

INFORMAL ECONOMY SUPPORT PROGRAMME (IESP): SUPPORTING MICRO AND INFORMAL ENTERPRISES IN ETHEKWINI

IESP Newsletter

May 2021

A ground-breaking initiative: The Informal Economy Support Programme (IESP), the first of its kind in South Africa, is a specialised business support initiative. It reaches micro and informal enterprises (MIEs) in innovative, and cost-efficient ways and unlocks enterprise growth and job creation through customised business support services and other structured interventions across a range of sectors (e.g. manufacturing, services, retail, food and beverage, and agriculture). The IESP is strategic because, although the informal economy is recognised as key in addressing joblessness and economic growth, MIEs currently lack access to support.

Phase 2 (2018-2021): After a successful phase one (in which 217 new jobs were created and 53 enterprises were supported), the programme is now in its second phase. The overall target for the current phase is the creation of 750 new permanent jobs within 105 high potential MIEs. The IESP is co-funded by the Jobs Fund, eThekweni Municipality and the Department of Small Business Development. This phase is now in its close-out stage, with 110 enterprises signed up, of which 99 are currently active. There have been 599 new permanent jobs created within 67 enterprises – which is 80% of the phase 2 target. Sixty-four micro-grants have been awarded to 51 MIEs (13 MIEs received two micro-grants), and a total value of R1,510,030 has been awarded to enterprises, positively contributing towards the growth of the businesses. Forty-eight COVID-19 micro-grants have been awarded, with a total value of R1,066,209, which saved jobs and enabled the enterprises to continue.

Enterprises profiled in this newsletter:

Innovation: Zenande Hardware
Indlangamandla Trading
KwaMashu VW & Auto Spares
Pat Recycling
KwaNyuswa Food Handlers
Mrs Hairfidence
Tana's Tuckshop
Du-Confidence Designs



KEY ACHIEVEMENTS (CURRENT PHASE):

**New jobs
created:**
599 new jobs in
67 enterprises

**Enterprises
currently under
support:**
99 enterprises

**Improved
business
performance:**
86 enterprises

**Micro-grants
awarded:**
64 micro-grants

**COVID-19
microgrants
awarded:**
48 COVID-19
micro-grants

Trainees:
160 people trained

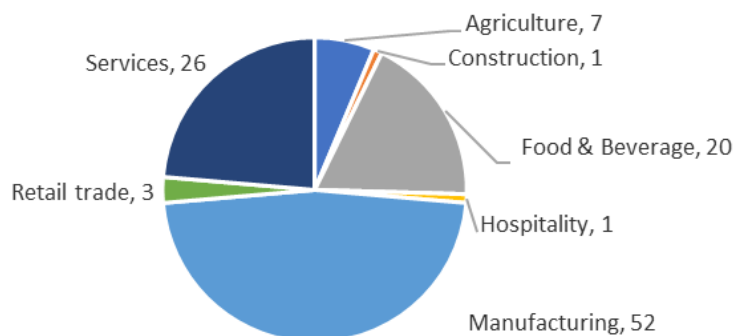
Audits:
2 clean audits

“With the re-opening of the economy, the township and village economies require special focus if government is to achieve the aspirations of the new economy post-COVID-19 which were clearly articulated by President Cyril Ramaphosa.”

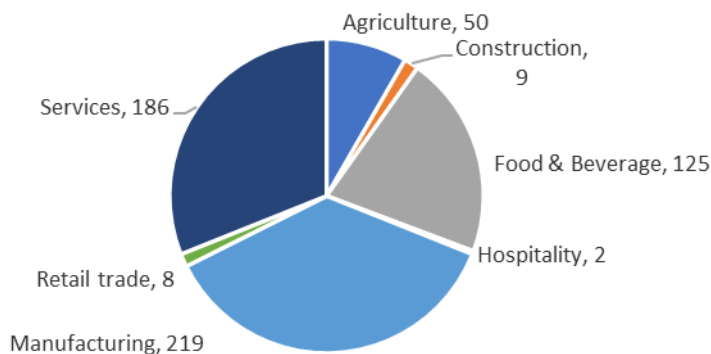
Khumbudzo Ntshavheni (Minister for Small Business Development)

