

shanduka
blackumbrellas



“It is satisfying that the incredible effort over the last six years has brought us to this remarkable milestone of R1 billion turnover that has been collectively generated by our SMEs.”

Seapei Mafoyane | SBU CEO



HIGHLIGHTS | In this Issue...

Shanduka Black Umbrellas SMEs: delivering jobs and growth in the SA economy

Women in construction building water infrastructure for schools in Limpopo

Shanduka Black Umbrellas partners with Google South Africa

SBU Women-Owned SME walks away with top Zululand Business Award

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ESD Contributions

New Appointments

A WORD FROM OUR CEO *Celebrating a billion more opportunities*

Facilitating a billion more opportunities for the development of black businesses is what keeps the engine room of this great organisation going. It is satisfying that the incredible effort over the last six years has brought us to this remarkable milestone of R1 billion turnover that has been collectively generated by our SMEs. From churning out R32 million in turnover in 2012 to the historic billion reached calls for a celebration.

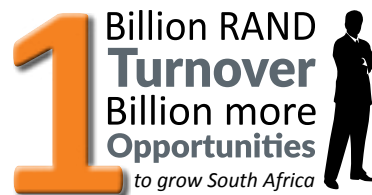
The incredible milestone of 1 Billion Rand in client turnover since inception is a feather in the cap for all of SBU’s staff, stakeholders, donors and especially clients who have all partnered to make this possible.

The 1 Billion Rand in turnover denotes a meaningful contribution to the economy, job creation and sustained wealth creation. Added to the growth and development agenda of the country, and in line with the National Development Plan (NDP), small and medium businesses are making in-roads towards reducing South Africa’s unemployment burden. We are proud of the strong job creation track record in that we have delivered close to 5000 permanent jobs. For the 934 SMEs that we have helped since inception, our data shows that a record five permanent jobs have been created by each SME on average.

We will continue to pioneer the path to success for small and medium enterprises as we enable more opportunities to buy local, empower SMEs, create jobs and grow the economy.

We will be rolling out a PR campaign to celebrate this achievement and trust that we can continue to rely on all of you to support and champion this campaign.

Shanduka Black Umbrellas celebrates...



Here is to a billion more opportunities to develop black businesses together. We are proud to mark this extraordinary milestone which also landed us on the cover of the November 2016 issue of Destiny Magazine who were just as excited about our achievements. We urge you to get a copy to mark this important occasion.

Best Wishes

Seapei Mafoyane | SBU CEO



As we kick off celebrations this November to highlight the success of our small businesses for reaching the R1 billion turnover milestone, we salute the small business owners, who on average create five to eight jobs for this nation.

Putting small business at the centre of everything we do

2016 Annual Report Published

As we swiftly move to the end of another year of bringing about lasting change to the small businesses we serve and the lives of those they employ in South Africa, let's take a moment to remember that last year we were able to reach over 299 businesses directly, while 8000 businesses were indirectly impacted through our efforts.

Without our generous supporters this could not have been possible – from those who contributed financially, to those who pledged time and resources to make our vision of helping every last business a reality. We thank you immensely for your contribution.

Download our **2016 Annual Report** to see how we put the donations received to great use by reaching small businesses across South Africa.

Celebrating the R1 billion turnover success

As we kick off celebrations this November to highlight the success of our small businesses for reaching the R1 billion turnover milestone, we salute the small business owners, who on average create five to eight jobs for this nation.

Here are a few ways you can celebrate with SBU.

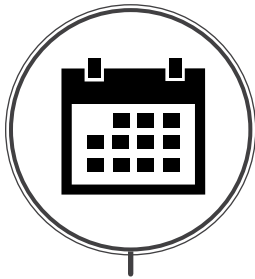
- Take advantage of SBU's resources to help you start or grow a business on www.shandukablackumbrellas.org
- Share your business success story or picture with SBU using the hashtag #onebillion
- Follow SBU on Twitter, LinkedIn and like SBU on Facebook for business tips and more
- Corporates can also donate ESD contributions to help SBU grow more small businesses

For more information on how to get involved please contact lillian@blackumbrellas.org

