

Annual Report 2013



SUBMISSION BY:

Middelburg Chamber of Commerce and Industry

(NPO Nr: 019338)



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ACCRONYMS

AMBU Training	Advances Medical and Business Solutions
BEE/BBBEE	Broad-Based Black Economic Empowerment
BIC	Business Investment Climate
BLC	Business Linkage Centre
BSSA	Business Skills of South Africa
Busmid	Business Middelburg
CMR	Christelike Maatskaplike Raad
COLET	College for Education and Training
CSI/R	Corporate Social Investment/Responsibility
DBSA	Development Bank of South Africa
DED/GIZ	German Development Co-operation
DEDP	Department of Economic Development and Planning
DMR	Department of Minerals and Resources
DOE	Department of Education
DTI	Department of Trade and Industry
ED	Enterprise Development
EME	Exempted Micros Enterprise
Eskom	South Africa's national electricity provider
FET	Further Educations and Training
GDP	Gross Domestic Produce
HPS	High Performance Skills
IBA	Institute of Business Advisors
IDP	Integrated Development Program
LBIC	Local Business and Investment Climate
LED	Local Economic Development
LEDF	Local Economic Development Forum
MCCI	Middelburg Chamber of Commerce and Industry
MEDO	Mpumalanga Enterprise Development Organisation
Merseta	Manufacturing, engineering and related services education and training authority
MOU/MOA	Memorandum of understanding/agreement
MPCC	Multi-Purpose Community Centre
NDM	Nkangala District Municipality
Nkangala FET	Further Education and Training
PP	Preferential Procurement
SACCI	South African Chamber of Commerce and Industry
SD	Skills Development
SETA	Southeastern Employment and Training Association
SED	Socio-Economic Development
SMME	Small, Medium and Micro Enterprises
ST LM	Steve Tshwete Local Municipality
USAID	United States Agency for International Development
Wits	University of Witwatersrand
W&R SETA	Wholesale and Retail SETA

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EXECUTIVE SUMMARY

The BLC is a department within the Middelburg Chamber of Commerce and Industry (MCCI). The Business Linkage Centre (BLC) was formally established in 2008 together with the Steve Tshwete Local Municipality (STLM) in order to improve the Local Economic Development (LED). The BLC was added in the Integrated Development Program (IDP). BLC is in line with local and provincial strategies. The BLC aims to create a facility where basic business assistance with company registration and Broad Based Black Economic Empowerment (BBBEE) certification is easy accessible. The BLC main function is to provide a link to 3rd parties in order to support, advice and assist Small Micro Medium Enterprises (SMME) as well as corporate companies' enquiries. The BLC also provide services of procurement information and training sessions.

The BLC provides an easy accessible and trustworthy platform for Corporate Companies that need to invest money in Corporate Social Investment (CSI) as well as Socio-Economic Development (SED), Enterprise Development (ED) including business training, Skills Development (SD) and Preferential Procurement (PP). The BLC provides all the necessary documentation in order to claim BB-BEE points for the BBBEE scorecard.

The BLC have now established annual solid endorsements past and present in alphabetical order: AAdvanced; ABSA; Ammeka Industries; Atlantis Mining ; BECSA (BHP Billiton); Columbus Stainless; Formprops 176; GIZ; GK Steel; Hendrik Panelbeaters; Hoëveld Radiators; Köhler Auto; Kruger Civil and Steel; Liketh Investments/Imbawula Mining ; Massyn Vervoer; Our motors trading as Ermelo Kia; Phillips SA; Provincial Verification Agency trading as B-Logic; RendiField; Rontek Electrical; Rotech Systems; Samancor Ferrochrome; Simotech; Siphesible Transport t/a TMR's; Steynvaard Loodgieters ; TJ Ngwenya Engineering; Truckline Services; Twenty four motors; UMFA and WTH Management and Training.

2013 Accomplishments

Enterprise Development	Socio-Economic Development
60 SMME's trained on business soft skills. Subjects included; practical marketing, pricing and costing, effective financial management, basic and advanced bookkeeping, purchasing, VAT and TAX.	Food Parcels: 195 food parcels delivered to families of four (4) 200 food parcels delivered to families over Christmas 25 food parcels delivered monthly since august
60 candidates trained in Health & Safety regulations in the workplace	Donation of Computer hardware: 6 x laptops, 1 x Printer, 1 x desktop
60 candidates trained in basic and intermediate Computer Skills	Food donations: 12 Ton Beans donation Stock donations Apple donation
22 SMME's were enrolled to be mentored and trained on growing their business on specific needs identified by the coaching and mentoring institution.	
2 BLC SMME's nominated for SACCI Entrepreneur of the year 2013.	

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Annual Project - Career Expo

Middelburg Chamber of Commerce & Industry, Department of Education and Steve Tshwete Local Municipality will host the Local Annual Career Expo March 2014. The main focus of the expo is on Gr 9 learners and Gr 12 learners with Mathematics and Science. The main purpose of the expo is to motivate the learners to become focused on their future, and to choose subjects in accordance with their career choices. The expo is a great platform to show learners that there is hope to reach their dreams, and that through hard work they can further themselves to one day become a successful member of the community.

A total of 25 schools, with 5000 learners participated in the 2013 event, which fundamentally confirms the great success of the 2013 Career Expo

Achievements

- World Chamber of Commerce and Industry – Best Youth Entrepreneurship Project – nominated top 5 international platform
- SACCI – Chamber of the year 2010/2011 – National Platform
- SACCI – Chamber of the year runner up 2011/2012 – National Platform
- SACCI – Chamber of the year runner up 2012/2013 – National Platform
- Germany study tour and working with German Development Cooperation (GIZ)
- Leeds City Council – Best Practices award – International Platform
- 47000 hits - most popular - Enterprise Development and Socio-Economic development Projects
- Proud to announce 100% project success - since 2008 on BBBEE scoring and audits.
- All investors claimed full points for every rand spent with BLC.
- MCCI has been thanked for their input and project management by the Jobs for Future project with Nkangala FET College and USAID.
- IBA Member
- BSSA Trainer

Benefits

- Can issue Article 18A certificates – you can claim tax back
- Only had successful projects – claim points for every rand spent
- High quality projects with full recognition on BBBEE score-card
- Provincial coverage
- Excellent reporting and feedback
- Services offered to SMME's are free
- First point of contact for local supplier search
- Career guidance to youth
- Linking with employment opportunities and procurement information
- BLC registered with Institute of Business Advisors (IBA) and Business Skills of South Africa (BSSA)
- MCCI level 4 BBBEE recognition level

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1 INTRODUCTION

Middelburg Chamber of Commerce and Industry (MCCI) were formally registered in 1903. Local businessmen met to form an association for the protection and advancement of business in Middelburg. A non-profit organization that exists to unite local business to beneficially influence our local environment, encourage members to active commitment, innovation and professional services for the protection and advancement of business and to generate and promote local support for our business community. Our members include all industry sectors and mostly corporate companies and many SMME's.

As the voice of business we strive ourselves to be a centre of excellence, and to positively influence and grow the environment in which business operates. The MCCI is affiliated to the South African Chamber of Commerce and Industry (SACCI).