SUCCESSES SO FAR

IESP Sectoral Mix (MIEs signed up)



Jobs created per sector

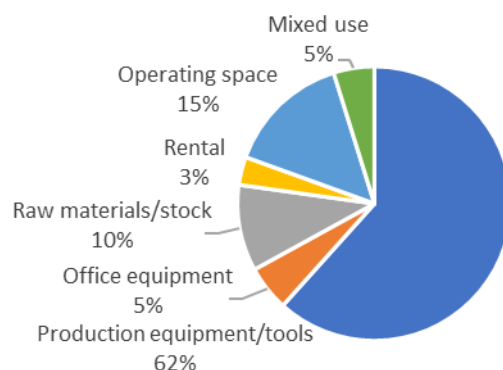


MICRO-GRANTS

A limited number of micro-grants (of approximately R25,000 in value) are made available for those MIEs participating in the IESP who achieve good progress against their business development plans, including achieving targets for new permanent jobs. Shortlisted MIEs may apply for these micro-grants only when invited to do so by PPT. Enterprise Development Specialists identify those enterprises that have a high capacity for growth and job creation with the additional boost of a micro-grant, discuss the potential job triggers with the entrepreneurs and submit an application which includes a motivational letter from the entrepreneur. Micro-grant applications are then carefully considered by management before they are finally approved. Enterprise Development Specialists work with the entrepreneurs to ensure that the benefits of the micro-grant are utilised to their full potential and that scaling up efforts are practical and sustainable.

To date, 64 micro-grants, with a total value of R1,510,030, have been awarded and have impacted entrepreneurs and their businesses in positive ways. The 64 micro-grants have been utilised in the following ways:

- 62% of the micro-grants were spent on production equipment/tools, which allowed the enterprises to scale up their production capacity.
- 10% was for used for working capital needed to buy raw materials/stock, which also triggered an increase in production capacity.
- 15% was used for improving/expanding operating space and 4% for paying for rental which enabled enterprises to have adequate space to grow.
- 5% was used for office equipment and this allowed enterprises to put the procedures and systems in place to run professional businesses.
- 5% was mixed use, comprising a combination of the above categories, and allowed enterprises different methods of assistance, depending on their needs.



Enterprises identified, BDPs developed, and enterprises assisted:

From inception to date, 110 business plans have been developed and optimised. These enterprises were assisted in various ways including: skills training, planning, marketing, space optimisation and mentorship. Eleven of these enterprises have since been terminated.

Jobs made more sustainable:

626 existing jobs at the enterprises were made more sustainable. This is regarded as a significant achievement as business retention and expansion (BR&E) is a core response for job creation and economic growth and is often not acknowledged.

Job potential in the pipeline:

Of the 99 active enterprises signed up to the programme, there is a further job potential of 287. Enterprises in the pipeline, but not yet signed up have a job potential of 30, bringing the total job potential in the pipeline to 317.

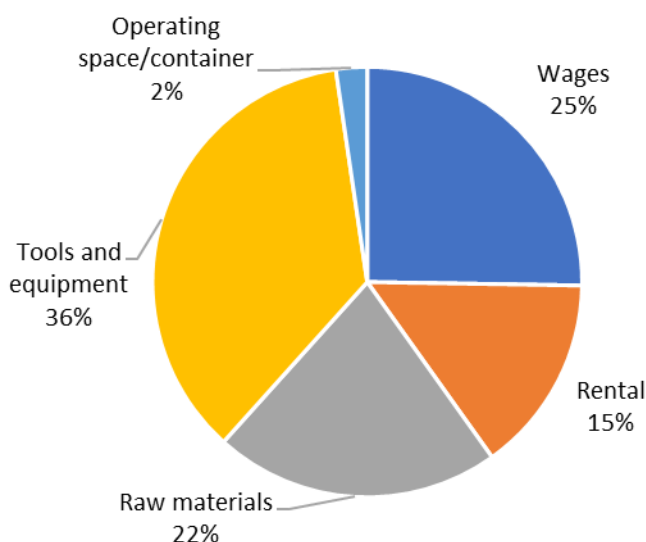
Training & skills development:

