



**BLACK
BUSINESS CHAMBER**

A PREMIER RESOURCE FOR EMERGING BLACK BUSINESSES

Presentation To

**Western Cape Provincial Government
Ad Hoc Committee COVID19**

Wednesday, 26 August 2020

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1. WHAT IS BLACK BUSINESS CHAMBER (BBC)?

BBC is a Broader body that represents Grassroots/ Emerging and Medium Businesses around the country.

The initiative started by township by Business Forums in the Cape Flats and was formally launched as Western Cape Black Business Chamber on the 1st March 2011 by then National Minister of the Department of Trade and Industry Dr. Rob Davies. In attendance was also then MEC for Economic Development and Tourism Mr. Alan Winde, who is the current Premier in the Western Cape.

Other Bodies

- Cape Chamber of Commerce
- NAFCOC
- National Small Business Chamber
- AHI



2. OUR MISSION

To consistently **MOBILISE, INFORM**
and **GUIDE** Businesses community,
corporate and government in pursuit of
Socio-Economic needs.



3. VISION

A South Africa that has **an active, innovative and sustainable** black SMME sector, characterized by skilled workforce as well as growth in women and youth emancipation, and which is built on the full potential of the local business structures.



4. MEMBERSHIP

➤ Individual members  joins sectors

➤ Sectors  join BBC

➤ Member Sector representatives  form General Council

➤ General Council  elects Executive Committee

5. SECTORS

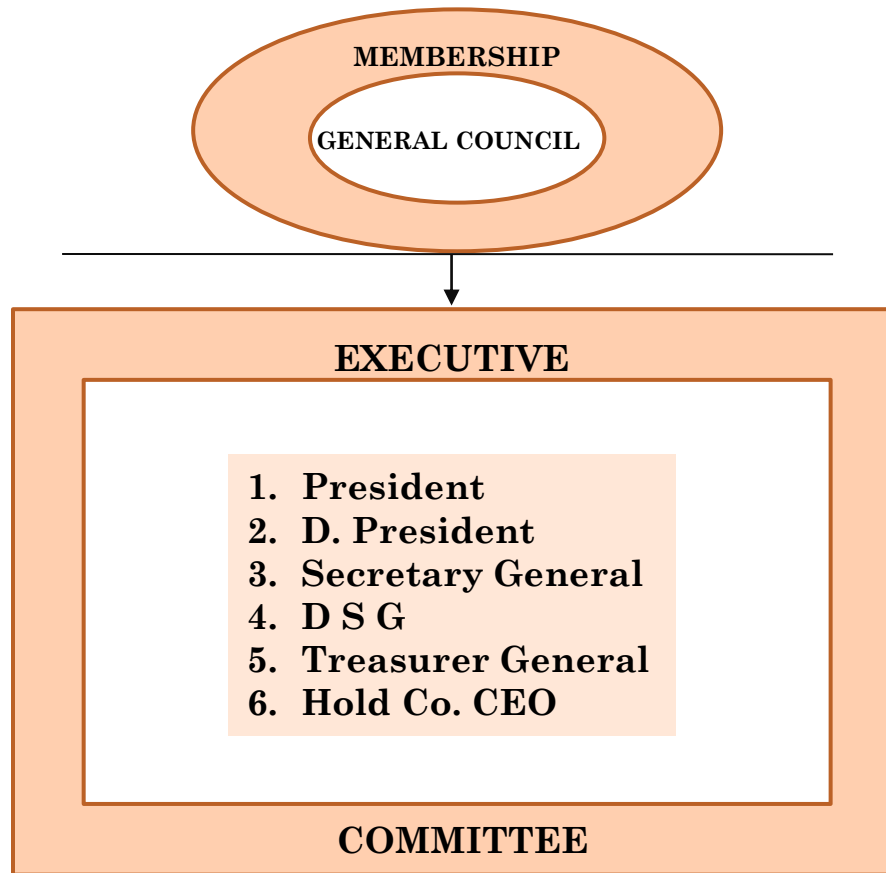
- Construction And Built Environment
 - Retail And Services
 - IT
 - Manufacturing
- Small Scale Farming and Agriculture
 - Fishing and Aqua Culture
- Tourism, hospitality and entertainment
 - Education and skills training
 - Informal Traders