Procurement opportunities for entrepreneurs

We strive on enabling procurement opportunities for small businesses, and one of the ways we do that is through the Shanduka Blackpages initiative. This well renowned online portal is a powerful tool for corporates to deliver supplier development and for emerging businesses to access procurement opportunities within corporate supply chains. This supplier and procurement directory is a must-have for every South African business. Become part of this network today to access procurement opportunities from large enterprises. In turn corporates get access to over 8000 black-owned businesses. For more information on the Blackpages please contact sarah@blackumbrellas.org Or visit www.shandukablackpages.org

This November take notice of our shining SMEs as they have delivered on jobs and growth in the SA economy



Almost six years since inception the Shanduka Black Umbrellas 934 SMEs have reached the incredible R1 billion turnover milestone.



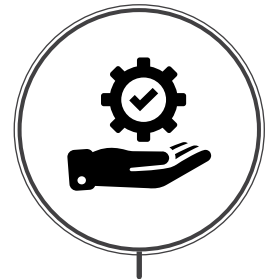
Contributed a combined R62 million in taxes back to the fiscus



Created more than 10 000 jobs of which 4832 are permanent jobs



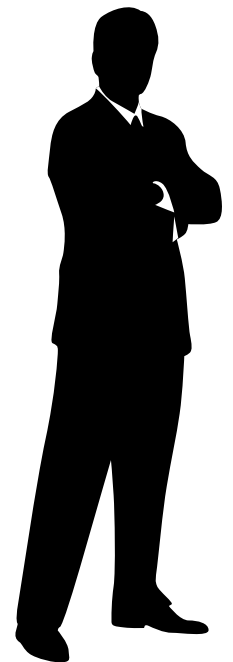
Contributed R260 million in salaries



FACT: On average the Shanduka Black Umbrellas SMEs have each created five permanent jobs

Shanduka Black Umbrellas celebrates...

1 Billion RAND
Turnover
Billion more
Opportunities
to grow South Africa



On 20th October 2016, one billion turnover was generated by Shanduka Black Umbrellas SMEs. SBU is excited to celebrate this historic milestone. We are rolling out a campaign entitled "one billion" with the pay offline "one billion more opportunities" this November to mark this important accomplishment.

Join us in celebrating this extraordinary milestone. To pledge your support towards this campaign please contact: Lillian Mlambo at lillian@blackumbrellas.org

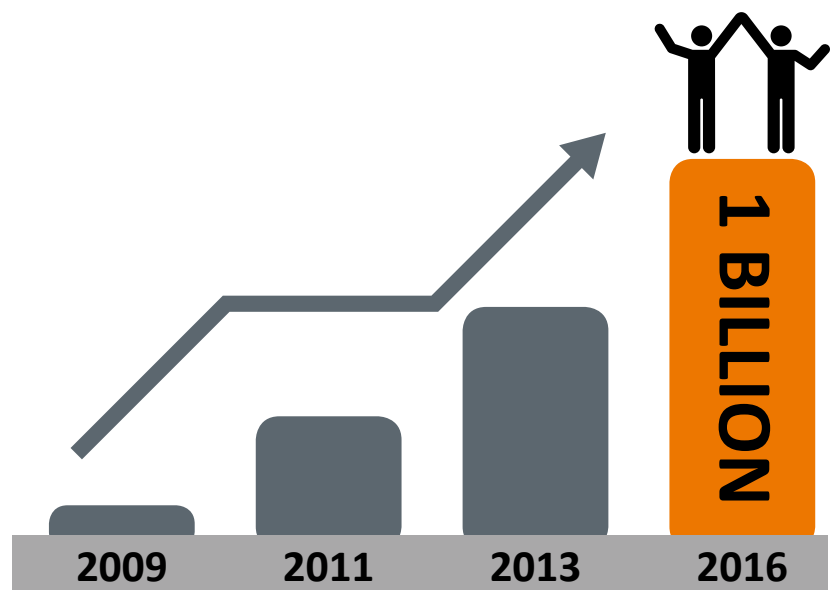
1 Billion Rand Turnover

Billion More opportunities to



One billion rand turnover, one billion more opportunities to develop black businesses together