160 people trained thus far in 35 training events. There have been group trainings on IsiXhosa basic business skills; business management skills; profitability, costing, and cash flow analysis; and customer service. There have also been customised trainings on specific skills development such as block making, carpentry, baking, and winemaking.

IESP's COVID-19 RESPONSE

The IESP's COVID-19 response has reached 109 MIEs with different interventions. To date 92 MIEs have been trained in COVID-19 health and safety protocol conducted in the workplace and also received personal protective equipment (PPE). The training has been tailored to the enterprise and its environment and takes into account the various aspects of the MIE's work. Training has gone well, with entrepreneurs and employees understanding the key points around mitigating COVID-19 spread. The experience that the IESP has had working with enterprises is that resilience, perseverance and self-belief has kept MIEs in business in these difficult times.

The IESP has signed up 19 new MIEs with the aim of providing business rescue support. These MIEs have a combined job retention potential of 103 jobs. Enterprise Development Specialists are assisting both the pre-existing and new MIEs to implement strategies that will enable the businesses to survive lockdown and retain their employees. COVID-19 micro-grants have been a vital contributor to ensuring the survival of enterprises during this time and 48 of these micro grants have been disbursed to 46 MIEs, enabling MIEs to meet their working capital constraints, retain jobs and meet customer needs. A total of 426 jobs have been retained as a result of both financial and non-financial support provided to MIEs. The micro-grants have been utilised in the following ways:



92 MIEs have undergone training on COVID-19 and have received masks and sanitizer

48 COVID-19 micro-grants have been awarded to 46 MIEs

19 MIEs signed up

426 jobs retained

30 part-time jobs created

"Through the COVID fund I was able to buy ingredients, containers in bulk and could supply stores with our products. I started Dr Phyto medicinal plant range, saved 5 jobs and currently [am] creating more." Futhi Mkhize (NN Skincare)



Members of KwaNyuswa Food Handlers with the gas cylinders and gas products purchased with the COVID-19 micro-grant



Siphokazi Cele, owner of Siphosh Multi-Dimension, as guest speaker at a SEDA Bakers Coaching Programme, proudly wearing her IESP mask that she received

COVID-19 PROJECT: IDLANGAMANDLA TRADING

Idlangamandla Trading was founded by Wiseman Dlamini in 2007. The business is located in Mandela Road, KwaMashu Business Support Centre. Due to the COVID-19 lockdown, most infrastructure projects were stopped. The enterprise had to retrench six employees due to cash flow issues as a result of this. When the economy opened up again, the entrepreneur did not have the funds to restart his enterprise. The entrepreneur joined the IESP's COVID-19 Project in order to save his business.

The IESP approved a micro-grant of R24,207.50 which was used to buy a push-type concrete saw and Rotosure deluxe digital measuring wheel. These machines were urgently needed to secure some contracts with big companies. While the entrepreneur had good connections with possible clients, he lacked the machines required to carry out the work, and did not have the funds to rent these due to the impact of COVID-19. This meant that he was unable to secure any new contracts. The entrepreneur received the machines bought with the COVID-19 micro-grant in April 2021, and the enterprise was able to secure three contracts for civil works in Bluff, Pinetown and Berea Centre. This enabled the enterprise to retain 6 employees, and also create 31 new jobs opportunities. This is a significant achievement.

