

# SUPPORTING BUSINESSES

## Growing your business

Being a successful entrepreneur requires more than just a passion and the courage to pursue it. It requires planning, capital, and business know-how. If you are interested in starting your own business or have started your own business, we have support structures in place to assist you:

### EMERGING BUSINESS SUPPORT PROGRAMME

The Emerging Business Support Programme (EBSP) is a joint initiative with ABSA that focuses on equipping SMME owners with the relevant business knowledge and skills to enhance their growth, viability and sustainability. EBSP is a fully accredited, two-day skills workshop geared to assist up-and-coming businesses.

The NQF level 4 business skills course, presented by ABSA facilitators, will cover:

- Business strategy development
- Operations strategy development
- Financial literacy development

To participate in the programme, your business should:

- be registered and operational;
- be operating within the Western Cape; and
- should have a valid BEE certificate.

#### For more information on how you can benefit from this opportunity, contact:

Mr Deon Damons: 021 483 4934 /  
Deon.Damons@westerncape.gov.za  
Ms Odette Daries: 021 483 9114 /  
Odette.Daries@westerncape.gov.za

### INVESTMENT READINESS SESSIONS

These sessions focus on capacitating early stage, high growth SMMEs through information workshops that cover funding applications and investment readiness. The sessions will expose entrepreneurs to the funding landscape, the due diligence process, challenges financiers face, the reviewing of business plan essentials, understanding how business plans are analysed, and lastly, understanding the do's and don'ts of funding.

To participate, your business must:

- be operating for at least 3 years;
- be based in the Western Cape;
- have an annual turnover of R 2 000 000;
- require R 500 000 or more in funding;
- be actively looking for funding or have an early stage application in process; and
- must nominate one representative to attend (preferably a member of senior management)

#### For more information, please contact:

Peter-Jon Thebus: 021 483 9026 /  
Peter-Jon.Thebus@westerncape.gov.za  
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Sharief.Davids@westerncape.gov.za



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## Empowering opportunities for entrepreneurs

Through the Premier's Entrepreneurship Recognition Awards and the Western Cape Funding Fair, we are able to provide opportunities for entrepreneurs to gain exposure and recognition, and also to access funding.

### THE PREMIER'S ENTREPRENEURSHIP RECOGNITION AWARDS (PERA)

The PERA showcases and supports the Western Cape's most inspiring, high-potential entrepreneurs. The businesses chosen to take part stimulate innovation and contribute towards the creation of economic value and opportunities across the value chains in their industries.

The benefits of this prestigious competition and awards ceremony include, amongst others:

- creating awareness about entrepreneurship and its potential;
- providing entrepreneurs and business owners with public exposure, enabling them to share their journey and experiences;
- providing a platform to inspire individuals to become job creators as opposed to job seekers;
- facilitating potential access to funding and other potential opportunities as a result of exposure; and
- receiving personal recognition by the Premier and the MEC.

**For more information, please visit:**

<https://www.westerncape.gov.za/general-publication/premiers-entrepreneurship-recognition-awards-2016> or simply contact the PERA team:

Patricia September: 021 483 8768 /  
Patricia.September@westerncape.gov.za  
Mfundo Vika: 021 483 5735 /  
Mfundo.Vika@westerncape.gov.za

### THE WESTERN CAPE FUNDING FAIR (WCFF)

The WCFF is a joint initiative between Deloitte Western Cape and the Department of Economic Development and Tourism. It's an exhibition and conference styled platform aimed at creating awareness about and access to multiple funding organisations. The WCFF exists to help entrepreneurs, such as yourself, turn your ideas into bankable business plans that have a better chance of securing the right type of funding and investment.

The objectives of the WCFF are to:

- provide funders with a single access point to projects seeking funding;
- provide information, share knowledge and transfer skills through expert workshops, presentations and an exhibition; and
- create and sustain jobs through the funding provided to projects and businesses.

**For more information, please visit:**

[www.westerncapefundingfair.co.za](http://www.westerncapefundingfair.co.za)

**Department of Economic Development and Tourism: 021 483 3840**

Contact the Western Cape Government at:

**0860 142 142 | [www.westerncape.gov.za](http://www.westerncape.gov.za)**

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