

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



LIMPOPO
PROVINCIAL GOVERNMENT
REPUBLIC OF SOUTH AFRICA

LIMPOPO

- **Agricultural Business Support**
- **Civil Society Grant Fund**
- **Land Access Programmes**
- **Seda**
- **Health and Social Development**
- **Manyeleti Youth Academy**
- **Labour**
- **Thusong Centres**

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

Limpopo Business Support Agency (LIBSA)



LIBSA provides non-financial business support services. It also helps with the marketing, distribution and processing of agricultural products. It encourages entrepreneurship amongst women, the disabled and the youth. LIBSA promotes new business in mining, tourism, agriculture, manufacturing, construction, and information communication technology.

Contact LIBSA: 015 297-6473/85

Civil Society Grant Fund



This fund helps poor communities to grow their own businesses and economy. It does so by granting funds to help Civil Society Organisations to become sustainable.

Contact the Civil Society Grant Fund: 015 291-2492

LAND ACCESS PROGRAMMES

The Land Access Programmes are all part of the Land Redistribution for Agricultural Development (LRAD) Programme. LRAD was designed to help previously disadvantaged citizens to buy land or agricultural implements specifically for agricultural purposes. These programmes are available to farmers of all levels of farming:

1. Safety-Net Projects

These projects allow farmers to produce crops that will be used only to feed themselves and their families, and not for the purposes of selling.

2. Equity Schemes

The Equity Schemes Programme gives members of an agricultural group a certain amount of ownership within their agricultural business. This means that each member will own a little bit of the farm/business, as well as be employed by it. Each group member will contribute a percentage of money and will then own a percentage (share) of the farming business in proportion to their financial contribution.

3. Production for Markets

Farmers who have broader farming skills and knowledge, as well as those who have their own finance through bank loans and/or their own assets, will enter the programme at a much higher level than those discussed so far. With the grants qualifying farmers receive, they will, for example, be able to buy bigger farms and therefore be able to farm on a much larger scale, which will make it possible for them to sell their produce at markets.

4. Agriculture in Communal Areas

Some people living in communal areas have land available to them, but don't have the money to start using the land productively. These people can apply for help to start farming on this land. This can be either for their own benefit or for the purposes of making money through selling produce.

Contact LRAD: 015 295-7090



These programmes form part of **LRAD**. For more information on **LRAD**, see the National publication or contact 015 294-3000



With the help of the Department of Agriculture, we have managed to get a loan to farm all this land.

Yes, and with the skills we learned, our crops are really thriving!

Small Enterprise Development Agency (Seda)

Seda provides information to small enterprises and prospective entrepreneurs that will help and encourage them to start and build sustainable businesses. Visit the local Seda office for information and advice on how to start a new enterprise and make a success of it. People can also go to a Seda if they already have a business, to make it stronger and more profitable. Seda has a special focus on cooperative enterprises.

Contact Seda: 015 297-4422

Useful contacts for Business Support:

Name	Telephone
Tshumisano Programme	015 290-1744
Umsobomvu Youth Fund	015 291-1940
Department of Trade and Industry	0861 843 384



Health and Social Development

There are two programmes offered here:

- Auxiliary nursing training for Grade 12 pupils from poverty- stricken families.

Contact: 015 293-6082

- Poverty Relief Projects: NGOs and Community-Based organisations can obtain funding on poverty relief projects, for food parcels and stipends to destitute families.

Contact: 015 293-6158/6/55



Safety and Security: Manyeleti Youth Academy

The Manyeleti Youth Academy teaches life skills to youth at risk: leadership development, business skills, computer literacy, self-development, team-building and vocational skills, such as hospitality and catering, first aid, fire fighting, motor works and gardening.

Contact the Manyeleti Youth Academy: 015 290-2998



Labour

This refers to Social Development projects offering funding for training. These projects include the Abet Funding Window and the Informal Sector Support Funding Window. Funding is available to benefit Community-Based Cooperatives (CBCs) and Non-Governmental Organisations (NGOs), as well as poverty alleviation projects.

Contact the Department of Social Development: 015 290-1607

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.