ON
20 OCTOBER 2016
**ONE BILLION RAND
TURNOVER**
WAS GENERATED BY
OUR ENTREPRENEURS






RAND 1 BILLION IMPACT

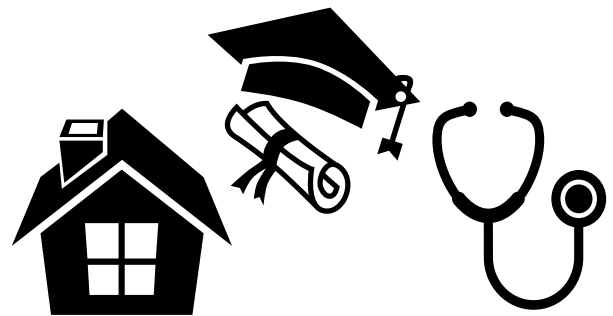
10 000
LOCAL JOBS



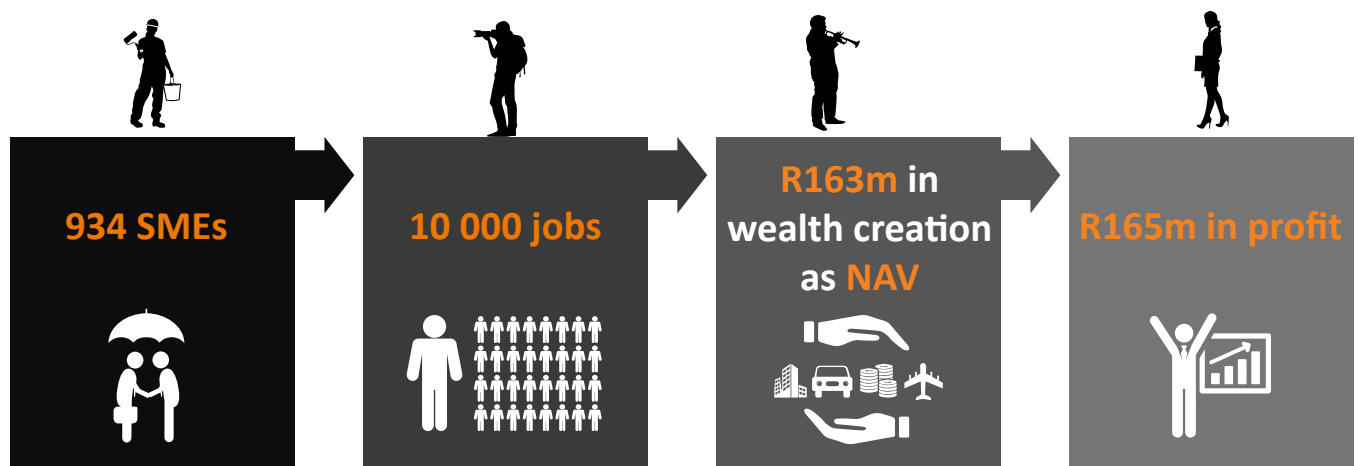
R260 MILLION
PAID IN SALARIES



R63 MILLION
IN TAXES PAID BACK TO
THE FISCUS



**SHANDUKA BLACK UMBRELLAS
TURNING 1 BILLION RAND TURNOVER
INTO 1 BILLION OPPORTUNITIES**





Left to Right: Emmanuel Mdhuli(SBU COO), Kim Willoughby(SBU National Training Manager) , Smadar Weisman (Google SA HR Manager), and Seapei Mafoyane(SBU CEO)

Shanduka Black Umbrellas (SBU) has joined forces with multinational technology company Google in establishing the Siyandiza programme to reinforce its directive to address the low levels of entrepreneurship and high failure rate of 100% black-owned emerging businesses in South Africa.

Shanduka Black Umbrellas partners with Google South Africa to deliver innovative business and marketing training to SMEs

Shanduka Black Umbrellas (SBU) has joined forces with multinational technology company Google in establishing the Siyandiza programme to reinforce its directive to address the low levels of entrepreneurship and high failure rate of 100% black-owned emerging businesses in South Africa.

Siyandiza is an innovative business management and marketing training programme that stems from SBU's partnership with Google in meeting the needs of small business owners, particularly in the context of skills development and empowerment.