The growth of the local economy is important and everything possible should be done to stimulate economic growth. It is a known fact that the total local annual average economic growth over the past ten years has been 2.6% whereas the national average is 3.5% (BIC study) and this is a matter of concern not only to organised businesses (Busmid), but also to the local government.

Busmid started investigating in 2002 on how we can create a link between the different sectors in our local economy and decided to develop a Business Linkage Centre (BLC); this proposal was submitted at the Local Economic Development Forum (LEDF) to the Steve Tshwete Municipality (ST LM) in the beginning of 2007.

The BLC is a department within the Middelburg Chamber of Commerce and Industry (MCCI). The Business Linkage Centre (BLC) was formally established in 2008 together with the Steve Tshwete Local Municipality (STLM) in order to improve the Local Economic Development (LED). The BLC was added in the Integrated Development Program (IDP). BLC is in line with local and provincial strategies. The BLC aims to create a facility where basic business assistance with company registration and Broad Based Black Economic Empowerment (BBBEE) certification is easy accessible. The BLC main function is to provide a link to 3rd parties in order to support, advice and assist Small Micro Medium Enterprises (SMME) as well as corporate companies' enquiries. The BLC also provide services of procurement information and training sessions.

Various studies during the past few years it became apparent that there is a gap between large corporate companies, medium sized independent businesses and small and micro enterprises (SMME), with specific emphasis on the emerging SMME's.

The BLC acts as communicator between SMME's and corporate companies and represents the business community in many ways.

The BLC provides an easy accessible and trustworthy platform for Corporate Companies that need to invest money in Corporate Social Investment (CSI) as well as Socio-Economic Development (SED), Enterprise Development (ED) including business training, Skills Development (SD) and Preferential Procurement (PP). The BLC provides all the necessary documentation in order to claim BB-BEE points for the BBBEE scorecard.

One of the Middelburg Chamber of Commerce and Industry (MCCI) business service offerings are to assist companies with Enterprise Development (ED) and Socio-Economic Development (SED)

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projects. This contributes to their Broad-Based Black Economic Empowerment (BBBEE) scorecard and we also ensure that the funds are spent locally.

The BLC should be your partner of choice in business profitability and sustainability by providing ultimate solutions to improving your BBBEE score-cards rating. The BLC's unique proven approach ensures total BBBEE satisfaction hassle and stress free.

1.1 2008 – 2013 Achievements

Enterprise Development

- More than 700 SMME's were trained on business soft skills like: marketing and financial management; tendering skills; source documentation and effective management training skills; as well as export readiness; health and safety; VAT and income TAX, and Basic Bookkeeping. Also including training on customer care and selling skills.
- 34 SMME's of the Steve Tshwete Municipal area to be assessed, entrepreneurial training was provided and a one-on-one mentoring session was provided to guide SMME in right directions and to establish way forward.
- More than 300 SMME's were trained on computer literacy skills level 1 to level 3.
- 37 SMME's of the Steve Tshwete Municipal area were enrolled in a mentoring and coaching program focusing on growing their business to sustainable profitable enterprises.

Socio-Economic Development

5000 beneficiaries benefited from this project (food parcels containing food for a month for a family of four).

- 79 parcels to Mhluzi community and Koorfontein and Blinkpan primary schools,
- 79 parcels distributed to Christelike Maatskaplike Raad (CMR) (Mhluzi, Laersdrift, Koorfontein Primary School and Blinkpan Primary School)
- 450 parcels delivered to Sango village – 900 kids can be fed for a month
- 120 Christmas Food Hampers (Avalon, Mhluzi, Uitbreiding 18, Hope city, Koppie str)
- 195 parcels delivered in June
- 200 parcels – Christmas project for December
- 500 beneficiaries – 5 Monthly (Aug to Dec) donations of 25x4 parcels

An Organisation of the Middelburg Chamber of Commerce & Industry
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1.2 BBEE Background

The 7 elements of BBEE:

Table 1: Elements of BBEE

Ownership	Effective ownership of enterprises by black people
Management control	Effective control of enterprises by black people
Employment equity	Measures initiatives intended to achieve equity in the workplace under the Act and the Employment Equity Act
Skills Development	The extent to which employers carry out initiatives designed to develop the competencies of black employees
Preferential procurement	The extent to which enterprises buy goods and services from suppliers with strong BBEE procurement recognition levels
Enterprise development	Measures the extent to which enterprises carry out initiatives intended to assist and accelerate the development and sustainability of other enterprises
Socio-Economic development	Measures the extent to which enterprises carry out initiatives that contribute towards SED that promote access to the economy for black people

Table 2 : Weighting points for ED and SED

Difference between generic enterprises and qualified small enterprises	Generic annual turnover more than R35 million	QSE – Qualified small enterprise annual turnover between R5 and R35 million
Elements	Comply with all 7 elements	Have to comply with at least 4 out of 7 elements
Enterprise Development	15 Points (3% of Net Profit After Tax (NPAT))	25 Points (2% NPAT)
Socio-Economic Development	5 Points (1% NPAT)	25 Points (1% NPAT)

Enterprise Development (ED) and Socio-Economic Development are both one of the 7 elements contained within the BEE scorecard.

If you utilize an Enterprise Development Beneficiary within your supply chain you get to recognize 20% more BEE spend in procurement.

Enterprise Development contributions consists of monetary and non-monetary, recoverable and non-recoverable contributions actually initiated in favour of a beneficiary entity by a measured

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entity with the **specific objective** of assisting or accelerating the development, sustainability and ultimate financial independence of the beneficiary. This is commonly accomplished through the expansion of a beneficiary's financial and/or operation capacity.

Through enterprise development companies can help create a sustainable business for fellow South Africans by giving them the necessary tools, knowledge and finance to do so. Through this, one can reduce the dependence on Government and businesses for grants and subsidies.

Socio-Economic Development contributions receive recognition for any monetary value using a standard valuation method and are recognizable cumulatively.

1.2.1 BBBEE Revised

New Codes of Good Practice – 11 October 2013

AMENDED PRINCIPLES:

- The Generic adjusted in accordance with **government key priorities**
- **5 Scorecard elements, total points** increased from **100 to 105**. **Broad based groups** elevated into the main Ownership scorecard
- All companies except Exempted Micro Enterprises to comply with all **elements**
- **Scorecard points & Qualification criteria** for awarding of B-BBEE status levels adjusted
- Enhance the recognition status of **black owned EMEs and QSEs**
- Employment Equity and management Control merged into one element **Management Control (MC)**
- Preferential Procurement and Enterprise Development merged into one element: **Enterprise and Supplier Development (ESD)**
- Introduced **minimum requirements for priority elements:** Ownership, Skills Development, and Enterprise and Supplier Development
- All measured entities to comply with priority elements under the following conditions

QSEs comply with at least two of the priority elements

- Ownership **is compulsory** and either
- ESD or Skills Development

Entities **who do not meet the thresholds** in priority elements, the overall Score will be discounted as follows:

- Large entities score : **two (2) levels down**
- QSE score : **one (1) level down**

An **EME** that is **100% owned by black people** qualifies as a **level 1 contributor**

An **EME** that is more than **50% owned by black people** qualifies as a **level 2 contributor**;

- Early payment is applicable to **Exempted Micro Enterprises and QSEs that are more than 50% black owned.**