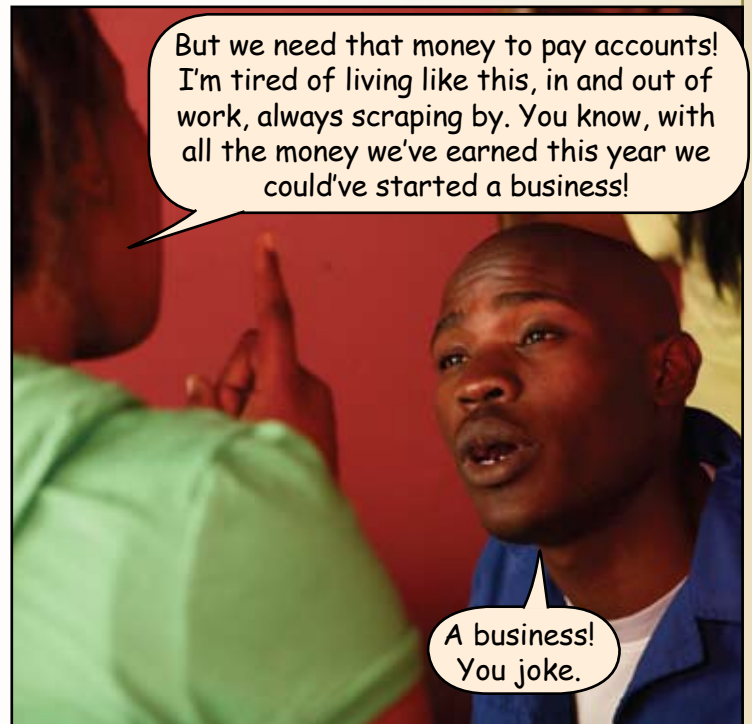


Where is he?



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!

