

Read about the programmes and opportunities that are available to you in your province, the Eastern Cape.



# EASTERN CAPE

- Sakha Isizwe Community-Based Transportation Programme
- Thina Sinako LED Support Programmes
- Agricultural Programmes
- Small Business Support
- Useful contacts

For more information on these and other government programmes, phone 1020 — toll-free from a landline.

# INFRASTRUCTURE PROGRAMMES

## Sakha Isizwe Community-Based Transportation Programme

This programme aims to create 7 500 jobs in the next year by drawing unemployed people into the transportation industry.

The programme offers:

- Business and technical skills through learnerships
- Savings clubs
- The Household Contractor Programme
- Literacy training and life skills development.

**Contact Sakha Isizwe: 043 604-7402**



## Thina Sinako LED Support Programmes:

### Local Competitiveness Fund (LCF)

This fund gives grants only to partnership groups. A partnership group can be any two or more of the following entities, provided that at least one entity within the partnership is registered in terms of the Companies Act or is a registered cooperative or closed corporation:

- Business enterprises
- Trade unions
- Non-governmental organisations
- Institutions providing services to the economy
- Community trusts and local savings clubs

A grant can cover up to 70% of the project cost. The balance must be financed from the applicant's partners or own resources.

**Contact the LCF: 040 609-5579**

### Local Government Support Fund (LGSF)

It supports local government to create an enabling environment for local economic development. NGOs partnering with local government can apply for funds in the following areas: local consultation exercise, research, technical assistance, training, study tours, limited capital equipment, and project management tools. All calls for proposals will be advertised in the local Eastern Cape media and on the website of the Eastern Cape Provincial Treasury.

**Contact the LGSF: 040 609-5615**  
**Website of Eastern Cape Provincial Treasury: [www.ectreasury.gov.za](http://www.ectreasury.gov.za)**

## Expanded Public Works Programme

Infrastructure Sector	040 609-4414
Social Sector	040 609-4414
Economic Sector	040 609-4414
Environment and Cultural Sector	040 609-4695



# AGRICULTURE PROGRAMMES

Some of the women in our community started a vegetable farm with help from the Siyazondla Homestead Food Production programme. Now we grow our own food and sell vegetables too.



The Department of Agriculture offers a number of Food Security Programmes. These programmes work mainly by providing farmers with grants in the form of tools, training and production inputs like seeds.

## Siyazondla Homestead Food Production

This programme helps poor households to produce their own food. It provides infrastructure, training, start-up inputs, and follow-up support programmes for backyard gardens that are a maximum of 12 X 12 metres in size. The grant provides the most support in the first year, but in the following years continues to provide support.

The grant provides the following to the maximum value of R2,000 in the first year:

- Starter packs of farming tools like wheel barrows, forks, spades, rakes and watering cans
- Production inputs like seeds, fertilizer, seedlings and insecticides
- Irrigation pipes, garden fencing and water harvesting equipment.

## Siyakhula Step-Up Commercial Food Production Programme

This programme is aimed at farmers who want to farm commercially i.e. to make a profit. The programme subsidises small-scale farms (farm size between 1 and 50 hectares) through a conditional grant scheme.

## Massive Food Production Programme

This programme is for commercial farmers in grain food production (e.g. wheat, maize). The programme subsidises input supplies, mechanisation, marketing and agro-processing.

## Siyakhula Massive Food Conditional Grant Programme

Farmers pay deposits towards the next season's crop inputs in order to secure support funding from government.

**Contact number for all of the above programmes: 0800 203 025**  
**Department of Agriculture: 040 609-3471**

## Infrastructure development

This programme focuses on fences, dip tanks, stock water facilities, irrigation developments, mechanisation equipment and other agricultural infrastructure, focusing on land reform projects and communal farming areas.



## Livestock Development

The Department of Agriculture offers a ram exchange programme to improve the quality of wool and sheep produced, as well as training to improve quality and management of cattle, sheep and goats.



## Bio-Fuel

This programme helps with the production of bio-fuel feedstock.

## Food Processing

This programme provides an accessible local market for excess household garden production.



## Land Care

Grants are given to educate and build awareness so as to reverse land degradation.

## Technical Support

The Department of Agriculture Ongoing does ongoing research and development to boost agricultural development.