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- Maximum points that can be score is **15% of 15 points** under Enterprise & supplier development
- The thresholds for Exempted Micro Enterprise and Qualifying Small Enterprises have been adjusted as follows:
 - EME: (R0 to R5 million) – **increased to R0 to R10 million**
 - QSE: (R5 million to R35 million) – **increased to R10million to R50 million**
 - Large entities: **R50 million and above**

2 PROJECTS

2.1 Enterprise Development

It is widely recognized that small, medium and micro enterprises (SMMEs) play a central role in driving the African continent's growth trend and that SMMEs form the backbone of employment-creating initiatives in Africa. A study by the Department of Trade and Industry (www.dti.gov.za) indicates that SMMEs contribute more than 42% of South Africa's GDP and that they are vital to the success of the economy. It is important to acknowledge that a bigger commitment to SMME's does not make big business perform any worse; in fact the opposite applies: it helps to urge economic growth, and helps create opportunities and jobs. Big business is therefore encouraged to make it their responsibility to ensure that SMMEs are developed to the level that makes them competitive and improves the quality of service they provide. (Mr Xolani Mkhwanazi, Chairperson of BHP Billiton)

The objective of the SMME training for small business, provided by the BLC is to ensure sustainability of SMME's in the Steve Tshwete (STLM) area by improvement of business performance through various interventions facilitated by a business-to-business relationship.

The companies on the BLC database annual turnover is less than 5 million and have up to 5 people working in the enterprise. To classify the majority of the SMME's it can be concluded that they are in the start-up category. Type (A) SMME according to the BBEE charter of Enterprise Development.

The great need to develop these SMME's are a focus now for the impact they can craft on the local economy.

The demographic breakdown of SMME's on database differs every year but the average is:

- STLM Middelburg; Hendrina; Arnot 70%
- Emalahleni and all surrounding towns 15%
- Delmas/Ogies 10%
- Other 5%

The following interesting statistics were discovered and discussed at a small business development seminar hosted by Nedbank in June 2012, subjected: "Why businesses fail":

- 12% Bookkeeping
- 34% Management of Financial affairs
- 11% Marketing and Sales

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- 16% Management
- 9% Staff
- 6% Union
- 12% Inflation and economic conditions

If one looks at the above statistics the financial total percentages account for 46%. The failure rate on the financial side contributes to almost 50% of why SMME businesses fail.

Definition of Enterprise Development: “....with the objective of contributing to the development, sustainability and financial and operational independence of those beneficiaries”.

Supplier Development which is a consolidation of Procurement and Enterprise Development is one of the new elements that the DTI has announced for the revision of the BEE Codes of Good Practice. We suspect that the Supplier Development element will become the single most valuable element on the scorecard. The effect of this change means that if you want a good BEE score you must place a large amount of emphasis as this aspect.

Table 3: Enterprise Development 2013

Enterprise Development for 2013
60 SMME's trained on business soft skills. Subjects included; practical marketing, pricing and costing, effective financial management, basic and advanced bookkeeping, purchasing, VAT and TAX.
60 candidates trained in Health & Safety regulations in the workplace
60 candidates trained in basic and intermediate Computer Skills
22 SMME's were enrolled to be mentored and trained on growing their business on specific needs identified by the coaching and mentoring institution.
2 BLC SMME's nominated for SACCI Entrepreneur of the year 2013.

For ED projects we as the BLC use local SMME's registered with BLC for our service providers as far as we can – BLC developed 8 catering businesses which cater now for various other companies.

With tender opportunities we've created a platform for SMME's to access tenders from various corporate companies in the area. Most tenders which were previously not available to public and especially SMME's can now be viewed and accessed. The estimate value for tenders coming through the BLC is average per annum – more than R10 million rand. This also created an opportunity for SMME's to participate in the local economy and sustain them. When SMME's can grow their businesses into sustainable profitable enterprises they can employ people and create jobs. This again will have an impact on the unemployment figures of our area and our province.

Small business services us as BLC offer: assistance to SMME's in vendor application registration forms. This meaning preparing documents and ensuring all required information completed in document in order to assist with speedy vendor registrations. In order for SMME's to tender in

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South-Africa they need to submit a Broad-Based Black Economic Empowerment (BBBEE) certificate. We assist with the application and the complete process.

BLC also created a support platform for SMME's to get direction, assistance and overall advice and that showed us there is an increase in small business failure rates (study which was done by SALGA CLGF GPS)

BLC also established a procurement forum, which sits twice a year to discuss tender opportunities for SMME's. Once a year we also host a SMME fair which is a networking opportunity for SMME's to exhibit their products and services and meets with the corporate companies in the area.

2.1.1 Project 1: Business soft skills training

The ABSA investment annually ensure for the BLC to accommodate SMME's and to help them grow their businesses. The ABSA investment also ensure for the BLC to grow and expand. It was decided to train a 60 SMME's on practical marketing, pricing and costing, effective financial management, basic and advanced bookkeeping, purchasing, VAT and TAX.

- **Practical Marketing** – understanding the basic principles of effective marketing. Marketing is the process of communicating the value of a product or service to customers. It is a critical business function for attracting customers.
- **Pricing & Costing** – How to determine to price goods and services. This type of pricing includes the variable costs associated with the goods, as well as a portion of the fixed costs of operating the business
- **Purchasing** – understanding the activity of acquiring goods or services to accomplish the goals of an organization. The major objectives of purchasing are to maintain the quality and value of a company's products, minimize cash tied-up in inventory, maintain the flow of inputs to maintain the flow of outputs, and strengthen the organization's competitive position.
- **VAT training** – understanding Value Added Tax (course content: introduction; how VAT works; standard rated, zero rated or exempt; registration procedures, options and implications; tax invoices; claiming input tax credits; bookkeeping procedure; pricing, costing and budgeting, penalties; model answers)
- **Income tax** – understanding the basic principles on income tax (course content: introduction; what is tax and why is it necessary; who is liable for income tax; how to determine taxable income; how to calculate your tax liability; when and how is income tax payable; employees and income tax; complex areas; model answers)
- **Basic bookkeeping and managing financial affairs** (course content: why keep books; you and your business; analysed cash book; recording of cash payments; filing your record; reconciling the bank account; self-assessment tutorial).

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Business Skills of South Africa (BSSA) is accredited by the Services SETA (Accreditation number 0166). Most of BSSA's training materials are unit standard aligned and SAQA accredited and NQF level 4.

BSSA provide training in English but they do have bilingual trainers in order to present in the candidate's mother tongue. They mostly use black presenters in order to overcome the language barrier, but specialists (not colour based) are also invited to provide training to share their expertise and knowledge on certain topics or industries.

See supporting evidence

2.1.2 Project 2: Health and Safety

60 candidates were trained on Health & Safety.

Trainers from AMBU Training (Advanced Medical and Business Solutions)

The Health & Welfare SETA has approved the full accreditation of AMBU TRAINING for the SHE AWARENESS/INDUCTION programme, which is aligned to the NQF registered qualification and unit standards.

AMBU TRAINING is approved in terms of the General Safety Regulation 3(4) (d) of the Occupational Health & Safety Act of 1993 to issue certificates of competency in First-Aid Level 1 + 2 + 3 to persons who have successfully completed the course.

