

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



# North West

- The National Development Agency
- Skills Development Training
- The Expanded Public Works Programme
- Small Business Development
- Local Economic Development
- Thusong Centres

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

# The National Development Agency (NDA)

The National Development Agency offers grants to individuals and cooperatives. It does this through the following two programmes:

- **Annual proposal requests:**

Once a year, the NDA sends out a call for funding applications through newspapers and radio stations. Interested cooperatives can then visit the NDA where they will be allowed to apply for a grant.

- **Programme formulation:**

This service operates all year round. Cooperatives are allowed to submit proposed projects, along with their proof of registration, financial report and permission to occupy premises for the NDA to consider.

**Contact the NDA: 018 392-6892**



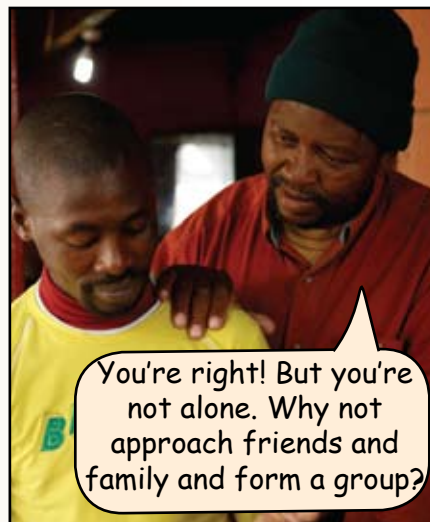
## Skills Development Training

The Department of Economic Development and Tourism helps SMMEs to get training by:

- Doing skills assessments for all SMMEs
- Compiling training programmes
- Sending a report of the training needs to the Department of Labour, SETAs and other public and private institutions
- Coordinating training after approval by funders.

**Contact the Department of Economic Development and Tourism: 018 387-7700 (switchboard)**

## Two are better than one!



# The Expanded Public Works Programme (EPWP)



Eish, I'm confused. Maybe I should start my own business. But maybe it's easier to work for someone else.



You know what, both are good. It may be a good idea to get some skills training and work experience first. Have you heard about EPWP?

**EPWP gives you the choice because it gives you skills, so you can be employed by someone else... or employ yourself.**

The EPWP programme helps people to find long-term and/or short-term employment by giving them different types of job-related skills such as those in the areas of construction, home-based community care, child care and health care. If you are interested in this programme, contact your local labour centre.

**Contact EPWP: 018 387-2451 or 018 387-2146**



## Small Business Development

The Tsoga Lo Itirele Fund has been formed by the Department of Economic Development and Tourism to help Small, Medium and Micro-Enterprises (SMMEs) in all industries grow and develop, as well as to encourage the creation of new community enterprises. It will do so by giving loans of up to R1 000 000 at minimal interest rates.

To qualify, applicant SMMEs must:

- Have a business plan
- Complete the application form from the Department
- Provide quotations for equipment that is to be bought
- Open an account with ABSA bank.

SMMEs that have been awarded tenders can also apply for bridging finance through this fund. They will need to submit the copy of contract/order form from the Department or company, showing that they were awarded the tender.

**Contact the Department of Economic Development and Tourism: 018 387-7775 or 018 387-7793**



## North West Nguni Cattle Development Project

This project focuses on emerging farmers and encourages them to start breeding with the Nguni breed of cattle once more. The reason that the Nguni has been chosen is that it can breed successfully under a wide range of management systems. Grants/loans are given to participants so that they can buy cattle to start their herd.

Participants are also given a “Livestock Pack” which contains important beef cattle management tools such as books and pens for record-keeping, remedies, ear tags, syringes, and so forth.

**Contact the North West Nguni Cattle Development Project: 018 389-5698/5111**



## The Beef Export Project

The Beef Export Project was created to connect beef farmers with export markets by:

- Establishing satellite breeders to be stud breeders
- Focusing on beef production within the province
- Providing good quality bulls at reduced rates
- Teaching farmers about correct feeding regimes
- Making sure livestock water is available to farmers through boreholes, water pump and windmills
- Helping with the marketing and improvement of beef quality.