**Contact number for all of the above programmes:**  
0800 203 025

## Useful Government Contact Numbers

Eastern Cape Information Officer	040 609-6381/6382
Department of Economic Affairs, Environment and Tourism	040 609-3235
Department of Public Works	040 609-4634/636-4327
Department of Transport	043 604-7402
Department of Social Development	040 636-4304
Department of Sport, Recreation, Arts and Culture	043 604-4018
Department of Trade and Industry	041 582-1267
Department of Water and Forestry	043 604-5500
Integrated Energy Centres	041 585-3862

## SMALL BUSINESS SUPPORT PROGRAMMES

### Mdantsane One-Stop Shop

This centre, under the control of Buffalo City Municipality and the Amathole District Municipality, offers a one-stop shop for all business support needs, such as registering your business, skills training, business mentoring, tender training and advice, etc.

**Contact: 043 705-9816**

### Mdantsane Business Service Centre

- This centre helps small businesses and cooperatives with every aspect of starting and running a business. It helps with costing and pricing, writing proposals, filling in tender documents, marketing, etc. It will also put people in touch with lending organisations.

**Contact: 043 761-2116**

### Eastern Cape Development Corporation (ECDC)

The ECDC supports businesses in the Eastern Cape through various programmes, such as:

**Craft Industry Development:** Training in design, quality control and marketing for craft industries.

**Tourism Training:** Training for tour guides, tour board staff, establishment staff and previously disadvantaged entrepreneurs in the tourism industry.

**Wild Coast Community Tourism:** Promotion of campsites, guides and accommodation by communities.

**Wild Coast Upgrading Reserves:** Upgrading facilities.

**Contact: 043 704-5600/06**

Loan and Funding Organisations	Contact Number
Business Partners: Funding for small and medium enterprises	043 721-1525
Business Finance Promotions Agency: It loans to small and medium enterprises.	043 742-1820 www.bkcob.co.za
The National Department of Agriculture Land Bank: This is a finance institution which helps establish new farmers.	043 706-8600
Uvimba Finance: They give loans mostly, but not only, for agricultural purposes in the rural areas.	043 642-5821 Chris Hani District: 045 839-3017 OR Tambo District: 047 531-2266 Ukhahlamba District: 051 633-1702 Cacadu District: 041 402-6201 Amathole District: 043 706-8702 Alfred Nzo District: 039 727-4453 Website: www.uvimbafinance.co.za
Umsobomvu Youth Fund	043 742-1820/ 047 531-1028
Khula Enterprise Finance	043 743-2625/6
South African Micro-Finance Apex Fund	043 743-5259
Micro Enterprise Financing	043 742-3057

Other Useful Contacts	Contact Number
Business Place It is a network of service providers and community organisations.	043 642-4477
Community Self-Employment Centre: They offer business development services.	Contact: 043 722-2657/043-7222668/ 047 531-1028 Website: www.comsecpe.co.za
Seda	047 531-5075/532-6844
Department of Labour	047 501-5620
Eastern Cape Master Builder's Association (ECMBA): ECMBA is an association of builders, contractors, plumbers.	043 721-0159
National Development Agency: NDA works with community organisations and funds community-based projects.	043 705-9816

# A story of economic development



Hello, friends

Do you long for a better life, a satisfying job and a brighter future for yourself and your children? You're not alone. Many people are striving for a better life.

Help is out there for those who seriously want to make changes.

But to make the most of that help, you've got to get the basics right!

But take the advice of the friends in this story — get organised, start your activity before you approach a programme, and be specific about the kind of help you're after!

Let's follow a group of family and friends as they struggle with the kinds of problems we all face. They started to think differently, and came up with solutions that completely changed their lives.

It's Friday night, and a wife is at home waiting for her husband.



It's pay day today. When Dumisani comes home, we're going to pay all our accounts, and go out for take-aways, maybe buy some meat for the weekend.



Where is he?



Heh! I don't believe this! Is this what you do with our money?

Give me a break, wife, it's my last day on the job. I've got a right to drink with my friends.



But we need that money to pay accounts! I'm tired of living like this, in and out of work, always scraping by. You know, with all the money we've earned this year we could've started a business!

A business! You joke.



Organised!  
That's the last  
thing I feel like  
being.

She's right, you know. And  
there's a lot of help out  
there if you want to start  
a business - you just need  
to get organised!