See supporting evidence

2.1.3 Project 3: Computer training

Over the last decade or so, rapid advances in computer technology have brought about astounding array of computer applications, touching and influencing our lives in many ways. Computers have become more powerful, easier to use and less expensive, thus making it possible for almost anybody to own a personal computer.

Today, everyone needs to have a good understanding of how a computer works in order for them to run their business in a more professional and productive way. All businesses today utilise computers for their day-to-day operations, in all functions of the business, e.g.: invoicing, quotes, databases, communications, finance reports, presentations...etc.

The utilisation of computers in a business not only increases the productivity, but is a convenient way of doing business. It's easy communication between businesses, their clients, suppliers, which also saves a lot of money for the business.

The objective of the computer training is to give SMMEs' the opportunity to develop their basic computer skills to a more advanced level where they will be able to understand and implement better business practise, e.g.: invoicing, quotes, databases, emails and communications.

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The objective with the Columbus investment is to invest in SMME training. Training on basic computer skills was the focus in the phase 1 and 2. SMME's were recruited from the BLC database.

Three (3) levels of training were provided:

- Basic Level – for those who have never worked on a computer before
- Intermediate Level - for those with just a basic understanding that requires more training
- Advanced Level – for those who have previous knowledge and experience of computers

Understanding computers and knowing how to use them, makes every man's life easier and more productive.

The computer training outcomes includes the following and Basic Computer Training attendees will have new skills in:

- The different levels of computer literacy
- Hardware & Software
- The windows Desktop
- The task bar
- Opening programs
- Using shortcuts
- Identifying programs
- Microsoft Word
- Microsoft Excel
- Internet
- Email
- Windows Live mail

Once the training is complete, learners will be able to progress in:

- Personal growth and business growth
- Working knowledge & skills in using computer programs
- Able to put processes and systems in place

IntroData has a range of training courses aimed at improving the computer skills of prospective learners. One of these courses are a Basic Computer Literacy Course aimed at learners who have no knowledge of computers, but also learners who have some knowledge of computer but who are still required to do a basic computer course.

Facilitator's credentials include:

- Educator and Trainer -Qualified and experienced
- Educational and Instructional – Developer Qualified and experienced
- Education Facility - Manager Qualified and experienced
- Tele-communicator- Qualified and experienced
- Telecommunications Manager- Qualified and experienced

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- Braam received formal training in educational technology at COLET (College for Education and Training - a facility of the SANDF). He completed the following courses:
 - Educational Technology 1: Training a trainer
 - Educational Technology 2: Instructional developer
 - A scientific approach to developing curricula taking in account age, sex,
 - Cultural background etc of learners
 - Braam specialized in learning methods and learning difficulties

60 beneficiaries benefited from the 2013 computer training course.

See supporting evidence

2.1.4 Project 4: Coaching and Mentoring

22 SMME's of the Steve Tshwete Municipal area was recruited and invited to be mentored and trained on growing their business on specific needs identified by the coaching and mentoring institution.

The programme is designed specifically for small groups of staff and management, in a pilot programme where mentoring has been identified as a long term enterprise objective.

The programs are result driven, with significant formal, well structured outcomes set for each SMME respectively, which complements the mentoring training objectives.

Selected SMME's are encouraged to participate with confidence and commitment to obtain sustainable mentoring relationships with the mentors.

The ActionCoach program and Institute of Business Advisor (IBA) program are both pilot projects which are both scheduled to end in February 2013.

See supporting evidence

2.1.3.1 ActionCoach Mentoring

ActionCOACH has served thousands of businesses and their owners around the world and in every category imaginable. By showing owners how to get more time, better teams in their companies and more money on their bottom-line, ActionCOACH has grown to be the number one business coaching firm in the world, with hundreds of proven systems and strategies ... guaranteed to get results.

With more than 1,000 offices in 46 countries, ActionCOACH delivers its proven business development systems to tens of thousands of business owners every week, owners who turn to business coaching to get the freedom and lifestyle they sought when they first went into business for themselves.

Aims and objectives: personal growth and business growth; SMME support; processes and systems in place; determine SWOT and focus on growth and marketing of business; access to

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networking opportunities – fairs/forums/training; innovation/business/team; improve marketing and advertising

Program schedule includes the following:

- Setting your Future
- TimeRICH
- Financial Mastery
- Generating Cashflow
- Streetwise Marketing
- SalesRICH
- Leadership
- TeamRICH
- Systems
- Awards Lunch & Leverage Board Game

2.1.3.2 IBA Mentoring

The aim of the IBA is to promote and develop for the benefit of all stakeholders, the profession of advising, counseling and mentoring small and medium-sized enterprises in South and Southern Africa.

IBA is a recognized professional body responsible for the assessment, accreditation, and continuing professional development of business advisers, business counselors and mentors assisting small businesses.

Business Advice is the provision of independent, impartial and confidential information and guidance to potential and established businesses, based on substantial business experience and current knowledge of related factors, so that clients may learn and benefit from that advice in their subsequent actions.

By working “through and with” rather than “for” a client, the client comes to own both the problem and the solution and they are motivated to set objectives and take action.

Business Mentoring is an ongoing long-term business advising relationship between an experienced Business Adviser and client that covers a diverse range of topics as a business develops.

Advising and Mentoring are a means to an end – that end is a profitable business, more effectively managed. In all businesses, performance is fundamentally linked to management capability.

The objective of the SME mentorship program is to ensure sustainability of SMEs and Co-ops in the Middelburg area by improvement of business performance through various interventions facilitated by a business-to-business relationship.

The IBA will focus on the following outcomes and impact:

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- Manage business based on facts
- SMMEs' new abilities to use software modules to assist their businesses in sales, accounting, workflow and HR quality
- This mentorship program is for an integrated model of entrepreneurship development which will link access to opportunities within Middelburg with skills development and access to finance where this would be appropriate. We believe this can be offered through a multi-layer intervention
- Company assessments to determine key business problems and outline key interventions
- Compliance (statutory and industry)
- Basic management skills and proper governance structure
- Financial management and control (increased sales and decreased costs)
- Efficient and effective operations
- Business linkages and access to markets

See supporting evidence

2.1.5 Project 5: Entrepreneurial Competition

SACCI's AGM was in October and together with the AGM they also hosted an entrepreneurial competition. MCCI, Pietermaritzburg Chamber and Ilembe Chamber competed against one another. Vusi Seroka from Vista Wa Seroka came 3rd in this National competition. Nokukhanya Mtjeke from Maphope Civills cc was one of the finalists.

See supporting evidence

2.1.6 Communication and Non-Attendance

Once a SMME register for the project his details are captured including personal and business contact numbers. When the SMME is successfully registered they receive a document with all training dates.

SMS reminders are sent the day before the training confirming training date, time and venue.

On the day of the training another sms are sent out at before the class begins or after the attendance register has been distributed and completed by all. Calls are then made to the SMME's who have not arrived for the training.

The following are excuses/explanations we received:

- Family issues
- Transport issues
- Business commitments
- Weather

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The BLC always tries to accommodate everyone and even re-schedule some of the SMME's where we can.

At the BLC, we try our best to have everyone here for the training but we can only do so much in order to ensure all candidates pitch for the training sessions. Everything in our power is done to ensure 100% attendance. We cannot be held responsible for non-attendance.