The three contracts do not have ending dates as the work involves regular maintenance and upgrading. Idlangamandla is currently subcontracting for Group Five Civil Engineering (Pty) Ltd. for general engineering and construction work for two years, and has recently secured another big contract as they now have the capacity to do so.

The business plans to start a blockmaking business in KwaDabeka to increase production. Through discussions with the Specialist, this was instigated by the need to diversify income streams and sustain jobs created with these big contracts.

Due to the efforts of the Enterprise Development Specialist, Idlangamandla has secured business space from the eThekweni Municipality for the administrative side of the business and the Specialist is assisting the entrepreneur to adopt good financial management and business practices.

Jobs saved: 6

New jobs to be reported: 31

COVID-19 grant: R24,207.50



Top: Shell Garage in Pinetown that is being renovated by Idlangamandla
Bottom: Employees doing landscaping



Above: Employees at the block-manufacturing site in KwaDabeka

COVID-19 PROJECT: KWAMASHU VW & AUTO SPARES

Kwa Mashu VW & Auto spares is owned by Mr. Senzo Vuyani Zondi and supplies used car spares to clients in KwaMashu. Prior to forming his auto spares business, Mr Zondi worked for the South African Police Service for 8 years. His passion for car spares saw him take an early retirement and invest close to R400,000 to start his business. VW and Audi spares are the main line of car spares sold by Mr. Zondi. Accident-damaged cars are bought in auctions and stripped to salvage functional spares. The dream of the entrepreneur is to offer car tyre sales and import used spare parts from Europe. The enterprise has recently expanded its services and is now offering mechanic services on site.

Before the COVID-19 lockdown, the business employed seven workers. The business took strain as a result of the lockdown and had to retrench three employees. In December 2020, the enterprise was assisted with an IESP COVID-19 micro-grant to the value of R25,000 to revive the business. The grant was utilised as working capital to buy auto spares to facilitate the enterprise scaling back up to full capacity.

As result of the IESP COVID-19 micro-grant, in February 2021, the enterprise was able to retain the three employees who were retrenched during the lockdown. The Specialist is assisting the entrepreneur to proactively market the enterprise in order to improve brand awareness in the local community. A signage board is being developed and other marketing material such as flyers that will be distributed in the community.

In addition to saving the three jobs, the enterprise has employed two mechanics and one assistant since it has been able to scale back up. These jobs will be reported this quarter (Q13). The Specialist has applied for a second COVID-19 micro-grant to purchase a Launch Creader Professional 349 which is a vehicle diagnostic machine. The machine will assist the enterprise to attract new clients which will increase the income for the business.

KwaMashu VW & Auto Spares joined the IESP in November 2020. Not only has the enterprise retained the lost jobs, but it has created 3 new jobs too. This highlights the significant impact that the IESP's COVID-19 Project has for enterprises, ensuring that the enterprise and jobs are saved, and the business continues to strengthen and grow.

Jobs saved: 3

New jobs to be reported: 3

COVID-19 grant: R25,000



Entrance to the enterprise, showcasing various examples of spares



Before and after, showing the complete overhaul of a VW Golf

INNOVATION

Zenande Hardware's blockmaking machine

Zenande Hardware (Pty) Ltd. is owned by Mr. Benjamin and Mrs. Khalipha Dlamini and has operated since 2014. The business is divided into three sections: a tuck-shop, a hardware store and the blockmaking. When the enterprise joined the IESP, it was decided that there would be a focus on the blockmaking side of the enterprise as this was the most profitable.

The IESP has paid for the enterprise's marketing materials, business cards and staff uniforms, i.e., work suit, branded golf t-shirts, branded masks, hats and gloves. The enterprise also underwent training on customer care for all their employees, and a business management training for the entrepreneurs. The training emphasised the importance of investing money back into the business, particularly as the enterprise scaled up. They are now making 31,000 blocks per month, up from 4,000 when they joined the IESP. In order to handle this demand, the enterprise has hired nine new permanent employees.