The programme was officially launched at Google's offices in Bryanston, Johannesburg on 27th July 2016 and was attended by SBU SMEs from the Johannesburg and Pretoria business incubators and members of the media. The proceedings included a panel discussion on small business and entrepreneurship related topics such as the importance of diversity for businesses and the significance of accelerating SME growth. The panel comprised

Seapei Mafoyane, SBU CEO, Emmanuel Mdhuli, SBU COO, Google South Africa, Country Director Luke Mckend, including Tech expert and Google South Africa Communications Manager, Mich Atagana.

Siyandiza seeks to reach and support small businesses in the areas of developing effective strategies that are key in solving business challenges. The programme also empowers small business owners with knowledge on how to build successful teams within their businesses, brand building and positioning, as well as managing client relationships.

The use of Google internet-related services and products such as Google Analytics form part of Siyandiza and SBU intends on making this strategic training programme part of its incubation process. The Johannesburg and Pretoria incubators are already undergoing training and stemming for the evaluation thus far, the programme is adding value to the SMEs.

Seapei Mafoyane, SBU CEO said, "As Shanduka Black Umbrellas our aim is to support emerging black businesses through the incubation programme so that they are able to emerge as independent, high impact businesses. This partnership with Google and the implementation of Siyandiza is just another way to express that mandate and ensure that our incubation processes are strengthened to facilitate the emergence of more black businesses.



SmartProcurementWorld
South Africa



Shanduka Black Umbrellas host SMEs at the Smart Procurement World Indaba

Shanduka Black Umbrellas (SBU) recently exhibited at the 10th Smart Procurement World Indaba Conference- Expo where it hosted 18 SMEs from the inland incubators. The event took place from the 12th to 14th September 2016. SMEs were given exposure to corporate buyers from the retail, mining, banking and government sectors amongst others. Sector specific supplier matchup sessions were also conducted with each respective SME.

SMEs attended the “Smart Supplier” entrepreneurial seminar including a networking and cocktail session with all the buyers and sellers. Karabo Harry, SBU Head of Supplier and Business Development represented SBU as a panellist in the Enterprise and Supplier Development Discussion. Topics covered include the top-five dilemmas: approach, challenges and opportunities facing SMEs. The session also covered strategies on how to get local suppliers to compete globally. Industry thought leaders also deliberated on the current state of play and major issues affecting ED practitioners.





“Shanduka Black Umbrellas is a great platform for any business that wants to grow into a value adding company in society, the resources provided are helpful to start-ups. SBU offers us great basic resources needed to seamlessly run a company such as a receptionist, bookkeeping, internet, telephone and a shuttle service.”

Women in construction building water infrastructure for schools in the Limpopo region

Oratilwe SP Developments (OSPD), a woman-owned company headed by Masega Lebelo and Lesego Setswalo is making inroads in the construction sector, in particular in the Limpopo region. The service offering provided by OSPD includes construction, maintenance, renovations, painting civil works and various types of coating applicators.

OSPD has been part of the SBU Pretoria incubator since September 2015 and has been working with the Mvula Trust to implement schools water and sanitation projects for Limpopo Department of Education.

The business has now recently been contracted to build decent sanitation facilities in the schools of Limpopo using waterless system called the Enviro Loo System. This includes doing upgrades

of existing borehole and installations of new water infrastructure at the schools. The projects are worth a total of R4.6 million.

Masega was in a celebratory mood saying, “Shanduka Black Umbrellas is a great platform for any business that wants to grow into a value adding company in society, the resources provided are helpful to start-ups. SBU offers us great basic resources needed to seamlessly run a company such as a receptionist, bookkeeping, internet, telephone and a shuttle service.”

Masega feels these resources put her company at an advantage and she enjoys the convenience as it allows her to focus on growing her business. Oratilwe SP developments sees no boundaries and will continue to grow in this male dominated industry.



“Shanduka Black Umbrellas Richards Bay would like to congratulate Phumzile on this prestigious win and we encourage our other clients to make the most of these opportunities when they do come along, you might just come out on top!”