**Contact the Beef Export Project: 018 389-5698/5111/5734**



## Small Enterprise Development Agency (Seda)

Visit your local Seda office for information and advice on how to start your new enterprise and make a success of it! People can go to a Seda office for help to start a business or, if they already have a business, to make it stronger and more profitable. Seda has a special focus on cooperative enterprises.

**Contact Seda:**



Programme Region	Contact Number
Provincial Office	018 384-0393/4/5
Mafikeng Branch	018 381-3915/6
Vryburg Branch	053 927-0592
Klerksdorp Branch	018 462-1376
Rustenburg Branch	014 592-3696
Brits Branch	012 252-0580

# A story of economic development



Hello, friends

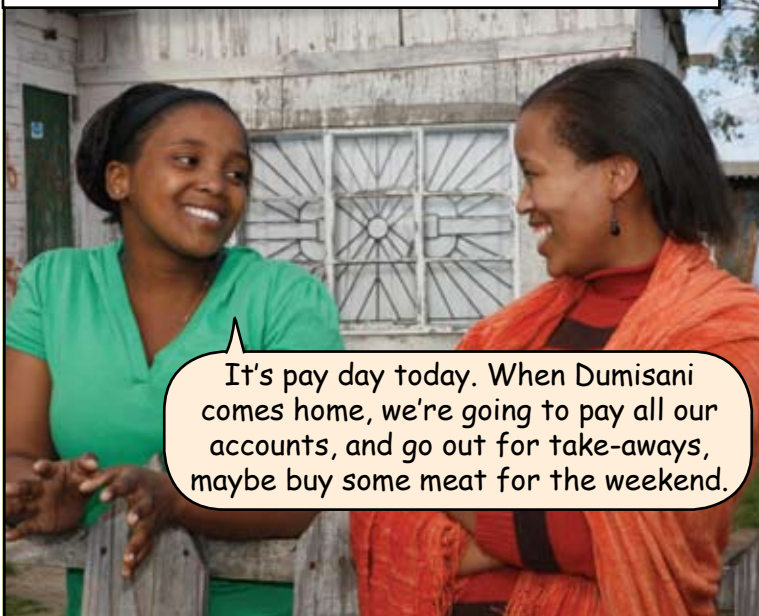
Do you long for a better life, a satisfying job and a brighter future for yourself and your children? You're not alone. Many people are striving for a better life.

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.

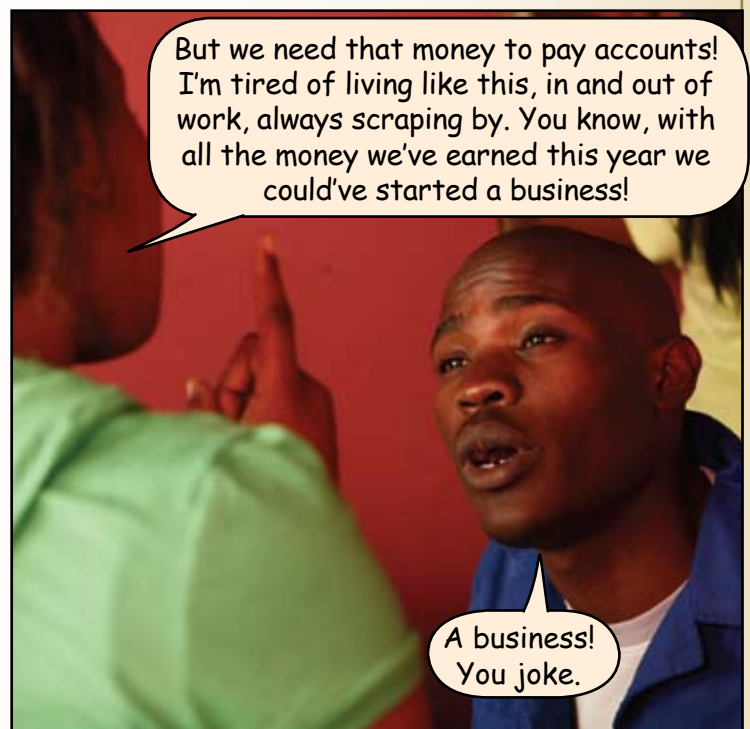


Where is he?