In early 2020, the enterprise received an IESP micro-grant for R25,000, and the entrepreneurs contributed R17,000 in order to purchase an electric blockmaking machine. The enterprise received the new machine in June 2020. Unfortunately, just as the enterprise was scaling up, the new blockmaking machine broke. The supplier took too long to respond to the reported problem and by the time they called the entrepreneur, he had already welded the machine in order to continue with production. This happened more than once and Mr Dlamini eventually replaced the broken parts with material that was more durable, which he sourced from steel suppliers. The last time the machine broke, the problem was the engine and the machine was taken for repairs by the supplier. The enterprise lost income and some customers because the machine took a long time to be fixed and they were not given a replacement in the interim.

During this time, Mr Dlamini decided to design and build his own machine that minimised the risks of damage and breakage. He worked with his neighbour – a mechanic and welder – to do so. He worked on it in his available time, around running the business and assisting with his newborn baby. It was finished in March, and cost around R12,000, excluding labour. Mr Dlamini is currently testing this newly built machine to check that it is producing quality blocks. In the future, he plans to manufacture and sell these, as he has learnt a lot from his experience.



The frame for the new machine in February, as the process started



The entrepreneur, Benjamin Dlamini, in front of his newly built blockmaking machine

PAT RECYCLING

Pat Recycling (PTY) Ltd. is a recycling company that is managed by the founder, Mr Siphwe Patrick Masango, and his son Mr. Sibongakonke Calvin Masango, in Westmead, Pinetown. The enterprise is involved in the collection and distribution of recyclable materials. Clients include eThekweni Municipality's (DSW) Kerbside Project (household orange bags pick-up), schools, communities and private companies. Pat Recycling also functions as a buy-back centre, purchasing waste from other recyclers and individuals.

Key to the development of the enterprise was advice from the Enterprise Development Specialist around sourcing new sites to collect waste. The enterprise has a three-year contract with eThekweni municipality and the Enterprise Development Specialist recommended that the entrepreneur approach DSW and ask them for more collection sites. The entrepreneur did so and DSW agreed, increasing collection sites by 14 sites (from 35 to 49). The Enterprise Development Specialist also advised the entrepreneur to collect recyclable materials from Model C or private schools; the entrepreneur approached a number of schools and was successful with ten of these. The number of schools they collect from has increased from 54 to 64, including schools such as Westville Senior Primary School and Kloof Senior Primary School.

With the challenges around operating during COVID-19, including the extended closure of schools, the Enterprise Development Specialist and the entrepreneur engaged around areas to focus on to ensure income. It was decided to focus on the enterprise's Plastic Fantastic Initiative Project, started in 2019 with Kwik Spar Hillcrest and the surrounding community. The focus on promoting this has resulted in a significant increase in recyclable materials. There has also been an increase in the number of individuals who collect and sell plastic to Pat Recycling and this increases the volume of plastic that has to be sorted on a daily basis. As a result of this, the owner had to drastically increase the number of employees, particularly sorters to process the recyclables.

To support the enterprise as they grow, the business was trained on office administration, filing, basic human resources management, and basic Microsoft Excel in November 2020. The enterprise has improved many of their processes since the training. In February 2021, the IESP assisted the enterprise with gumboots and uniforms to the value of R18,539 to allow the workers to be protected as they work with potentially dangerous materials. In addition to this support, in April 2021, the enterprise received an IESP micro-grant of R28,750 which was used to purchase a container as the enterprise needed more space to scale up. This is being used to store valuable tools and to protect them from bad weather.

Pat Recycling has created 50 permanent jobs since it joined the IESP on 26 October 2020. The jobs created are: 40 sorters, a supervisor, baling machine operator, two truck assistant, forklift driver, two administrators and three drivers. The enterprise had 16 pre-existing employees including the owner. The total number of people working at the enterprise is now 66.