BLACK
BUSINESS CHAMBER



6. STRUCTURE



7. BUSINESS DEVELOPMENT STRATEGY

Business Dialogues And Accelerator Competitions	<u>Business Breakfast and Dinner sessions</u>	<u>Business Advice and Support</u>	<u>Business Linkages</u>
 <ul style="list-style-type: none"> • Annual events • Interactive platforms between small business, corporate and government • Information sharing • Network opportunity 	 <ul style="list-style-type: none"> • Quarterly Sessions • Interactive platforms between small businesses, corporate and government • Information sharing • Networking opportunity 	 <ul style="list-style-type: none"> • Group hunting • Bulk buying • Online Shopping • Online Marketing • Access to finance • Government support programmes 	 <ul style="list-style-type: none"> • Referrals • Facilitation • Trade missions • Partnerships, JVs and Consortia



8. IMPACT OF COVID-19 ON GRASSROOTS BUSINESSES

- Suffered massive reduction to revenue
- Some businesses are struggling to operate normally since lockdown
- Some have not come back to work
- Skewed Procurement Policies disfavouring Emerging Entrepreneurs
- Non-existent Food Supply Distribution Centres managed by SMMEs
- Others have closed

9. BBC GALLERY TO FOLLOW





BBC BUSINESS BREAKFAST 12 MARCH 2020

Dr. Kgosientsho Ramokgopa-
Head of Investment and
Infrastructure office in office of
President of South Africa doing
a presentation to members of
BBC





From left to Right: Mr. Mandla Mbusi- Acting CEO, Mr. Leaveil Des Fountain -Allan Grey, Ms. Renee Andrews- Treasurer General, Dr. Kgosientsho Ramokgopa-Head of Investment and Infrastructure Office in Presidency, Mr. Sizwe Ngqame- President, Mrs. Gawa Samuels- Exco member and Mr. Mntuwekhaya Cishe- Secretary General

**BBC BUSINESS
BREAKFAST 12 MARCH
2020**





Some members of BBC and attendees listening attentively to a presentation by Dr. Ramokgopa

**BBC BUSINESS
BREAKFAST 12 MARCH
2020**





**BBC IN A MEETING
WITH CONSULATE
GENERAL OF ROMANIA
MR. NICOLAE
ZAHARESCU IN
FEBRUARY 2020**





**BBC HOSTING
EMBASIES,
GOVERNMENT AND
SMME ON 26 JULY 2015**

**Members of International
Community, Government
and SMMEs at Colosseum
Luxury Hotel during BBC
dinner session**





**BBC EXECUTIVE MEMBERS
AND INVITEES DURING THE
EXECUTIVE COMMITTEE
MEETING IN BEAUTIFUL GATE
PHILIPPI IN SEPTEMBER 2016**





**BBC DIALOGUE THAT WAS
HOSTED IN PARTNERSHIP
WITH UCT GRADUATE
SCHOOL OF BUSINESS ON
THE 28 NOVEMBER 2012**

From left to the right: Mr. John Peters- Chief Director WC Dept. of Economic Development Tourism and Finance, Alderman Belinda Walker- Mayco Member City of Cape Town, Dr. Iqbal Surve- Chairman of Sekunjalo Investment Holdings, Dr. Eliada Nwosu- Lecturer UCT GSB, Mr. Sizwe Ngqame- Chairman BBC





INTERACTION BETWEEN PANELISTS AND THE AUDIENCE





**BLACK
BUSINESS CHAMBER**



**PICTURES TAKEN IN 2014 DURING
PILOT STAGE OF THE COMPETION**



Top left: Dr. Iqbal Surve (Chairman Sekunjalo and Independent Media Consortium), Minister Senzeni Zokwana (Agriculture, Forestry and Fisheries), Deena Naidoo (Standard Bank), Monique Govender (Winner) Minister Lindiwe Zulu (Small Business Development) and Sizwe Nggqame (Black Business Chamber)



NEW DAILY VOICE AND BLACK BUSINESS CHAMBER COMPETITION



EARN & LEARN

Win R15 000 and courses to help your small business grow

THE BLACK Business Chamber (BBC) is launching a new competition that aims to turn small and medium businesses into booming businesses.

The Grassroots Business Accelerator Competition, which is being launched in the Daily Voice today, is giving away prize money of up to R15 000 as well as professional training courses to help your business grow.