2.1.7 Success stories from SMME's:

Tropical Sky: *"My name is Lizzy Mabena and my company name is Tropical Sky Trading cc. I registered my company with the business linkage center in 2011 ,I bought some tender documents from them of which I bid and managed to get a tender at Columbus stainless steel. I' m a registered company at Columbus data base and I do maintenance at the housing department for them. I want to thank the Business linkage centre for making it possible for me to be one of the small business working for such a big company Columbus without their help I do not think it would have been possible. I really appreciate Columbus management for granting me an opportunity to work with them and I thank them their willingness to empower me as a business woman and I hope I will get to a level where I can be the best woman entrepreneur in Mpumalanga."*

Sizwe Skosana Business Enterprise: *"BLC training helped me get contracts for catering and has definitely improved my business skills"*

Mbamb's Dry Cleaning: *"Training helped me now as I got a contract with the Sun Hotel in Emalahleni. I was previously struggling with my business knowledge but now I feel more equipped to handle my everyday business needs"*

Braton Construction: *"BLC Training helped our company by putting us out into the market and so that big companies can see our potential"*

Edeni Resources & Logistics: *"BLC has assisted our company with entrepreneurial skills & access to the Chamber through business buzz networking events. Today we got a contract with Mafube Coal doing maintenance and supply". THANK YOU BLC!*

Victory Dynamic Hope: *"The training has helped develop my business skills in so many ways. I now have a better understanding of how a business should run its operations."*

Harmony Hills: *"The BLC has given me skills that I never had before! I know understand the basic principles of Tax + VAT, which I never understood before. I now run my business with ease and confidence"*

Vista Wa Seroka – *"we are really grateful to BLC for the facilitation in us winning two contracts from a corporate company in our municipal area. Your help and assistance in developing our company with the skills development programmes grew our company to the next level."*

Khensani Basadi – *"thank you BLC you referred so many contracts to me my business is expanding and growing daily."*

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Dinor Catering – “with BLC training my company got awarded a 3 year contract from one of the mining houses.”

Maphope Civils cc: Nokukhanya Matjeke – “I will love to give a big thank u to BHP for plowing back to the community this is the kind of South Africa that we need for our economic growth and to alleviate unemployment and poverty and we as SMME we can continue with this principle since we have been help one day will be big companies who will also look back to the communities and help where there is a need. To BLC - Halala for your hard work u and u are always looking at our best interest as SMME u update us on new business if it was not for u we would not be where we are right now Some of us came here at the beginning of the six months course not knowing much but now we can be proud to say we can do our own calculations on VAT, we know who must pay Tax and all and those that want to Export now which rout to follow “

Intemezzo Trading – Thandi Mahlangu – “ Through the BLC, I get free marketing because I am able to network with other business owners and share business ideas. The BLC is my stage where I shine by showing what my sevices are. I now know how to do basioc bookeeping, instead of apying an accountant. I understand the difference between types of tax. I understand the advantages and disadvantages of exporting. I also understand that I and my business are two different bodies because my business money may only finance business related activities. I thank Valerie and Sadiya for all their support throughout the period I was with the BLC and have many more years to come with them. Thank you very much.”

2.2 Socio-Economic Development

Two definitions of SED:

- Socio-Economic Development is any programme that creates sustainable access to the economy for its beneficiaries. This means that contributions should be providing sustainable benefit, to use the old saying SED projects teach people to fish rather than giving them a fish. If a company is not creating sustainable access to the economy for beneficiaries then they are not involved with SED. – *Socio Economic Development Initiative*
- SED refers to the ability to produce an adequate and growing supply of goods and services productively and efficiently, to accumulate capital, and to distribute its fruits of production in a relatively equitable manner – *David Jaffee*

Socio-economic development is measured with indicators, such as GDP, life expectancy, literacy and levels of employment. Changes in less-tangible factors are also considered, such as personal dignity, freedom of association, personal safety and freedom from fear of physical harm, and the extent of participation in civil society.

Causes of socio-economic impacts are, for example, new technologies, changes in laws, changes in the physical environment and ecological changes.

The harsh fact.....This baby was lost due to protein deficiency. One can see the stomach actually bursting open of the swollen skin.

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In today's age this is not supposed to be happening.....but why still?

This is what we can prevent and treat with the products we can supply.

The BLC created a project "Feeding the hungry" and focus on the communities, villages and schools in need of food as well as those suffering from extreme protein deficiency, beneficiaries who cannot sustain themselves and have limited access to food, with the specific emphasis on a balanced diet.

The BLC collaborate with Christelike Maatskaplike Raad (CMR) and Department of Education (DOE). Focusing and developing on social and economic development in a society.

According to the Department of Agriculture in South Africa the cause of hunger and malnutrition is not due to shortage of food but rather an inadequate access to food by certain categories of individuals and households in the population. Statistics South Africa has shown that food insecurity is not an exceptional, short-term event, but rather, a continuous threat for more than a third of the population.

According to UNICEF, 2012 in the region of 1.9 million South African households are living in informal settlements. It is estimated that up to 9.75 million children live in these informal settlements.

2.2.1 Project 1: Food Parcels

Table 4: Food parcels

MONTHLY (since August)	ANNUALLY June – December
25 parcels to Ermelo and Breyton (25*4 = 100 beneficiaries per month)	195 Parcels (780 beneficiaries) – 170 CMR and 25 Child welfare
	200 Parcels (800 beneficiaries) – Christmas project

See supporting evidence

2.2.2 Information on Protein deficiency

Protein deficiency's other name is Kwashiorkor. Kwashiorkor is a protein malnutrition; protein-calorie malnutrition; malignant malnutrition that occurs when there is not enough protein in the diet.

Kwashiorkor is most common in areas where there is: Famine; Limited food supply; Low levels of education (when people do not understand how to eat a proper diet).

Symptoms on protein deficiency

- Changes in skin pigment
- Bigger white in eye, smaller eye ball

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- Decreased muscle mass
- Diarrhea
- Failure to gain weight and grow
- Fatigue
- Hair changes (change in color or texture)
- Increased and more severe infections due to damaged immune system
- Irritability
- Large belly that sticks out (protrudes)
- Lethargy or apathy
- Loss of muscle mass
- Rash (dermatitis)
- Shock (late stage)
- Swelling (edema)

The physical examination may show an enlarged liver (hepatomegaly) and general swelling.

Getting more calories and protein will correct kwashiorkor, if treatment is started early enough. However, children who have had this condition will never reach their full potential for height and growth.

Treatment depends on the severity of the condition. People who are in shock need immediate treatment to restore blood volume and maintain blood pressure.

Calories are given first in the form of carbohydrates, simple sugars, and fats. Proteins are started after other sources of calories have already provided energy. Vitamin and mineral supplements are essential.

Since the person will have been without much food for a long period of time, eating can cause problems, especially if the calories are too high at first. Food must be reintroduced slowly. Carbohydrates are given first to supply energy, followed by protein foods.

Many malnourished children will develop intolerance to milk sugar (lactose intolerance). They will need to be given supplements with the enzyme lactase so that they can tolerate milk products.

Getting treatment early generally leads to good results. Treating kwashiorkor in its late stages will improve the child's general health. However, the child may be left with permanent physical and mental problems. If treatment is not given or comes too late, this condition is life-threatening.