New jobs: 50

Target jobs: 15

Micro-grant: R28,750



Seen above is the Pat Recycling site in Westmead



Seen above are the employees wearing PPE and gumboots bought by IESP

KWANYUSWA FOOD HANDLERS

KwaNyuswa Food Handlers is a collaboration initiative between the IESP and eThekweni Municipality Business Support Unit (Pinetown) with the aim to assist fast food informal traders who cannot create a minimum of five jobs as per the IESP criteria. KwaNyuswa Food Handlers comprises of eleven businesses (restaurants/shisanyama and fast foods) operating at the Pinetown taxi rank. They all have permits and rent kiosks from eThekweni municipality, paying R300 every month.

Since joining the IESP, one of the enterprises has been able to secure additional business space. The Enterprise Development Specialist encouraged the entrepreneur to open an additional site as the enterprise was ready to scale up. The new site was opened in October and nine new jobs were created through this expansion. The business is now one of the most popular food places in Pinetown.

The entrepreneurs have undergone various trainings through the collaboration between the IESP and eThekweni Business Support Unit. The entrepreneurs were trained on health and safety by the eThekweni Municipality Environmental Health Unit. eThekweni Municipality also trained the food handlers on basic financial management skills, including avoiding the mismanagement of cash, along with another training on hospitality/customer service. The IESP trained the group on COVID-19 health and safety procedures and provided masks and sanitizers to each of the businesses.

The Enterprise Development Specialist engaged with all eleven entrepreneurs about being innovative and responsive in their choice of food offering, as well as proactive marketing and introducing new products to the market. She also engaged with the entrepreneurs about the importance of saving money and the changes that need to be made in order to grow the business such as increasing production, marketing, introducing new dishes, formalizing the businesses, taking part in catering contracts, etc. Participants were excited about implementing changes in their enterprises, and sales have increased since then, resulting in seven new jobs being created.

The Enterprise Development Specialist assisted the entrepreneurs with a Nedbank Relief Fund application. Ten food handlers had received vouchers of R3,500 each to buy stock or raw materials for their businesses. This has assisted to boost the businesses financially. In April 2021, all KwaNyuswa Food Handlers received gas cylinders and gas cookers paid for with the COVID-19 micro-grant which has enabled a regular and reliable means of cooking to assist their businesses to recover from the national lockdown.

KwaNyuswa Food Handlers has created 16 jobs since it joined the IESP on 2 October 2020. The jobs created are: 16 kitchen assistants. The group had 11 pre-existing employees and now has 27 employees.

New jobs: 16

Target jobs: 15

COVID-19 micro-grant:
R22,800



Seen above are the employees at Zenzele (one of KwaNyuswa Food Handlers MIEs) during the lunchtime rush



Participants and the facilitator during the health and safety training.



One of the dishes by a KwaNyuswa enterprise which cost R45 per serving

MRS HAIRFIDENCE

Bhekandoda (Pty) Ltd t/a Mrs Hairfidence started operating informally in 2015 after the owner decided to leave her full-time job and start producing hair products for natural hair. The business was registered in 2017.

Due to the influence of the reigning Miss South Africa, Zozibini Tunzi, winning the Miss Universe with natural hair, a lot more black African women now prefer well treated natural hair and this has led to an increase in demand for Mrs Hairfidence. The business started operating from a home garage, mixing the products by hand. These were later tried out by family and friends. After receiving good feedback about the products the entrepreneur started to produce in bulk and started selling.

The enterprise makes a total of 9 products. The IESP assisted the enterprise in getting 8 of these products tested for industry certification purposes at Merieux Nutrisciences. Six of these attained a straight pass and two were within the range but required minor adjustments over some time to be perfect. This has been a significant boost to the business as the South African National Accreditation System (SANAS) approval has granted the products access to bigger stores.