The BBC hopes the initiative will help to empower Cape entrepreneurs, develop the local economy and in so doing, create jobs. The competition is open to all sectors and all black-owned and Indian-owned businesses in the Western Cape - from spaza shops to black to workshops and businesses in coloured communities to IT companies, taxi businesses and farmers.

Published

Entry forms will be published in the Daily Voice and a competition roadshow will be visiting communities all over the Cape to help interested people to enter.

Launched in 2011 and based on the framework, the Chamber has developed a network of business across the province and is dedicated to giving business people the necessary skills to make their business a success. Chairman of the Chamber Sibus Ngqame says the organisation conducts roadshows "to help small businesses to grow fast".

"In all entrepreneurs must be able to control their own destiny as they grow with the Daily Voice."

"We assist people with skills on how to run their businesses and engage in dialogue. Project manager Khaya Chabe says the competition will help to turn small businesses into big market players.

Grow

"We want the spaza shops and people selling vegetables and meat on the road to grow their businesses."

"The BBC is also able to link small businesses to trade internationally."

"We want to eradicate the myth that small businesses are unable to broaden their businesses and compete with the big guys."

"The only way to earn money is by running a business for all of business, but the business needs to be measured to grow."

One success story whose features were mentioned by the Black Business Chamber is Sibongweni Ndumane.

Sibongweni started her Information Technology Consultancy company, based in Century City after winning the South African Breweries Kickstart competition in 2011.

Better known as "Simply Sibus", she also runs a governmental organisation, Lowo Evolution - a project that involves young women to stay focused.

The 31-year-old entrepreneur,



OPPORTUNITIES: BBC chairperson Sibus Ngqame

REPORTING BY

Mgumli Kiva

who is a member of the BBC, says the Chamber helped her to overcome some major obstacles.

"The main challenge was to find a suitable people to work with and acquiring low clients, start-up capital and getting relevant business mentors in the Western Cape," she says.

Access

"That wouldn't have been able to access if I did not belong in a community of black business people."

She adds that she benefited particularly early from the business mentorship.

"I got practical business coaching and profit-making mentors," she says.

"The company also managed to avoid a number of pitfalls due to school and also managed to add value in their post-graduate education, and to stay focused."



UP FORGRABS: 10k cash prizes, courses and holidays

ENTER TO WIN AWESOME PRIZES

ENTER the Grassroots Business Accelerator Competition today and you can win the following:

Individual Business Prizes:
1st prize R15 000 cash
2nd prize R10 000 cash
3rd prize R5 000 cash

All these prize winners will also receive the following:
★ Two nights with your partner at a Sugar Group luxury hotel;
★ Free Maltrai air cruise luxury train ride to Stellenbosch for a

winer taking
★ Six months free business mentoring by Standard Bank professional consultants.

Business Forum prizes:
1st prize R7 500 cash
2nd prize R5 000 cash
3rd prize R2 500 cash

Plus a one-night away at a Sugar Group luxury hotel
2nd prize R10 000 cash
3rd prize R2 500 cash
All these prize winners will also receive the following:
★ Free Maltrai air cruise luxury

train ride to Stellenbosch for a winner taking
★ Six months free business mentoring by Standard Bank professional consultants;

Competition entries will close on May 23 and winners will be announced on June 26.

The Daily Voice and Black Business Chamber roadshow will be visiting your community on the following dates:
★ Khayelitsha library, May 6, 10am to 2pm;
★ Philippi library, May 12, 10am to 2pm;
★ Nyanga library, May 14, 10am to 2pm;
★ Gugulethu library, May 16, 10am to 2pm;
★ Mitchell's Plain library, May 20, 10am to 2pm;
★ Langebaan library, May 21, 9am to 3pm;
★ Fish Hook library, May 23, 10am to 2pm.

train ride to Stellenbosch for a winner taking
★ Six months free business mentoring by Standard Bank professional consultants;



TURNING: Khaya Chabe is a project manager at BBC and helps businesses grow

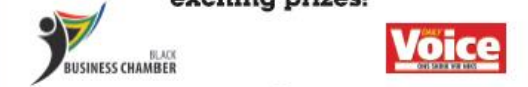


CALLING ALL 9 SMALL BUSINESSES: Spaza hokeries like Sibus Jima can enter the BBC competition

Grassroots Business Accelerator Competition

Do you want to grow your small business?
Then this competition is just for you.....