Complications of protein deficiency: Coma; Yellow skin colour; Permanent mental and physical disability; Shock; and Death

To prevent kwashiorkor, make sure the diet has enough carbohydrates, fat (at least 10 percent of total calories), and protein (12 percent of total calories).

Source: A.D.A.M. Medical Encyclopedia. Last reviewed: February 1, 2012.

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2.2.3 Recommended products for protein deficiency

Middelburg Chamber of Commerce and Industry identified a source on how to prevent and treat kwashiorkor or protein deficiency. The following is products we buy with high protein levels, immune boosters as well as meeting all other requirements for a healthy diet. We delivered the products with menus as well in order to ensure the correct amount of everything every day.

Contents:

Maize meal, soya mince, baked beans, Pilchards, rice, samp and bean mix, salt, b-Imune sachets (nutritional energy drink), B-Imune immuno-meal 12FP (fortified instant porridge) and RUFT (ready to use therapeutic food).

More information on some of the above mentioned products:

1. B-Imune sachets are a powder nutritional drink which enhance and support the immune system. It is gluten and lactose free, vegetarian safe with pre - and pro-biotics. High in protein and contains soy oil, L-carnitine and taurine, and antioxidants. Note: This product is currently been supplied on the Gauteng Provincial Hospital Tender - GT/GDH/121/2008 - Supply and Delivery of Infant and Enteral Feeds and Supplements.

The benefits of the B-Imune energy drink:

- Provides protein with excellent biological value to help maintain weight
 - Good source of polyunsaturated fatty acids
 - Added essential nutrients is important in fat metabolism to provide needed energy (calories)
 - Energy source for cells in the stomach involved with the immune system
 - Prebiotics and Probiotics
 - Play vital protective roll against cell damage caused by free radicals
 - Meet increased requirements and support the immune system
2. B-imune immuno-meal 12FP is a fortified instant porridge specifically enriched with a combination of: vitamins; minerals; prebiotics; Omega 3 and Omega 6 fatty acids; isoflavones and proteins.

The benefits of Immuno-meal:

- Includes prebiotics
 - Improve body's immune status – limit risks of diseases
 - Revive the immune system
3. Best Spread - RUTF (Ready to use Therapeutic Food) it is an energy dense lipid paste that contains Peanut butter, milk powder, oil, sugar and a mineral/vitamin and protein mix.

The benefits of Best Spread - RUTF:

- Weight gain
- Increased Body Mass Index (BMI)

- Change protein deficiency status
4. Soya Mince (Beef/Curry/Chicken). Afrisoy Soya Mince is a high protein soya mince.

2.2.4 Project 2: Donation - Computer Hardware

6 laptops were donated to six (6) SMME'S, namely:

- Phakama Disability Academy
- RCM Metsana
- Maphope Civils
- Intemezzo Trading
- Topane Catering
- Vuems Electrical

1 x Printer – Koornfontein Laerskool

1 x Desktop – MCCI - workstation

See supporting evidence

2.2.5 Project 3: Donations – Food

12 Tons beans donated to six (6) schools, namely:

- Koornfontein Primary School
- Blinkpan Primary School
- Imbhabala School
- Alex Benjamin
- Tsiki Naledi School
- CMR/Sango Village – Middelburg

Stock Donation – CMR (Children Safety houses and to Fred and Marthie's soup kitchen)

Apple Donation – CMR (Children Safety houses)

See supporting evidence

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2.2.6 Project 4: Career Expo

The Middelburg Chamber of Commerce and Industry's project the Career Expo was nominated by International Chamber of Commerce and Industry and World Chambers Federation in the category Best Youth Entrepreneurship project as top 5 in the world. Competing on international level, this award is of admirable value.

Improving the Business and Investment Climate (BIC) has become an important topic in the South African discourse on economic development. This is based on the realisation that efforts to increase the global competitiveness can be offset by the negative effects of disadvantageous legal, political and institutional frameworks. Not all of the dimension of a favourable business climate – e.g. labour legislation - can be directly influenced by interventions at the local level. Nevertheless, improving the Local Business and Investment Climate (LBIC) is a crucial element of successful business growth, as the local level is an important implementation and feedback level for business climate reforms, and only in the context of a favourable LBIC can the local economy reach its full potential. Initiatives which pursue Local Economic Development (LED) will only show very limited and isolated effect on the local economy if they are designed within a disadvantageous or even hostile LBIC. Therefore, improving the LBIC should not only be a generic element of macro-level oriented BC programmes, but also of LED processes. The LBIC – and LED in general - is influenced by the private and public sector alike. While government is responsible for creating an enabling environment for economic development, it is the responsibility and interest of business to inform government on their requirements and to build its own competitiveness by a variety of measures.

MCCI and STLM decided to form a partnership to address the skills shortage in STLM area. The BLC have the Department of Education (DOE) and Nkangala FET College on the partnership list as well, they completely support this event. The local demand and the supply on skills development are not balanced and awareness should be created amongst learners on what opportunities the area contains. This project focuses specifically on youth and the unemployed youth.

According to the global employment trends: May 2012 / International labour office – Geneva: Ilo, 2012 Globally, the youth unemployment rate was 12.6 per cent in 2011 and projected at 12.7 per cent in 2012, the global youth unemployment rate remains at least a full percentage point above its level in 2007. Nearly 75 million youth are unemployed around the world, an increase of more than 4 million since 2007.

South Africa's unemployment figures stood at 25% for the past year and were at 24.9% in the second quarter, according to the latest official statistics.

Youth unemployment in South Africa has reached boiling point and has spurred on heated political debates and mass protests ending in violence. Governments around the world have tried to react to the mass youth protests and the swelling problem by implementing labour market policies, such as subsidized wages, tax incentives and encouraging school-work transition through apprenticeships and training programmes.

However, the unemployment figures have continued to soar and have not shown signs of slowing down.

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The rising levels of youth unemployment can be effectively curbed through the promotion of entrepreneurship as a viable career choice for young South Africans. However, it requires a committed change in South Africa's public perception and culture.

Bleak outlook for young South Africans - Sep 04 2012 20:26 Sapa-AFP

Youth unemployment in SA has reached the edge and everything possible should be done in order to assist our youth's future.....this is why we want to enter this project as the best youth entrepreneur project. We believe with projects like these we will be able to meet the skills shortage demand.

Every nation in the world needs good leaders and good leaders come from the present youth generation. We are responsible for their education and we should do whatever is possible in our power and means to ensure that they get it.

STLM had huge numbers leaving the municipal area but limited numbers entering the area. One of the reasons was that school learners indicated there are no opportunities for them to stay here and that is why they leave for the city. However on the other side businesses commented that they have all these open vacancies but no one that meets the job requirements specifically in the technical side of business. The local demand and the supply on skills development are not balanced and awareness should be created amongst learners on what opportunities the area contains.

It has become clear that the local industry requirements, with specific reference to technical skills are not being met. The purpose of the career expo is to expose the local youth to career opportunities in the Steve Tshwete Municipal area. The focus is on **Grade 9** (making subject choices) and **Grade 11/Grade 12** (ready to leave school).

It has become clear that the local industry requirements, with specific reference to technical skills are not being met. The purpose of the career expo is to expose the local youth to career opportunities in the Steve Tshwete Municipal area. The focus is on **Grade 9** (making subject choices) and **Grade 11/Grade 12** (ready to leave school).