The IESP has assisted the enterprise with re-branding so as to appeal to a larger audience. The SANAS approval is also indicated on the packaging in order to inspire confidence in the products and appeal to a wider, high-end market. As demand was increasing the enterprise needed equipment to speed up the mixing of products. The Enterprise Development Specialist assisted the enterprise to apply for a micro-grant which was used to buy a 100l processing tank, filters, scale, two glass beakers and a bar-soap cutter and a 10l cake mixer, all to a total value of R23,000. This new equipment has been useful in generating enough stock levels to meet demand. The Enterprise Development Specialist has also assisted the enterprise in business development which has led to the opening of three more shops in Pinetown, Richards Bay and Ulundi.

Mrs Hairfidence has created five new permanent jobs since it joined the IESP on 1 November 2020. The jobs created are: four hairstylists and one administrator. The enterprise had seven pre-existing employees and the number of people working at the enterprise is now 12. The enterprise is in the process of recruiting more employees to assist in the Ulundi and Morningside branches.

New jobs: 5

Target jobs: 10

Micro-grant: R23,000



The enterprise's branding before signing up with the IESP



New modern branding, paid for by the IESP, that can have a much wider appeal to customers

TANA'S TUCKSHOP

Tana's Tuck-Shop was started in October 2006 by Sibonisile Daphney Mkhize, known as Tana. Sibonisile Mkhize worked at her uncle's shop for six years before she decided to open her own business. The entrepreneur owns two containers in BB section, Umlazi Township and sells groceries in both tuck shops. The business started by selling few grocery items in small quantities such as: bread, sugar, biscuits, milk, chips and teabags. The shop is convenient for community members as they don't have to travel far distances to buy their groceries – particularly because many utilise public transport. The business has grown over the years and now sells groceries in big quantities like 5kgs, 10kgs, braai packs, Ultramel, fruit juice and other essential items like airtime etc.

The Enterprise Development Specialist has assisted the entrepreneur to think strategically in identifying other products, introducing new products and opportunities for expansion as the enterprise is close to the taxi rank and the main road and there is a lot of traffic. Strategies include developing daily specials and diversifying their service offering. The enterprise had no marketing material and uniforms before joining the IESP and the Specialist has assisted the entrepreneur with the development of signage above the shop, business cards with her contact details, and branded t-shirts for the employees working in the shop. The enterprise is now more visible and employees now look more professional.

Tana's Tuck-Shop was affected by the COVID-19 lockdown since the business was quiet due to the fact that people had no money to spend except on essential items such as bread and milk. This affected the entrepreneur's plans to expand the business as she could no longer save for the container she needed to keep additional stock. The enterprise received an IESP micro-grant to the value of R25,000 which was used to purchase a container in order to grow and expand the business.

Tana's Tuck Shop has created four new permanent jobs since joined the IESP in March 2020. The jobs created are cashier, buyer and two general workers/assistants. The enterprise had two pre-existing employees before joining the IESP programme. The total number of people working at the enterprise is now six, including the owner. Two new general workers will be reported this quarter (Q13).

New jobs: 4

Jobs to be reported: 2

Target jobs: 6

Micro-grants: R25,000



Entrepreneur (middle) with two employees in front of the container with the new sign, paid for by the IESP



Tana (left) and an employee in their new, professional uniforms

DU-CONFIDENCE DESIGNS PTY (LTD)

Du-Confidence Designs is a clothing company owned by Mrs. Duduzile Ngubane. While Mrs. Ngubane was studying Drama and Performance at UKZN, she did fashion design as a module and this ignited her love of fashion. Du-Confidence Designs sells mainly women's apparel including dresses, t-shirts, skirts, jumpsuits, and jackets.

Through the assistance from the Enterprise Development Specialist, the enterprise now has new, larger workspace at Umkhumbane Entrepreneurial Centre as part of the eThekweni Municipality's small manufacturers development programme. The new site is large enough to both manufacture clothes and sell clothes on site, which significantly reduces the overheads of the enterprise.