Shanduka Black Umbrellas Women Owned SME walks away with top Zululand Business Award

Phumzile Lembede, founder, of Emvelo Environmental Consulting is the 2016 Business Women Association Zululand Winner, Emerging Business Woman of the Year. After working for the Department of Water and Sanitation for a three-year period, and through identifying the gaps in environmental services, she developed a passion for environmental consulting. Her passion to look after the environment coupled with her industrial background and experience stood her in good stead.

In February 2015 Phumzile made the decision to register Emvelo Environmental

Consulting. In October she opened her doors for business and soon after that she joined Shanduka Black Umbrellas (SBU) as a client.

Through the assistance of SBU, her dedication, and passion to be an entrepreneur, she secured six projects within the period of six months from the municipalities and private developers in the area. She also employed an Environmental graduate student in an effort to be part of the solution of solving the unemployment challenges in our country.

Phumzile was nominated by SBU for the BWA Emerging Business Woman of the Year, Zululand award. She was presented with the award at a ceremony and awards evening held on the 21st July 2016.

“Shanduka Black Umbrellas Richards Bay would like to congratulate Phumzile on this prestigious win and we encourage our other clients to make the most of these opportunities when they do come along, you might just come out on top!” says Tebogo Matolo, the SBU Richards Bay Regional Manager.



Back Row: L to R: Thuto Masasa(Nkonki), Mosibudi Jo Mathole (Kwame Diamonds), Kim Willoughby(SBU), kgomotso Mookapele(SBU), Zanele Luvuno(Transcend), Nyasha Dzumbunu(SBU CFO), Anastacia Tshesane(Kidzania), Donne Nico(SBU Board Member)

Front Row: L to R: Karabo Nondumo(KM Tech), Shobana Singh(Vodacom), Lebogang Shole(Vodacom), Doris Mpela(IDC), Thabile Nyaba(SBU Board Member), Seapei Mafoyane (SBU CEO), Thabi Leoka(Argon Asset Management), Lesley McKnight(Jenna Clifford)



Thabi Leoka delivering the Keynote Address



Zanele Luvuno: Winner of the Diamonds Earrings sponsored by Kwame Diamonds with Seapei Mafoyane

SBU Celebrates Women's Month

Celebrating women and establishing meaningful networks in the framework of entrepreneurship and corporate South Africa was the constant theme at Shanduka Black Umbrellas (SBU) Women's month celebration hosted on 27 August 2016.

Attendees comprised some of the country's top women in the sectors of business and corporate, including Economic Strategist Thabi Leoka, who was the keynote speaker. She joined Shanduka Black Umbrellas CFO Nyasha Dzumbunu in remembering the significant contribution made by women in the 60-year anniversary of Women's Day.

"The march that was in protest against the proposed pass laws in 1956 was led by iconic women in a display of courage, leadership and unity and today serve as an inspiration and a reminder of the role women have played in shaping South Africa to be the country it is today," said Dzumbunu.

"There have been many women trailblazers that have pioneered the development of women since that time and today we celebrate our roles in not only a professional capacity but also as mothers, wives, daughters and sisters as well as key role models in our communities."

Thabi Leoka, Economic Strategist said "Companies that are actively promoting and advancing women to the highest levels of management and leadership tend to have more engaged boards with a greater diversity of talent and wealth. Recent research has found that companies with the highest percentage of women on boards also tend to outperform those with lower percentages of women on boards. This includes higher returns in sales, a greater return on invested capital and higher return on equity. All the good things that every company wants to have."

SBU's CEO, Seapei Mafoyane touched on SBU's ethos in unearthing black female entrepreneurs which comprises of reaching out to the most remote locations to inspire small and medium-sized business development. This for Seapei represents the next economic frontier and speaks to SBU's commitment to reach out and develop more female entrepreneurs.

