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# Help for small businesses

**GOVERNMENT** will be giving entrepreneurs a boost which also opens a gap for job creation.

**P**resident Cyril Ramaphosa says government will this year focus on expanding the small business incubation programme.

The incubation programme provides budding entrepreneurs with physical space, infrastructure and shared services, access to specialised knowledge, market linkages, training in the use of new technologies and access to finance.

"The incubation programme currently consists of a network of 51 technology business incubators, 10 enterprise supplier development incubators and 14 rapid youth incubators.

"As part of the expansion of this programme, town-



ship digital hubs will be established, initially in four provinces, with more to follow," said the President when delivering his second State of the Nation Address, in Parliament recently.

The President said it was expected that the hubs will provide most-needed entrepreneurial services to small and medium enterprises in the rural areas and townships - but more especially

to young people who want to start their own businesses.

The specific focus on the small business incubation programme was due to the role small businesses play in stimulating economic activity and employment and in advancing broad-based empowerment.

"Our greatest challenge is to create jobs for the unemployed of today, while preparing workers for the jobs of tomorrow," he said.

## Tax Incentive

"We have come up with great plans, platforms and initiatives through which we continue to draw young people in far greater numbers into productive economic activity through

initiatives like the Employment Tax Incentive.

"This incentive will be extended for another 10 years," said President Ramaphosa.

Government will also intensify the "buy South Africa" programme.

"..We will pursue measures to increase local demand through, among other things, increasing the proportion of local goods and services procured both by government and the private sector."

He said increasing local demand and reducing the consumption of imports is important because it increases the opportunities for producers within South Africa to serve a growing market. **■**

# Entrepreneur se boustene vir sukses

**WERKSERVARING HET 'N** Oos-Kaapse entrepreneur van die nodige vaardighede voorsien wat hom in staat gestel het om 'n stabiele toekomst vir homself en sy werknemers te bou.

## Siya Miti

**D**ie voormalige bestuurder van 'n hardewarewinkel, Anele Peti, is nou die trotse eienaar van 'n maatskappy wat betonbakstene vervaardig en 32 mense in diens neem.

IncaPeace Trading, wat op 'n steengroefterrein op die R61-pad tussen Mthatha en Libode geleë is, voorsien bakstene aan hardewarewinkels in Mthatha, Libode en Qumbu.

Peti het ervaring in die boubedryf opgedoen terwyl hy in die vroeë jare 2000 as bestuurder by Build It in Qumbu gewerk het, en later by 'n steengroef wat grondstowwe verkoop het. In reaksie op markbehoefte het hy in 2013 IncaPeace Trading geregistreer, wat in 2015 begin het om sake doen.

Peti (35) sê dat die maatskappy klein begin het, met net agt werknemers wat net 3 000 blokke per dag vervaardig het, maar dat dit die afgelope twee jaar gegroei het. Hy beplan om sy onderneming en produksie nog verder uit te brei en meer werksgeleenthede te skep.

"Ons mikpunt is nou om 14 000 blokke per dag te vervaardig. Ons vervaardig tans meer as 12 000 per dag, vertel hy. "Ongeveer 94 permanente werksgeleenthede sal geskep word, omdat ons 'n dubbelskof sal instel en 'n tweede masjien sal kry. Dit sal ons produksie en ons mikpunte verhoog."

Sy onderneming voorsien opleiding en werksgeleenthede aan plaaslike mense. "Ons is verbind tot die opvoedkundige ontwikkeling van die plaaslike bevolking en sal gevolglik

beurse toeken om te help om personeellede se kinders se onderwys te befonds," sê hy.

IncaPeace werk ten nouste saam met die steengroef wat op dieselfde terrein geleë is en die meeste van sy grondstowwe voorsien.

Die hoof van risikokapitaal by die Oos-Kaapse Ontwikkelingskorporasie (ECDC), Phakamisa George, sê dat IncaPeace ongeveer R700 000 as aanvangsbefondsing ontvang het. IncaPeace het ook daarin geslaag om 'n ooreenkoms met Build It en Buffolo Timber te sluit om bakstene te voorsien.

Die bedrag wat van die IDC ontvang is, is gebruik om die maatskappy te help om aan die vereistes van hul nuwe ooreenkoms met Build It en Buffalo Timber te voldoen.

Verlede jaar het die ECDC, deur sy risikokapitaalfasiliteit,



**■ Anele Peti neem tans 32 mense in diens by sy maatskappy wat boustene vervaardig.**

'n bedrag van R1 miljoen aan IncaPeace voorsien, wat die maatskappy in staat gestel het om gebreekte klip na die aanleg op die Libod-terrein te vervoer.