WIN your share of **R30 000 cash**
PLUS skills training and loads more exciting prizes!



ENTRY FORM Please complete form below:

PERSONAL DETAILS

Name:
Surname:
ID No:
Address:
Nationality:
Cell number:
Email:

BUSINESS DETAILS

Co name:
Registration No:
Industry or Sector:
No. of employees:
Annual Turnover:
% of black ownership:
What business skills do you need to make your company a success?

GENERAL COMPETITION ENTRY RULES

1. Entry to the competition is open to all South African citizens who are currently residing in the Western Cape.
2. The competition is open to all small businesses (sole traders, partnerships, companies, trusts, etc.) with a turnover of less than R10 million per annum.
3. The competition is open to all black-owned and Indian-owned businesses.
4. The competition is open to all businesses in the Western Cape.
5. The competition is open to all businesses in the Western Cape.
6. The competition is open to all businesses in the Western Cape.
7. The competition is open to all businesses in the Western Cape.
8. The competition is open to all businesses in the Western Cape.
9. The competition is open to all businesses in the Western Cape.
10. The competition is open to all businesses in the Western Cape.

BASIC TERMS AND CONDITIONS FOR THE COMPETITION

1. The Black Business Chamber (BBC) is a non-profit organisation and is not liable for any damages or losses incurred by any entrant in the competition.
2. The BBC is not responsible for any damages or losses incurred by any entrant in the competition.
3. The BBC is not responsible for any damages or losses incurred by any entrant in the competition.
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9. The BBC is not responsible for any damages or losses incurred by any entrant in the competition.
10. The BBC is not responsible for any damages or losses incurred by any entrant in the competition.

Send completed forms to
Black Business Chamber,
7 Anton Anrieth Arcade, Foresters Cpt,
fax: 066 710 3477
or 0861 11
info@blackbusinesschamber.co.za



I MADE IT: Nqolide Feni makes school uniforms

THE BEST OF THE BEST: 20 competition finalists
PICS: PATRICK LOUW

WE'RE IN BUSINESS



BOOMING BUSINESS: Nobulali Mongo runs laundry



FINALISTS

- Nobulali Mongo (Ziyahlanwa Trading and Laundry);
- Nqolide Feni (Ingebo Catering);
- Wenziso Gcingca (film production);
- Lindikaya Nongomaza (Ndzimile Chicken Farm);
- Thulasizwe Raphaela (art and design);
- Mawaka Tomoso (Siyaphambili Contractors);
- Zoleka Conjiwa (Amawowowo Trading);
- Gail Small (Angels Steel Fabrication);
- Nomalemba Bello (Amilinge Cleaning Services);
- Montique Govender (Queen Bee hairdresser);
- Nqolide Feni (Feni Onela Manufacturers);
- Viliswe Gabelo (imithi spaza shop);
- Yolande Stober (Stober Tours);
- Mzimasi Mtshumthum (Seeds Environmental Cleaning);
- Tamsanqa Mhlana (Isandi Joinery);
- Jennifer Idas (construction);
- Bolekwa Soginga (painting and carpentry);
- Yandisa Mnyoni (Yandisa Capi);
- Ethno Davids (Ed Hard Copy internet cafe);
- Phillip Development Forum.

SHOT AT GLORY: Viliswe Gabelo

THIS week the *Daily Voice* was part of something truly amazing.

It was time to judge the entries in the *Daily Voice* and Black Business Chamber's Grassroots Business Accelerator Competition.

Over 100 people from across the Cape had entered last month, hoping to win their share of R50,000 in cash prizes and six months of business mentoring from Standard Bank.

And one by one, dozens of hopeful businessmen and women came in to be interviewed, each telling their inspiring entrepreneurial stories.

Poorest

From our poorest communities came building contractors, tailors, caterers, a laundry service owner, a tour operator, a hairdresser, a chicken farmer and even a movie producer.

Many of the stories started the same way: They were retrenched and wanted to start their own business, in so doing also create jobs for the unemployed youth roaming their communities' streets.

And many faced the same challenges – little access to financial aid and a lack of business and marketing skills.