The annual expo is scheduled in the beginning of the year in order to accommodate for bursary and learnership applications. The corporate companies closing date for bursaries and/or learnerships are usually in the first quarter of the year.

As one can see there is a great need for this career expo in our area to prevent skills shortage and to ensure the growth and expansion of the economy. The support and participation of the local career expo is very important and have a direct and positive influence in closing the skills gap.

For the corporate companies it provides a place where thousands of learners can be reached and corporate company's vacancies, bursaries and learnership can be accessed. Also the corporate company distributes information on what skills, subjects etc. is needed if you want to work with a certain company or certain career..

For the Grade 9 learner the expo is focused on explaining why math and science is so important and to motivate the learners to come to school and finish school – show casing all the possibilities out there. It is also a focus to show the learners which channels are available and how to access opportunities and how to earn a living. They are also assessed with an accredited assessment to

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give guidance and assistance with future subject choices. School principles appreciated the assessments conducted, as it was a first for some learners, guiding them on the right path.

For the Grade 12 learner the expo is focused on vacancies, learnership and bursaries. The main focus for the Grade 12's is to meet with the corporate companies' and to hand out curriculum vitae's and to follow the process of learnership and/or bursary applications. They get invited to listen to corporate companies and also get a quick talk on job application tips, interview tips and curriculum vitae (CV) writing tips straight from the companies.

Career goodie bags are given to the each participating school to take home. Corporate Companies also add their information to the bag. The 800 page career directory is also included for the schools to explain to learner's benefits and disadvantages of different careers. Included in the bag is a manual for tertiary institutions, job hunting skills (how to write a CV etc), and possible funding institutions. This career directory has received many compliments from the schools and also stated by the principals that at least they have a guidance book in order to assist learners now and to guide learners on the right path.

25 high schools (an average of 5000 learners) are signed on to participate from the three circuits of Steve Tshwete Municipal area every year.

The exhibitors such as local businesses, government departments and training colleges are all invited to participate. All the exhibitors explained the opportunities to the learners that existed within their different industries. The industry career paths are also explained to the learners. Business receives the following for sponsorship: an exhibition stand; opportunity to promote industry; opportunity to communicate skill shortage in specific business; marketing and awareness and an opportunity to explain bursary application procedures.

SUCSESSES OF THE EXPO

- 27 schools attend
- Since 2009 – 2013, 2014 will be the 6th year
- Averages of 2500 assessments are done in the 2 days for all career expos. (The teacher's were impressed and many said that it was the first time for them to actually professionally have their learners assessed. The learners never had such an opportunity before)
- On average, between 3500 and 5000 learners visit the career expo on both days.
- Informative talk sessions on how to prepare for a job interview, prepare a CV and what do corporate companies look for.
- Press releases – Opportunity Magazine, Mpumalanga Beeld, Middelburg Observer and Herald
- All participating schools received a career goodie bag. The career goodie bag included a 800 page career directory discussing each career in detail, tertiary institution call directory, job hunting skills directory as well as a financial aid directory. The schools can use this to assist learners at school with career guidance.
- Platform for corporate company and learner to interact
- Schools have one career expo to attend so school learning hours are not interrupted, especially with for grade 12 learners

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- Thus, corporate companies do not need to visit schools individually, they participate in this event every year to reach learners
- There are no costs to schools and learners
- Everything is funded by the municipality and the corporate companies
- Well supported by the community and business community
- Well supported by the tertiary institutions
- Growing annually with partners – recently Nkangala FET college also entered as partners
- The Nkangala District Municipality for the district also wants to partner with us.
- Department of Education (DOE) also a partner in this event
- Annual date booked in the schools calendar confirmed with Department of Education (DOE).
- Possible expansion is in the near future for neighboring towns as well as to the district

The other successes of this youth development project are that we try to motivate local learners, give them focus for the future, stimulate school attendance and improve pass rates. Learners realize there is hope. They can do something with their lives and earn a living not necessary to steal or fall pregnant to claim government grants. They can have a career like any other person. Learners acknowledge that they need to work hard and they can study locally while supporting their families.

Education is the key for the success of any future generation. Children today are exposed to social media that influence their mindset as it is. We, as their mentors, are responsible for guiding them in the right direction in terms of their education and future roles in our world.

It is a successful way of exposing the learners in the municipal area to local career opportunities. The main outcome will be to address the local demand and the supply on skills development which are not balanced. Awareness needs to be created amongst learners on what opportunities this area contains and still requires. The career expo is addressing the skill shortage locally.

The career expo creates a platform for learners to seek recruitment opportunities, bursaries and vacancies, and also a platform for the corporate company to meet and interact with the learner.

For the corporate companies it provides a place where thousands of learners can be reached and corporate company's vacancies, bursaries and learnership can be accessed. Also the corporate company distributes information on what skills, subjects etc. is needed if you want to work with a certain company or certain career.

See supporting evidence

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2.3 Investors for projects 2013

Table 5: Investors 2013

Enterprise Development and Socio-Economic Development	Career expo
AAdvanced; ABSA; Ammeka Industries; Atlantis Mining; BECSA (BHP Billiton); Columbus Stainless; Formprops 176; GIZ; GK Steel; Hendrik Panelbeaters; Hoëveld Radiators; Köhler Auto; Kruger Civil and Steel; Liketh Investments/Imbawula Mining; Massyn Vervoer; Our motors trading as Ermelo KIA; Phillips SA; Provincial Verification Agency trading as B-Logic; RendiField; Rontek Electrical; Rotech Systems; Samancor Ferrochrome; Simotech; Siphesible Transport t/a TMR's; Steynvaard Loodgieters; TJ Ngwenya Engineering; Truckline Services; Twenty four Motors; UMFA and WTH Management and Training.	Anglo Coal Anti-Drug - SAPS Christelike Maatskaplike Raad (Christian Social Council) - CMR Columbus Stainless (Pty) Ltd Stainless (Pty) Ltd Department of Education – DOE Kashbar Restaurant Manufacturing and Engineering Sector - Merseta Middelburg Chamber of Commerce & Industry Mpumalanga Tourism and Parks Association – MTPA National Youth Development Agency - NYDA Nkangala FET College Northam Platinum Mines Samancor Chrome Steve Tshwete Local Municipality TDM Powered Tinsdale College – stimulus maxima Universal College Outcomes – UCO University of Limpopo Xstrata Coal

Table 6 : Project Partners

MCCI		Coordinator
BLC/MEDO		Project Manager/Facilitator
NKANGALA FET COLLEGE		Partner
STEVE TSHWETE MUNICIPALITY		Partner
ActionCoach	ED	Service Provider
African Dynamics	SED	Service Provider
Ambu training	ED	Service Provider

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BSSA	ED	Service Provider
CMR	SED	Facilitator
DOE	SED	Facilitator/Partner
Feed one Million	SED	Service Provider
Institute of Business Advisors (IBA)	ED	Service Provider
Introdata	ED	Service Provider

2.3.1 Investment Benefits

- Issue Article 18A certificates – you can claim tax back
- DTI and BBBEE Verification Agencies approved projects and relationships
- First point of contact for local supplier search
- High quality projects with full recognition on BBBEE score-card
- Provincial coverage
- Excellent reporting and feedback
- Small admin fee
- Services offered to SMME's are free
- Career guidance to youth
- Linking with employment opportunities and procurement information
- BLC registered with Institute of Business Advisors (IBA) and Business Skills of South Africa (BSSA)
- MCCI level 4 BBBEE recognition level
- The BLC received 2 awards for its ED and SED activities from SACCI 2010-2011/2011-2012. The BLC works together with the DTI to ensure optimal points are received.
- Only had successful projects – claim points for every rand spent
- Career Expo nominated in ICC World Chamber of Commerce and Industry competition as best youth entrepreneurship project – await results
- Leeds City Council received award for International project on best procurement practices of which were a partner in

2.4 Project Management, Auditing and Reporting

2.4.1 Management

Anna-Mart Ott is the Chief Executive Officer of Busmid, with a well-organized team of personnel working for the last few years under her supervision. As the BLC has only been formally established in February 2008 the full staff complement has not been employed.