Look at the roads that are being built  
around here! The tourism that's being  
promoted! The housing projects ... even the  
cultural stuff. The people who benefit from  
all this are the ones who get organised.

Then let's do it!

The next day ...



I feel the  
same way.

You're right Neli, we need to  
make a change. I want our  
children to have a future and a  
hope, and I want us to live well!



Look at all of  
our friends.  
None of us  
has work, but  
we've got a lot  
of skills! Let's  
invite them to  
start a business  
with us.

That day, Dumi went to his friends  
one by one and invited them to  
a meeting at his house.



Later that afternoon, Dumi, Neli and their three friends,  
Albert, Oupa and Lulu, the shebeen queen, meet.



Hey! I have an idea!  
Why don't we start a  
contracting business  
together?

You guys could contribute the  
contracting skills and I could  
help with the accounts, keeping  
records and management.

Hmm. It's  
worth a try.  
Why don't  
we put some  
ideas down  
on paper?

## Step One

# Approach your local municipality

The five friends have written down a basic business plan and now approach the Local Economic Development officer at their local municipality.

Every District and Local Municipality has a Local Economic and Development (LED) Programme. The purpose of this programme is to create an enabling environment for business, to link businesses with sources of training and loans, and to host workshops and summits that inform people about opportunities in their fields of business.





Running your own business requires you to be multi-skilled. You will need to know how to price jobs by working out all your costs. You will need to know how to manage people, time and money, and on and on.

I'm just a bricklayer.

And I am an electrician.



What can we do?

There are government programmes that will help you get the training and business support that you need.



Yay!

Now, the first thing you need to do is **market research**. This means you need to find out if enough people want the service you have to offer, and how much they are willing to pay for it.

Wait, wait, I want to write this down.

"Find out who your competition will be, and then compare yourselves to them. What advantages do you have over them – and what are their advantages? How is the service that you provide different?  
  
Ask yourself and be honest – what are your strengths and your weaknesses? Your competitors are marketplace "threats", but also think about what opportunities there are in the market.  
  
Finally, list all the factors for your success, and when you advertise, make sure that you make your customers aware of your strengths."



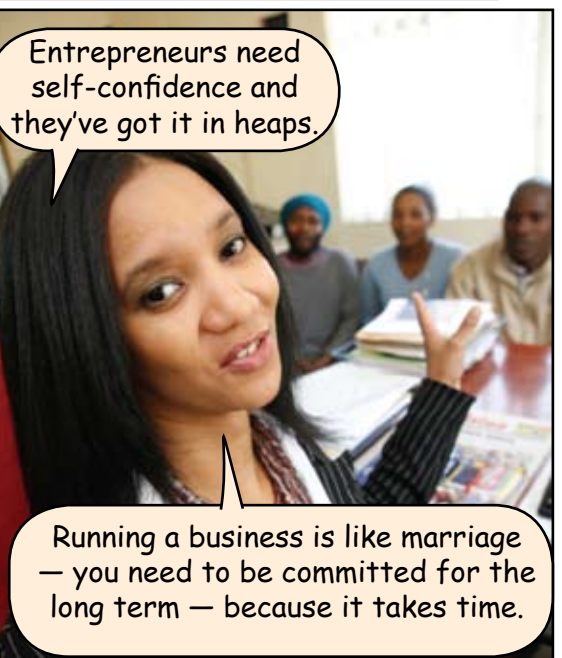
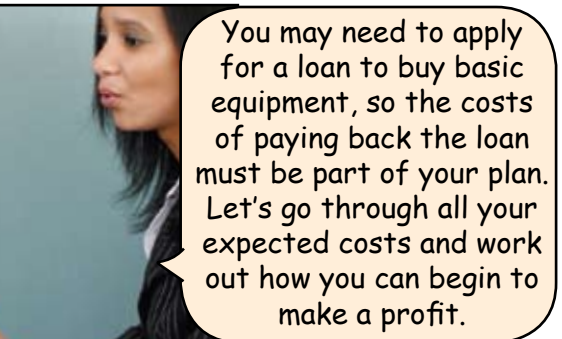
I am going to refer you to an organisation that specialises in helping businesses write clear and specific business plans.