During the interviews, the panel of judges was surprised to find that over 80 percent of the entrants were female.

Courageous, smart, hardworking women like Nolubabalo Ntiantu



BUILDING BRIDGES: Contractor Jennifer Idas and Taariq



SHOWING SUPPORT: Minister of agriculture Senzeni Zokwana

Meet inspirational finalists in Top 20 of *Voice* competition

By TAARIQ HALIM

and her company NNB Consulting and Construction.

Nolubabalo proudly boasts a management team of three ladies, who have overseen the building of a stadium and RDP houses in townships.

From the group, the 20 most worthy entrepreneurs were selected

to receive a free two-week training course starting on Monday.

The excited finalists were invited to a luncheon party held at the Colosseum Luxury Hotel in Century City on Wednesday night.

There to congratulate the participants were the new Minister of Agriculture, Forestry and Fisheries Senzeni Zokwana and Dave Bryant from the City of Cape Town.

And the *Daily Voice* was there to announce the names of the top 20, from which the three grand prize winners will be drawn next month.

Great

"It's a great thing that the Black Business Chamber is doing for us," says Nqolide Feni, 54, who runs Feni Onela Manufacturers and General Trading.

The Matshara woman produces school uniforms and traditional wear and also made the curtains for the Khayelitsha District Hospital.

"I wish I can win so that my business can grow. We needed support because there are no jobs, the big companies are retrenching

people," she tells the *Daily Voice*.

"I was retrenched in 2007 and I'm too old to look for a job."

Civil contractor Jennifer Idas, 52, is excited and "embracing every minute".

The Delft woman says she started her business in order to uplift the youth in her area.

Currently she is doing roadworks, laying kerbs and installing benches as part of the Delft Integration Project.

Jennifer hopes the training will give her new insights that will help her to achieve her long-term turnover target of R16 million a year.

Nobulali Mongo, 37, runs a laundry service in Ilizha Park, Khayelitsha, but has so many customers – young, old and businesses – that she is considering opening another branch.

"To do that, she'll need to buy more machines and rent new premises.

"I feel this competition is going to help me to get there," she says. Congratulations and good luck to all the finalists.



CONGRATULATIONS: Nolubabalo Ntiantu has construction company





MOVING ON UP: 17 candidates battle for entrepreneurial glory

BUSINESS CLASS



TOUGH CROWD: Judging panel assessed finalists during business pitches

IT WAS time to get down to business.

The finalists in the Black Business Chamber and *Daily Voice's* Grassroots Business Accelerator Competition completed their two weeks' training recently and were now ready to show their class.

The stakes were high as the participants took one step closer to winning their share of R30 000 worth of prize money and six months of business mentoring from Standard Bank.

The 17 entrepreneurs, from communities all over the Cape, took part in a two-week workshop facilitated by business guru Mashudu Madzhe at the Dolphin Beach hotel in Table View.

And they had to impress the competition judges with their business pitch.

The visibly nervous finalists were each given 15 minutes to present to the panel, made up of The Business Place General Manager Lavendra Naidoo, small business advisor Lynn Maggot, Standard Bank enterprise development manager Deena Naidoo, Rosemary Mosia the MD of The Bridge Food and Wine and *Daily Voice* editor Tarrig Halim.

One by one, the contestants presented their business plan, explained how they would fund and market their brand, and how they plan to grow their company in the future.

Brave

No easy task, but our brave businessmen and women got the job done.

Nobulali Mongo, 37, who runs a laundry service called Ziyahlanjwa Trading CC in Ilitha Park, says she was not nervous at all during her presentation.

"I was confident. I knew what I was talking about. It's my business, my idea," she says.

Nobulali says she learnt more in the two weeks than she could have in a year.

"I learnt how to do a business plan and be confident. And important things like tax information," she adds.

For hairdresser Monique Govender, 32, owner of Queen Bee Hair Boutique in Parow, it was a nerve-wracking experience.

"I was very nervous, but what I learnt made a big difference. I can now put that to the test in my own business [and in my planning]."

Local filmmaker Ntandazo "Didi" Gcingca, 42, is already reaching for the stars, and feels the



NERVOUS: Queen Bee Monique Govender

Competition heats up as finalists do course then pitch to judges

competition will open doors for his company Didi Productions.

