corporations and public sector organisations
Funding Classification	Combination - Government institutions / International non-government / Company / Foundations / Individuals

### **Programme Criteria**

Region	uThungulu and uMkhanyakude
Industry	Health, Agriculture, Education, SMME-s and Social Justice
Business Requirements	Business plan / proposal
Previously disadvantaged	No restrictions although we remain biased in favour of disadvantaged communities

### **Application Procedure**

Feedback required	Quarterly
Copy of Application form	Ask for application form
Copy of Business Plan/Framework	Supply a business plan
Description of Procedure	An application form must be completed and submitted with a proposal document for funding.

### **Contact Details**

Contact Name	Mr Chris Mkhize
Position	Chief Executive Officer
Telephone No.	035 797-1882
Fax No.	035 797-3134
Cell/Other No.	082 692-6405
Postal Address	P O Box 1748, Richards Bay, 3900
Physical Address	Community Park, Buscom Centre, South Central Arterial, Alton, Richards Bay
Email Address	chris.mkhize@ucf.org.za
Website Address	www.ucf.org.za

## Vukuzakhe Programme

Administrating Organisation KZN Department of Transport (KZN DOT)

### General Information

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Contracts, training and mentorship  
Summary of Programme The programme aims to give contractors from disadvantaged communities the opportunity to compete for civil engineering contracts. Contractors must register with the database by filling in the database capture form. Contractors then tender for work in the usual way. If you win the tender, you will receive mentorship and training on the job. Graduates of the programme will have the skills to run any business. Training consists of contract administration and business, technical and financial skills.

### Funding Information

Source of Funding KZN Department of Transport (KZN DOT)  
Funding Classification Government

### Programme Criteria

Industry Civil engineering  
Previously disadvantaged African, Indian and Coloured people only  
Other Must be registered on the database and must tender for work in the usual way

### Application Procedure

Feedback required Regular feedback is required.  
Copy of Application form Obtain forms from any KZN Department of Transport office.  
Description of Procedure Complete the Vukuzakhe Data Base Capture Form and submit to your nearest KZN Department of Transport office. Apply for tenders (see advertisements in press and at local offices) - you will require a tax clearance certificate, bank statement, and proof of company name. If you win the tender, you will receive mentoring and training on the job.

### Contact Details

Contact Name Ms Nomusa Ndlovu  
Position Admin Officer: Economic Empowerment Directorate  
Telephone No. 033 355-8950  
Fax No. 033 355-8775  
Postal Address Private Bag X9043, Pietermaritzburg, 3200  
Physical Address 172 Burger Street, Pietermaritzburg  
Email Address Nomusa.Ndlovu@kzntransport.govza  
Website Address www.kzntransport.gov.za



## Water Research Commission (WRC)

Administrating Organisation

Water Research Commission (WRC)

### **General Information**

Provide Funding

Yes

Provide Assistance

Yes

Nature of Assistance

Advice

Summary of Programme

The Water Research Commission (WRC) functions as a water-centred knowledge hub locally, in Africa and globally. The WRC invests in the creation, dissemination and application of knowledge in 5 Key Strategic Areas (KSA~s): water resource management, water-linked ecosystems, water use and waste management, water utilisation in agriculture, and water-centred knowledge.

### **Funding Information**

Funding Classification

Government institution

### **Programme Criteria**

Industry

Water and associated industries

Previously disadvantaged

Preference

### **Application Procedure**

Window periods for applying

Call for proposals are advertised; applications are received and assessed; funding is approved for projects which meet the requirements of the organisation

Feedback required

May to July of each year

Copy of Application form

Website

Description of Procedure

Can be posted on request

### **Contact Details**

Contact Name

Mrs Hlengiwe Cele

Position

Knowlegde Dissemination Officer

Telephone No.

012 330-9053

Fax No.

012 331-2565

Cell/Other No.

083 266 9781

Postal Address

Private Bag X03, Gezina, 0031

Physical Address

Marumati Building, 491 18th Avenue, Rietfontein, Pretoria

Email Address

yuveng@wrc.org.za

Website Address

www.wrc.org.za

## Zimele Developing Community Self- Reliance

Administrating Organisation Zimele

### **General Information**

Provide Funding No  
Provide Assistance Yes  
Nature of Assistance Training, partnering CBO~s (community based organisations), mentoring, marketing of handicrafts and agriculture produce.  
Summary of Programme This Zimele programme covers a number of projects: MicroBanks - development of savings groups amongst the families within a local community; MicroBusiness - development of craft artisan and small farmers micro businesses; Mentoring - pro bono consulting and mentoring services to local community level non-profit organizations; Entrepreneurial development through self help groups / savings groups, business development and CBO mentoring and crafters development programme.

### **Funding Information**

Source of Funding Three sister non-profit organisations in South Africa, US and the UK  
Funding Classification Organisation - NGO

### **Programme Criteria**

Exclusions Urban areas are excluded  
Region KZN Midlands - rural areas only.  
Industry CBO micro banks/savings and design, production and marketing of handicrafts/agriculture  
Matching Funding A percentage of own savings is required  
Previously disadvantaged Previously disadvantaged rural women

### **Application Procedure**

Description of Procedure Apply by letter, phone or email the Administrator.

### **Contact Details of Public Agent**

Contact Name Ms Rosetta Stander  
Position Director  
Telephone No. 033 344-3442  
Fax No. 0867585671  
Cell/Other No.  
Postal Address 118 Sweetwaters Road, Boughton, Pietermaritzburg, 3201.  
Physical Address 118 Sweetwaters Road, Boughton, Pietermaritzburg  
Email Address rosetta.zimele@telkomsa.net  
Website Address www.zimelecommunity.org