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."



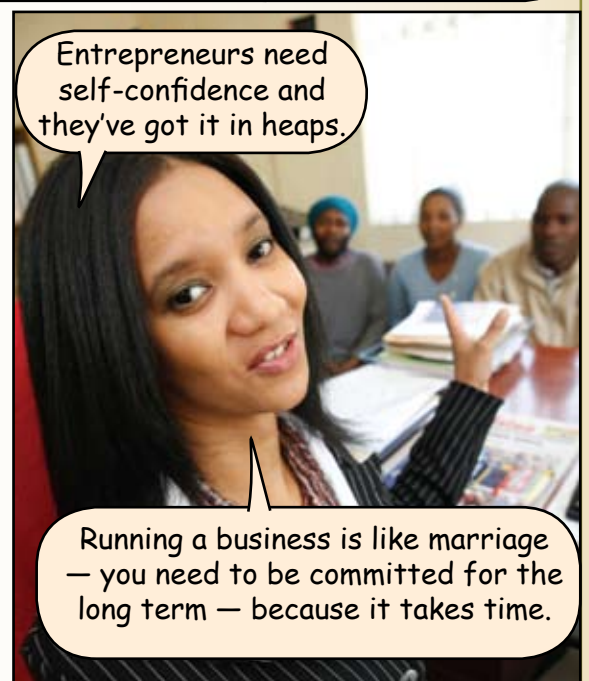
I am going to refer you to an organisation that specialises in helping businesses write clear and specific business plans.

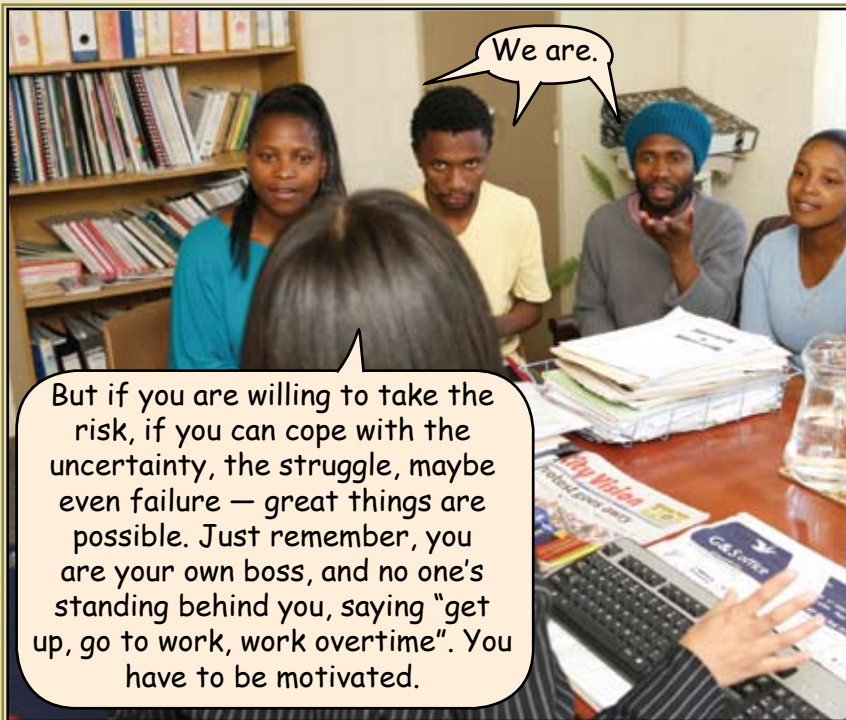
Let's start there then.