"Die groei van maatskappye soos IncaPeace beteken dat

die ECDC se risikokapitaalfasiliteit sy doel as die agentskap se beleggingsinkubator vervul. Die ondersteuning wat aan hierdie maatskappye verskaf word, stel hulle in staat om ook befondsing by ander instansies te verkry." **■**



# Dorpie se eerste apteek net die regte medisyne



■ Apteker Vumile Mzinzi het die lewens van Mount Fletcher se inwoners verander deur die eerste apteek in dié klein Oos-Kaapse dorpie te open.

Siya Miti

'n Jong apteker het geskiedenis gemaak deur in 2017 die eerste apteek in die klein dorpie, Mount Fletcher, in die Oos-Kaap te open. Daardeur het hy 'n

omwenteling in die gesondheidsorg van die dorpie se talle inwoners teweeggebring.

Vumile Mzinzi, wat aan die Universiteit van die Wes-Kaap gegradueer het, sê dat hoewel die dorpie klein is, dit dig bevolk is en 'n hele klomp lande-

**SEDERT SY STIGTING IN 1882**, het die dorpie Mount Fletcher nog nooit 'n apteek gehad nie, totdat 'n jong entrepreneur sy deure oopgemaak het.

like nedersettings bedien. Hy verduidelik dat hy voorheen tot R70 vir 'n taxi-rit na die naaste dorpie, Maclear, wat 62 km weg is, moes betaal om by 'n apteek te kom.

Voordat Ithalomso Pharmacy sy deure geopen het, was farmaseutiese dienste slegs by die plaaslike Taylor Bequest Hospitaal beskikbaar, wat streng net vir pasiënte bedoel was.

Mzinzi het in 2010 gegradueer en het voorheen as apteker by Nelson Mandela Sentrale Hospitaal in Mthatha gewerk, voor sy 'lewensveranderende besluit' om sy eie onderneming in Mount Fletcher te begin.

Hy vertel dat dit vooraf baie navorsing en oorlegpleging

geverg het om seker te maak dat die apteek lewensvatbaar sou wees. Hy het Mount Fletcher gekies, omdat daar nie ander apteke naby was nie en omdat hy die omgewing se groeipotensiaal raakgesien het.

Deur sy investering in Mount Fletcher het dié apteker, wat in Ngcobo gebore is, werksgeleenthede vir agt mense uit omliggende nedersettings geskep.

Die Oos-Kaapse Ontwikkelingskorporasie (ECDC) het hom gehelp om sy sakeplan op te stel en te finansier, wat hom in staat gestel het om ander instansies suksesvol vir befondsing te nader.

Die ECDC se hoof van risiko-kapitaal, Phakamisa George, sê dat die fasiliteit entrepreneurs help om hul sake-idees verder te ontwikkel tot op 'n punt waar hulle aan finansierders se dikwels streng vereistes kan voldoen.

"Hierdie ondersteuning behels fasilitering, lewensvatbaarheidstudies, ontwikkeling en toetsing van prototipes, voldoeningkoste van reguleringsvereistes soos omgewingsimpakstudies, waterlisensies en sakeplanne. Die ECDC is verheug dat dit hierdie verpligting teenoor Ithalomso kon nakom en die apteek gehelp het om derdeparty-befondsing te verkry," sê George. ■



## Squeaky clean success for Mthatha entrepreneur

**AMINA CHEM** is an example of how good marketing and support from government can give birth to brilliant business success.

Siya Miti

Growing and nurturing a business is what cleaning company founder Siviwe Mnyaka is all about.

He decided to leave the corporate life of marketing behind and ventured into producing, marketing and distributing cleaning products through his company.

Mnyaka's company, was founded in 2012 and is based in Mthatha in the Eastern Cape.

The company has the ability to produce about nine tons a day of a range of different cleaning products which are

used for laundry, automotive, bathroom and kitchen cleaning products. This company has a variety of 60 different cleaning materials.

"We specialise in the manufacturing and marketing of quality cleaning detergents and equipment for both industrial and domestic cleaning and maintenance," said Mnyaka.

He added that Amina Chem has grown over the years with its turnover being more than a R1 million.

He added that in the inception stages of the company he only had two employs but this has grown to 17 people.

Amina Chem's success

can also be attributed to the support it received from the Eastern Cape Department of Economic Development Environmental Affairs and Tourism (DEDEAT).

The company received a boost of R1.5 million for equipment. Along with R600 000 from the Small Enterprise Development Agency (Seda) which also was ploughed into purchasing equipment.

"Since 2012 we have grown from manufacturing products by hand in 200 litre drums to semi-automated stainless steel tanks. Our growth has been organic as it has been purely led by customer base growth and new product de-



■ Producing about nine tons of cleaning materials is all in a day's work for Siviwe Mnyaka.

velopment."

The growth led us to move from a 150 square meter factory flat to a 483 square meter factory.

Currently Amina Chem has a client base of over 200 regular customers and supplies clients including several hos-

pitals, Walter Sisulu University as well as funeral parlours, car wash businesses and bus company AB350.

Mnyaka said the experience he received in the marketing industry helped him in growing his business to what it is today. ■