Valerie Pienaar is the Business Linkage Officer (Project Manager) and is developing the services offered through a combination of specialized information and capabilities. A relationship of reliability and credibility has been created with customers, to ensure customer satisfaction. Valerie is registered with the institute of business advisors (IBA) and is accredited by business skills of South Africa (BSSA) as a support trainer.

Sadiya Abdool-Gaffar is the BLC coordinator who manages all SMME clients and their files. She assists with the project coordination and plays a vital role in customer service.

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2.4.2 Financial Audit and Project Audit

PricewaterhouseCoopers Incorporated Auditors are the appointed auditors for 2013.

The BLC/MEDO was audited with PricewaterhouseCoopers Incorporated Auditors and extract from the report “in our opinion the annual financial statements present fairly, in all material respects, the financial position of the organisation as at 31 December 2013, and of its financial performance and its cash flows for the period then ended in accordance with International Financial Reporting Framework for Small and Medium-sized Entities”.

Completed projects were audited by PricewaterhouseCoopers Incorporated as well as auditors used by various BBBEE verification agents. The results – all our investors received full recognition for BBBEE spent.

2.4.3 Reporting

Project completion reports for Enterprise development and Socio-Economic Development projects are submitted annually.

3 **MARKETING**

Table 7 : Marketing

Print	Radio	Electronically
The Herald Newspaper	GMFM (Community Diary)	Mail shot - MCCI
Middelburg Observer (Adverts, Press Releases and Newsletters)		Website
Posters		Newsletter
Brochures		SACCI Newsletter
Banners		BSSA Newsletter
Opportunity Magazine (Articles)		
Business Guide		
Mpumalanga Business and development guide		

4 **Closing: SUSTAINABILITY PLAN**

4.1 **Enterprise Development sustainability plan**

The sustainability of a project like this will be to create local profitable enterprises that can be sustainable and contribute to the local economy.

Corporate companies need to invest in enterprise development in order to grow and develop our local SMME's.

Link SMME's with procurement information in order to win contracts from local corporate companies as well as government. The systemic competitiveness approach through the Business Linkage Centre is aimed at supporting the development of the private sector as the driver of growth and poverty reduction.

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Enterprises remain competitive where sound framework conditions for investments are provided and where entrepreneurs have access to an efficient support network of service providers, business associations and promotion agencies.

The government and economists highlighted the importance of SMME development and the possibility that it could create jobs. The BLC is in line with the LED strategies of the Steve Tshwete Municipality, it's one of the pillars in the strategic orientations.

There is no doubt that the Business Linkage Centre is fulfilling a vital role and will play an even bigger part within the business environment and communities in the area of operation.

We believe that the viability of the BLC is determined by the quality of service that it renders to the participating companies and the small emerging contractors involved. It will also be important to establish and develop partnerships with other governmental organizations.

In the end the BLC strive to offer a sustainable service to business with a central referral point for enquiries and assistance.

4.2 Socio-Economic Development sustainability plan

So the impact with continuous investments and support from companies will ensure little by little we can overcome the problem. As Nelson Mandela said.... ***“Overcoming poverty is not a task of charity; it is an act of justice. Like Slavery and Apartheid, poverty is not natural. It is man-made and it can be overcome and eradicated by the actions of human beings. Sometimes it falls on a generation to be great. YOU can be that great generation. Let your greatness blossom.....Is not an act, but a habit***

The feeding the hungry goes much wider than just addressing the food insecurity....we aim to address the education and unemployment rates.

The sustainability of supplement feeding (focus on protein and vitamins) for the schools, and month parcels for the villages and communities will mainly rely on sponsored funding or donations. In the short term there cannot be a sustainable plan written for all of these rural villages and communities. Feeding the Hungry will be one of the MCCI's and BLC's main focuses for 2013 and the years to come in order to make a difference in our local communities. Food parcels will specifically be donated to rural areas and areas who cannot sustain themselves.

We need to feed the people in order to decrease crime rates, increase education, decrease unemployment rates etc.

With this project we have seen the changes and we will keep on measuring the outcome annually it may not assist everyone but at least if we save 10 children and they make it we can grow it every year and so we see to overcome the poverty, education and unemployment issues.

Overall issue or concern: The grade 1 enrollments are very high but the grade 12 school leaver amounts are very low. We aim to bring these amounts in balance and have a bigger success in higher amount of qualified grade 12 school leavers. At least providing them with food will keep

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them motivated, energized, upliftment in spirit, focused and they will remain in school and will not feel the need to fall pregnant or to go out and look for work, or steal to make a living but rather provide them with a matric certificate in order to apply for work, bursaries, and learnerships or just be employable.

We need to fill the gap in terms of educating these children that the future with an education is firstly very possible to them and the importance of a better life, with an education. We need to eliminate the poverty barriers in their community by educating them through methods of creativity and flexibility that will help identify successful strategies more quickly.

Community and local engagement, and respect for differences among them, is critical to the effectiveness of any approach to incorporating sustainability into the village.

Additional key stakeholders are required for a successful sustainable project moving forward.

For these communities there is every reason to pursue a successful sustainable plan for the children in terms of their future in education.

Feeding the Hungry project of the MCCI offers a reliable trustworthy platform for companies to claim SED points. Annual partnerships ensure that this is a sustainable project.

Step by step giving a child sustainable access to the market by completing school and leave with a matric certificate and also can be employable (SHORT TERM GOAL – EDUCATION and decrease in crime) – addressing the unemployment rate amongst youth (LONG TERM GOAL – UNEMPLOYMENT).

5 VOTE OF THANKS TO ALL INVESTORS

We would like to thank you for both of your monetary and non-monetary investment into BLC/MEDO in order to grow and develop the local economy.

BLC are there for local economic development and with the investment it will secure the future of the SMME's and community. Sustainable partnerships with private and public sector is crucial for the growth of the local economy.

Thanks to each sponsor for assisting us in this valuable effort.....you definitely made a positive change and a big difference.

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Testimonials from corporate companies (investors in BLC)

- Chief Financial Officer Mr. J.P. Potgieter said that the full spend of Columbus Stainless (PTY) Ltd with the BLC was recognised in the category points for Enterprise development.
- Community Affairs Manager Mr. C. Peter said that BECSA did receive ED points for the SMME development programme.
- Owner and Manager Mrs. A. Baartman said that BLC are a life-saver and also a very good investment. The BLC took care of her SED and ED while she focused on her core business.