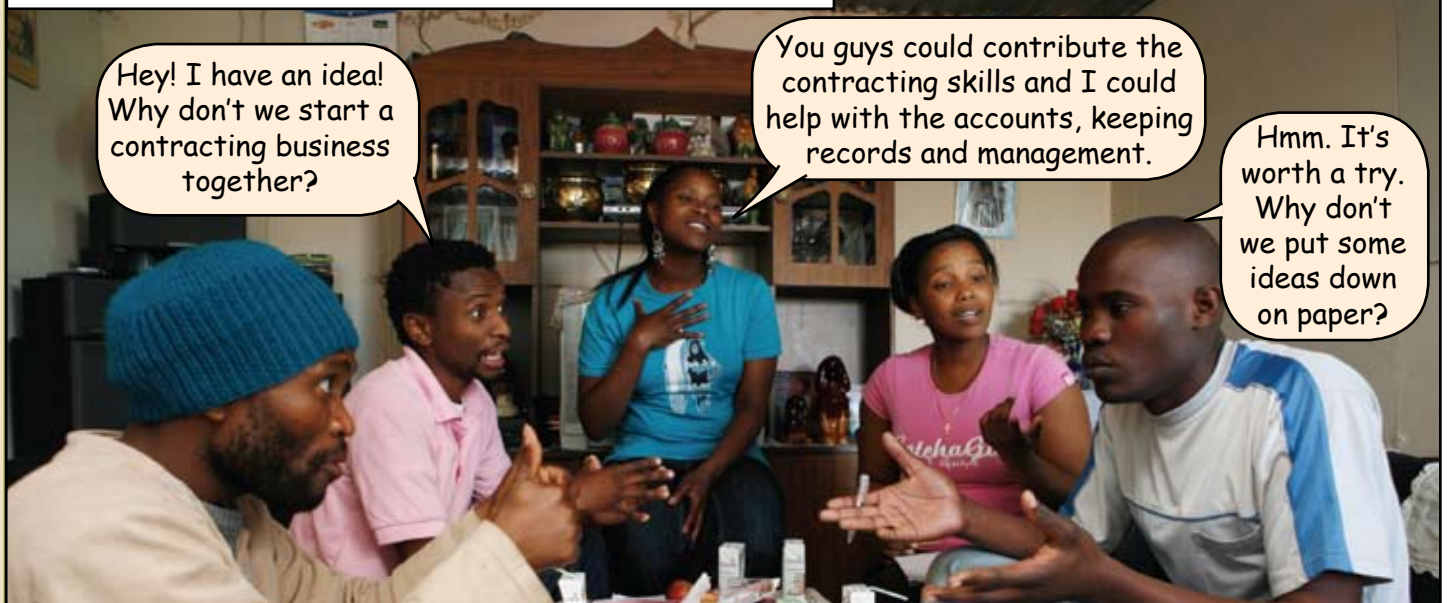


Look at all of
our friends.
None of us
has work, but
we've got a lot
of skills! Let's
invite them to
start a business
with us.



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.

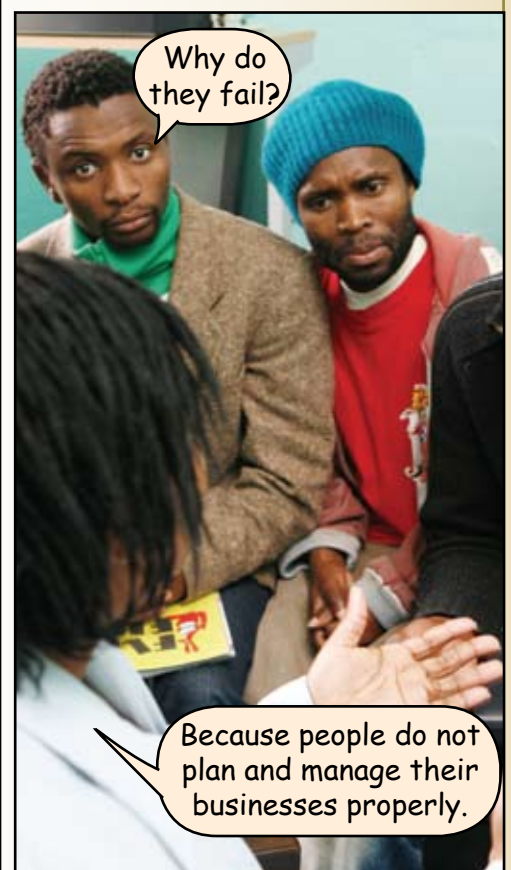
Hmm. It's
worth a try.
Why don't
we put some
ideas down
on paper?

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.




We want to start a business and need some help in preparing a business plan.

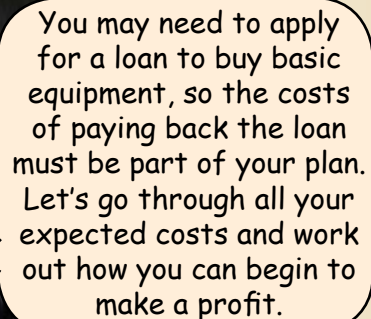
A good business plan is essential if you want to succeed. You have to think of how you are going to do everything — how you will market your service, how you will administer it. You need an office space, a telephone number ...



... how are you going to finance your business? Think about the costs — starting a new business can be expensive.



Heavy stuff, but I am not afraid. We can do this!



You may need to apply for a loan to buy basic equipment, so the costs of paying back the loan must be part of your plan. Let's go through all your expected costs and work out how you can begin to make a profit.




Brave!

Hey! I like your attitude! You have the heart of an entrepreneur.