## 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 are.

But if you are willing to take the risk, if you can cope with the uncertainty, the struggle, maybe even failure — great things are possible. Just remember, you are your own boss, and no one's standing behind you, saying "get up, go to work, work overtime". You have to be motivated.



Then you can do it.

All right!



Ask for help — anytime. We will help you where we can or lead you to the right people. On your way out, check out the tenders we have available. If you apply, you may be able to win a tender to do some construction work for the municipality.

Yes. Thanks!

We'll do that. Thanks very much for all your advice.

## 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 Number
Victor Tong Centre	Morokweng (Next to Morokweng Tribal Office)	Tel: 053 761-0093
Tshedimosetso Centre	Boikhutso Village, Ventersdorp	Tel: 018 462-8519
Leretlhabetse Centre	Lebotlwane Village, Lebotlwana	Tel: 012 252-2437
Tshidilamolomo Centre	Taung Forum, 1st floor, Office No. 3	Tel 018 683-0010
Vukuzenzele Centre	Manamela Village	Tel: 014 592-0126
Khutsong Centre	1 Sompane Street, Khutsong, Carltonville	Tel: 018 783-9032
Monakato Centre	1289 Monakato Village	Tel: 014 592-0126
Kgetleng Centre	Kgetleng Municipal Site Office, Erasmus Street, Swartruggens	Tel: 014 592-0126

## Local Economic Development

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.

**Phone your provincial office for more information on their LED programme: 018 387 7769/00**

<b>Municipality</b>	<b>Address</b>	<b>Telephone</b>
City of Matlosana	P.O.Box 99, Klerksdorp, 2570	018 484-7000/7043
Ditsobotla	P.O.Box 7, Lichtenburg, 2740	018 632-5051
Greater Taung	Private Bag X1048, Taung Station, 8580	053 994-9600
Kagisano	Private Bag X522, Ganyesa, 8613	053 998-3346
Lekwa-Teemane	P.O.Box 13, Christiana, 2680	053 433-1017/8
Madibeng	P.O.Box 106, Brits, 2050	012 318-9212
Mafikeng	Private Bag X63, Mmabatho, 2735	018 3890153
Mamusa	P.O.Box 5, Sweizer-Reneke, 2860	053 963-1331/2
Maquassi Hills	Private Bag X3, Wolmaranstadt, 2630	018 596-1067
Merafong	P.O.Box 3, Carltonville, 2500	018 788-9500/9603
Molopo	P.O.Box 101, Tosca, 8618	053 933-0029/30
Moses Kotane	Private Bag X367, Makapanstad, 0404	014 555-5266
Naledi	P.O.Box 35, Vryburg, 8600	053 928-2312/2220
Potchefstroom	P.O.Box 113, Potchefstroom, 2520	018 299-5006
Ramotshere Moiloa	P.O.Box 92, Zeerust, 2865	018 642-1081
Ratlou	P.O.Box 494, Stella, 8650	018 330-7000/6
Rustenburg	P.O.Box 16, Rustenburg, 0300	014 590-3059
Tswaing	P.O.Box 24, Delareyville, 2770	053 948-0900
Ventersdorp	Private Bag X 1010, Ventersdorp, 2710	018-264-4054/2051

## Useful Government Numbers

<b>Government Department</b>	<b>Contact Number</b>
North West Information Officer	018 387-3040
Department of Agriculture	018 389-5146/5104
Department of Economic Development and Tourism	018 387-7771
Department of Public Works	018 387-2064/2049/2002
Department of Transport, Roads and Community Safety	018 387-4707/4735
Department of Sport, Arts and Culture	018 397-8111/ 8109
Department of Water Affairs and Forestry	012 253-1787/0299
Department of Trade and Industry	0861 843 384

## Other Programme Contacts

<b>Programme</b>	<b>Contact Number</b>
Learnership programme	018 381-1010
Umsobomvu Youth Fund Advisory Center (YAC)	018 384-6213/7
Integrated Energy Centres	012 317-8680