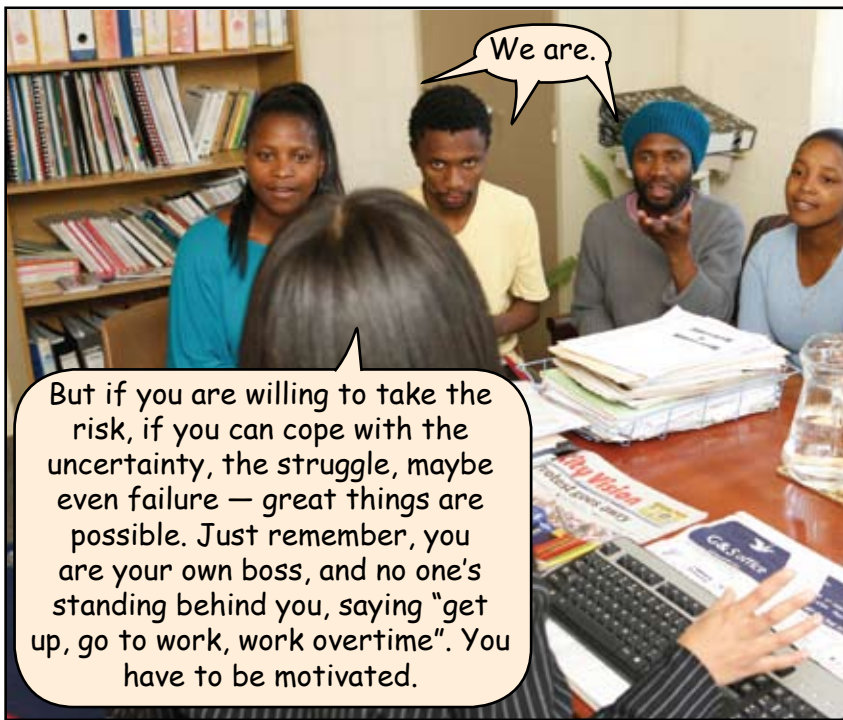
Let's start there then.

## Step Two

# Talk to the experts

Our friends have received advice from their LED officer at the local municipality and now pay a visit to an organisation that specialises in helping small, medium and micro-enterprises. You can find out about such organisations in the pages of this insert and the national publication.





## Know the law

It's important to know the law when setting up and running a business. The first thing Dumi and his friends will have to decide is what the structure of their business is going to be. Will it be a cooperative, a partnership, a close corporation, a sole trader, or a company? To make this important decision, it is a good idea for them to talk to someone who knows and can give expert advice.

The type of structure they choose will affect how the business gets taxed. Some structures are more expensive and more difficult to set up than others. It is also very necessary to keep records of everything in business. Dumi is starting a business with his wife and friends. They need to sign a legal contract before they begin anything.

They need to make sure of the following:

- The business has a bank account.
- Their business is registered with the South African Revenue Service.
- They may need to get a trading licence.
- They are familiar with the labour laws, so that they know their rights as employers, and are familiar with the rights of their employees.

## Step Three

# Aim for excellence

Another thing, guys, the municipality keeps a database of contractors. For some of the jobs, they don't tender but simply consult their roster. To get on the roster, you must have a tax clearance certificate from **SARS**.

Then make sure your phone is working and that they can reach you when they need you. It may seem obvious, but some people miss out on jobs because they cannot be reached!

## At the municipality ...

Hey, here's a transport tender for a cool R3 million.

Nice money!

Aren't you in construction? Do what you can do best. If you bite off more than you can chew, you will ruin your reputation and future chances.

## Walking home ...

I think we've been given some good advice today. I'm glad we went to see our **LED** officer and **SEDA**.

Me too.

In fact, I'm feeling pretty motivated and positive about the future. This is the kick start we needed.

## Thusong Centres



Thusong Centre	Address	Contact
Cofimvaba	cnr High Street & Bellair Avenue, Cofimvaba	047 874-0444
Centane	20 Bell Avenue	047 498-1207
Sterkspruit	No. 79 Main Street Sterkspruit	051 611-1335
Qunu	Qunu Village, N2 from E.L. to Mthatha (Opposite Nelson Mandela House)	047 538-9011
Viedgesville	N2 from El to Mthatha, Viedgesville	047 538-9011
Tombo	R61 to Port St Johns, Tombo Village	047 564-9154