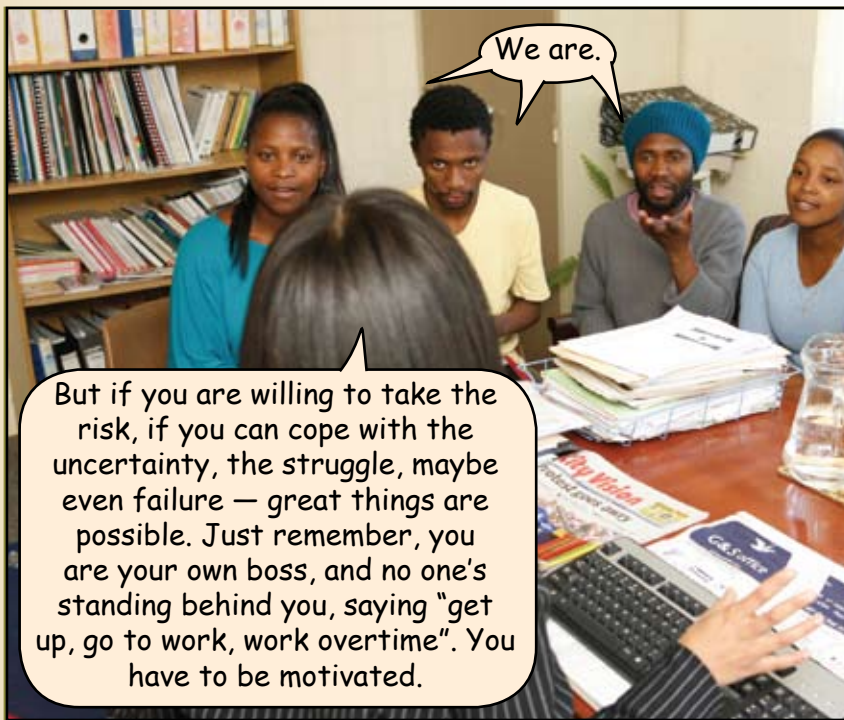
Determined!

Excited!



Entrepreneurs need self-confidence and they've got it in heaps.

Running a business is like marriage — you need to be committed for the long term — because it takes time.



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.

Local Economic Development (LED)

Every municipality has a Local Economic Development programme. Activities of these programmes vary from province to province but, in general, their purpose is to promote economic development in their areas.

Contact: 015 812 0425

Phone your local municipality for more information on their LED programme.

Municipality	Address	Telephone
Capricorn District Municipality	41 Biccard Street, Polokwane	015 295-8974
Sekhukhune District Municipality	11 Mark Street, Groblersdal	013 262-4633
Waterberg District Municipality	Field Street, Modimolle	014 717-1344/4011
Vhembe District Municipality	Thohoyandou Government Complex	015 962-2009
Mopani District Municipality	Main Road, Government Building, Giyani	015 811-6300

Thusong Centres



Thusong Centres are one-stop government offices and community facilities. They used to be called Multi-Purpose Community Centres. In fact, "thusong" means a place to get help or assistance!

Sounds like I might need to spend some time there!

Thusong Centre	Address	Contact number
Eldorado Centre	Eldorado Village	015 291-4689
Festus Mothudi Centre	Circuit Office, Department of Education, Ga-Ramokgopa	015 291-4689
Botlokwa Centre	1154 Mphakane Village, Dwarsrivier, Botlokwa	015 291-4689
Makhuva Centre	Makhuva Village, Phangwani, Giyani	015 812-0425
Mokwakwaila Centre	Mokwakwaila Village	015 812-0425
Bulamahlo Centre	No 30-32, Mahwibidung Section, Bulamahlo	015 413-0093
Kgautswane Centre	Matshiretsane, Ohrigstad, Kgautswane Village	015 291-4689
Leboeng Centre	Leboeng Village, Safety Centre, Burgersfort	015 291-4689
Makuya Centre	Makuya Village, Masisi-Makonde Road, Thohoyandou	015 962-5307
Mabatlane/Vaalwater Centre	268 Paul Kruger Street, Vaalwater, Modimolle	014 755-3751
Babirwa Centre	Babirwa Village, Tauyatswala, Tribal Office	015 413-0093
Mapela Centre	Mesopotamia Village (Next to Mapela taxi rank)	015 413-0093
Zava Centre	Zava Village (500m from Zava High School)	015 811-5567

Useful Contacts

Name	Telephone
Department of Economic Development, Environment and Tourism	015 293-8545
Department of Education	015 290-7600
Department of Local Government and Housing	015 294 2300
Department of Public Works	015 293-9000
Department of Roads and Public Transport	015 295-1006
Department of Sport, Arts and Culture	015 299-7719
Department of Water Affairs and Forestry	015 290-1458
Government Communication and Information System	015 291-4689
Office of the Premier	015 287-6000