With the assistance of the Enterprise Development Specialist, the enterprise has focused on marketing to increase brand awareness. The business has been assisted with redesigning the logo, rebranding the labels and the development of other marketing materials such as banners, business cards, and flyers. The entrepreneur has been using these to market their products widely and sales have increased. The Enterprise Development Specialist assisted the enterprise with an application for the SAB programme. The application was successful, and the enterprise received seven sewing machines. This significantly improved their production capabilities.

When sales went down after events were restricted during lockdown, the Enterprise Development Specialist advised that the enterprise introduce new products which were a need at the time and the enterprise started manufacturing cloth masks. The business also increased its social media marketing to share their products widely and also targeted other businesses to buy her products. The enterprise received a COVID-19 micro grant to the value of R25,189 which was used to buy industrial ironing equipment, textile cutting and cleaning equipment, machine oil and a laptop to improve business administration since most orders were received and processed virtually. As a result of these efforts, Du-Confidence secured a 3-year contract with Toyota to supply PPE materials.

Du-Confidence Designs has recently acquired a market opportunity to sell their garments at a brand new store called This Is Africa, based in Rosebank Mall, Johannesburg. The store is opening on 1 June and the entrepreneur is excited about this as Johannesburg clients have already shown a lot of

New jobs: 2
New part-time jobs: 3
Target jobs: 8
COVID-19 grant: R25,190



Enterprise's products at their new site, Umkhumbane Entrepreneurial Centre



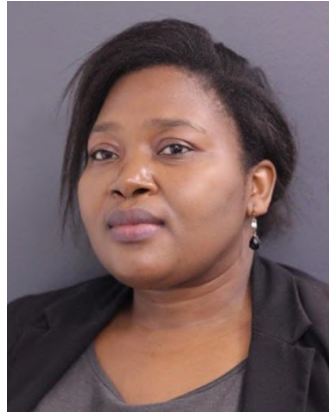
The new, larger factory space at the new premises

Du-Confidence has created two new permanent jobs and three part-time jobs since joining the programme on 28 June 2019. The permanent jobs created are: one administrator and one cleaner. The part-time jobs are photographer, marketing officer and media officer. The enterprise had seven pre-existing employees, including the owner when it joined the programme. The total number of people now working in the enterprise is twelve, including three part-time employees.

IESP TEAM



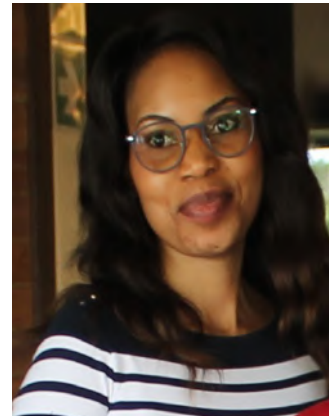
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Project Preparation Trust

Project Preparation Trust of KwaZulu-Natal (PPT) is an independent public interest organisation with more than 25 years' experience in the preparation of a range of developmental projects for communities and in mobilising capital funding and other resources for them. PPT has a particular focus on the poorest of the poor, and those in special need such as people residing in highly marginalised rural communities or urban informal settlements or vulnerable children. The projects with which PPT is involved are often innovative pilots, which test new or improved development solutions and approaches. PPT's approach is participative, systematic and holistic. PPT was registered with the Master of High Court in 1993, the year before the election of South Africa's first democratic government. PPT is a registered not-for-profit organisation. To date, the projects PPT has prepared have resulted in R2.05 billion in capital funding being leveraged for over 221,000 disadvantaged households in 205 pro-poor development projects. The projects include informal settlement upgrading, informal economy and micro enterprise support, early childhood development, special needs group housing, mass low income housing, basic municipal infrastructure, stand-alone facilitation and community participation, stand-alone skills transfer and capacity building, alternative household energies, integrated development planning, land reform, HIV/AIDS relief, pro-poor local economic development.

'WORKING TO CHANGE THE LIVES OF THE POOR THROUGH APPROPRIATE SUSTAINABLE DEVELOPMENT'