We would like to thank all the women that celebrated with us. We also thank and acknowledge the following pioneering women of note:

- Thabi Leoka, Economic Strategist for delivering the keynote address
- Jenna Clifford for sponsoring gifts towards the event valued at more than R20 000.
- Mosibudi Mathole of Kwame Diamonds for sponsoring a set of diamond earrings valued at more than R3 000



Women's day event: Zanele Luvuno of Transcend with Thabi Leoka, Economic Strategist and Nyasha Dzumbunu (SBU CFO)



Lesley McKnight, Seapei Mafoyane, Thuto Masasa and Nyasha Dzumbunu



Women's day event: Kim Willoughby, Kgomotso Mookapele, Seapei Mafoyane, Nyasha Dzumbunu, and Lillian Mlambo



Setting the scene at the SBU women's day event



Enterprise development contributions that count

Interested in playing a role in the development of black-owned SMEs? It's never too late to start making Enterprise Development(ED) contributions to Shanduka Black Umbrellas. Donate and become part of the solution. Become a monthly donor or make a single donation. Our Public Benefit Organisation (PBO) status enables measured enterprises that place bona fide ED donations with us to qualify for a section 18A certificate as allowed by the Tax Exemption Unit (TEU) within SARS. For enquiries or to make a contribution please contact Sarah Ramano at sarah@blackumbrellas.org



Positive turnout at mentorship training

The Johannesburg Incubator started off on a positive note in October as it welcomed close to 30 new mentors on 04 November 2016. Tumisho Sedibe, Enterprise Development Manager Johannesburg, had a strenuous, yet successful day as she had to facilitate two separate meaningful mentoring training sessions to accommodate the pool of mentors that have signed up as

volunteers. The Johannesburg incubator is closing the year with a bang and hopes to continue with that theme into the New Year. We are grateful to those who volunteer their services as mentors in the Shanduka Black Umbrellas programme, their contributions are vital to the success of what we aim to achieve as an organisation.

New Appointments

The SBU family is pleased to welcome the following staff into its fold:



Siphelele Ndlovu, Regional Manager- Pretoria

Siphelele Ndlovu holds a B.Com Degree from the University of Zululand and a post graduate Diploma in Project Management from UNISA. Siphelele brings a wealth of experience in Finance having worked as a Business Development Manager at Anglo American and as a Business Manager at Nedbank.



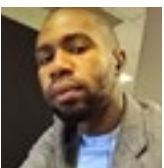
Zanele Khoza, Enterprise Development Manager – Pretoria

Zanele holds a Marketing Management Degree, majoring in Communications and Business management from the University of Pretoria. She also obtained a post-graduate Certificate in Project Management from the Wits School of Governance. She has done multiple short courses in B-BBEE concepts and training and has a diverse history in brand management, project management and business development. She recently worked for the National Youth Development Agency where she was responsible for market linkages and mentorship for exit programmes.



Wendy Ngobeni, Enterprise Development Manager – Mooiwool

Wendy has qualifications in Human Resources Management, Office Management and Technology from the University of Johannesburg. She has extensive experience in Operations Management and Financial Management in the banking and retail sectors. She has worked for Capitec Bank as Branch Manager and for McDonald's as a Store Manager.



Siviwe Vutha, National Training Administrator

Siviwe holds an Honours Degree in Geology and is a certified Assessor and Moderator. Siviwe previously worked at ESRI SA as a GIS Trainer. He has great organisational skills and is passionate about training and development.



Thanduxolo Gumede, Bookkeeper - Durban

Thanduxolo holds a National Diploma in Cost Management Accounting from the Durban University of Technology (DuT). He comes from the banking sector and is young, enthusiastic and eager to learn.



Mphumeleli Mdlalose, Bookkeeper – Richards Bay

Mphumeleli holds a BComm Accounting Degree from the University of Free State, and is affiliated to the Institute of certified bookkeepers and Accountants(ICBA); the South African Institute of Business Accountants(SAIBA) and the South African institute of Tax Practitioners (SAIT). He gained a knack to work with local cooperatives and small businesses from his previous role as Finance Officer for Vuma Youth Development Academy.



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0861 UMBRELLA



WINNER:
2015 National Business Incubation Association
Randall M. Whaley Incubator of the Year Award
"The highest honour a business incubator can achieve"

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Developing South Africa's Future **Black Business** Together



Become a Shanduka Black Umbrellas mentor

Do you want to be a mentor and make a meaningful contribution in the development of Entrepreneurs? Become a Shanduka Black Umbrellas mentor. Being a Shanduka Black Umbrellas mentor has one of the highest returns of your time knowledge and experience. For more information, please contact Kim Willoughby on info@blackumbrellas.org