Of his business pitch, Didi says: "I trained myself. I said what I wanted to say."

"The [workshop] was a fact-finding mission, very informative. I learnt a lot from the others — as a collective there is a lot we can achieve."

"Thank you to the Black Business Chamber and *Daily Voice* for giving us this platform."

Judging panelist Lavendra Naidoo was pleased with the outcome of the programme.

"Many [of the participants] are from grassroots and were never exposed to the formalities [of business]," he says.

Benefits

"I can see the benefits of the training. It came through in the pitches."

"Some of the entrepreneurs are ready to take it to the next level."

The excited finalists are now looking forward to July 30, when the three winners of the competition will be announced.



FILMMAKER: Ntandazo Gcingca, 42



CONFIDENCE: Nobulali Mongo, 37



BLACK BUSINESS CHAMBER





WELL DONE! Dr Surve hands Monique Govender her prize. PIC: PHANDO JIKELO



BIG IDEAS: Monique, middle, plans to expand her salon with the R15 000 cash prize



SPONSORS: Sekunjalo Chairman Dr Surve, Black Business Chamber members and ministers

HAIR TO THE THRONE

IT WAS all smiles at the grand final of the Black Business Chamber and the Daily Voice Grassroots Business Accelerator Competition.

The much-awaited ceremony was held at the 15 on Orange Hotel on Wednesday evening, where the 21 finalists were all vying for honours.

The top prize included R15 000 cash, a two night stay at a Singer Group Luxury Hotel, a ride on the Metrorail Express train to Stellenbosch for a wine tasting as well as six months worth of business coaching and mentoring from Standard Bank.

And the very worthy winner was Monique Govender, the owner of the Queen Bee Hair Boutique in Paris.

Monique started her business in November 2012 after she completed her training at Wave College.

She says one of her employees saw the ad for the Grassroots Business Accelerator Competition and entered her business.



CHALLENGE: Minister Lindwe Zulu at event

Salon owner is worthy winner of competition

EXCLUSIVE BY Nathan Adams

"She saw it in the Daily Voice and entered me. I wish she could've been here to see me take the top prize," Monique says of her colleague.

Smiling from ear to ear, she says she will use the prize money to complete the expansion of the boutique.

Monique says: "We are a boutique, so we do hair styling, nails, waxing and eye lash extensions."

Training

The 32-year-old businesswoman says after she started working with women in her first business venture, she realised she needed the business training to become a successful entrepreneur.

"I opened up a salon without all the business knowledge, but I quickly realised that I needed to equip myself with the right skills," she says.

As part of the competition the entrants took part in an intensive two-week business training course.

Monique says it was a valuable learning curve for her.

"You must reach out and network with people who will help you and your business grow," Monique tells the Daily Voice.

"My advice to others is to stay humble and always remember the doors that were opened, because others helped you along the way."

Keynote speaker Minister of Small Business Lindwe Zulu says entrepreneurs are important for the country's economic growth.

"In South Africa, around 70 percent of all people employed in the formal sector are employed in small business of less than 50 people. If the informal sector is included in this figure, this figure is much higher," she explains.

Small business owners were also given exciting news by owner of Sekunjalo Investments Dr Iqbal Surve. He set a challenge to the competition sponsor and the Ministry of Small Business.

"I would like to give R10 million for the next five years to the Black Business Chamber to expand this competition, on condition that Standard Bank and the Minister [of Small Business] match that money," he says.

If the sponsors take up the challenge, R150 million will be available to the Black Business Chamber over the next five years to develop, train and assist even more entrepreneurs in the Mother City.

Get ready for Braai Day!



The Daily Voice is giving you the chance to collect your very own braai set.

Buy your copy of the Daily Voice from Monday to Friday.

Collect all 5 Mastheads for the week and redeem it for one braai utensil.

- Week 1:** x 5 Mastheads (Daily Voice Logos) = x 1 braai fork
- Week 2:** x 5 Mastheads (Daily Voice Logos) = x 1 braai tongs
- Week 3:** x 5 Mastheads (Daily Voice Logos) = x 1 braai lifter

Week 1, starts on Monday 1 September, so be sure to get your copy of the Daily Voice for more details and your 1st of your 5 Mastheads.



BLACK BUSINESS CHAMBER



10. CONTACT DETAILS

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Thank

You!

