Western Cape Government

WESTERN CAPE GROWTH OPPORTUNITY COALITIONS PROGRAMME 2025

Call for proposals

January 2025

1. Purpose and scope

The Western Cape Government's economic growth strategy is known as Growth for Jobs (G4J0. G4J was adopted by the WCG's provincial cabinet in April 2023. It identifies the importance of investments, as well as entrepreneurship, as critical components to drive economic growth in the Western Cape economy.

G4J casts an ambitious vision for the provincial economy achieving break-out economic growth to drive significant employment and economic opportunities. It has before it a goal that provincial GDP will reach R1 trillion in 2035, and that the economy will grow between 4 and 6% per year.

The goal statement for driving growth opportunities through Investment and innovation PFA is by 2035, research and development expenditure will increase by 20% in real terms, translating to R200 billion by 2035.

To help achieve these goals, the Western Cape Government (WCG), through the Department of Economic Development and Tourism (DEDAT), invites proposals from sector bodies, industry associations, and industry support entities to participate in the **Growth Opportunity Coalitions Programme**.

The Growth Opportunity Coalitions is a strategic initiative under the Growth for Jobs (G4J) economic strategy, designed to drive inclusive, sustainable, and high-impact economic growth in priority sectors by fostering collaboration between government, industry, and social partners.

The purpose of this Call for Proposals is to identify and support sector ecosystem enablers that can coordinate, convene, and deliver programmes to unlock growth, investment, and competitiveness in the following sectors:

- **Manufacturing (Boat building)**
- **Food and Beverages**
- **Clothing and Textile**

Why Ecosystem enablement?

1.1 The Western Cape Department of Economic Development and Tourism (DEDAT) recognises that ecosystem-builders are critical in nurturing a culture of innovation, collaboration, and calculated risk- taking, essential elements for the growth and competitiveness of sectors such as manufacturing (boat building), food and beverages, and clothing and textile industries. By fostering supportive environments, ecosystem-builders enable entrepreneurs and businesses to experiment, learn from challenges, and engage with other stakeholders and enablers. By fostering these conditions, they help build resilient, connected, and knowledge-driven sectors that can scale, innovate, and contribute meaningfully to the provincial economy

1.2 Funding for the Growth Opportunity Coalitions Project is contingent on available budget and is intended to accelerate the development of targeted sector ecosystems. Each application will be rigorously assessed against the Department's evaluation criteria. Reviews will be conducted monthly or as needed, depending on application volumes. All applicants will be informed of the outcome, and funding allocations will be made at the Department's discretion, guided by both evaluation outcomes and available resources.

1.3 DEDAT will provide ecosystem enablement support per qualifying organisation, subject to budget availability. This support is designed to strengthen the capabilities of organisations within the Manufacturing (boat building), food and beverages, and clothing and textile sectors, enabling them to innovate, grow, and connect with broader industry networks. The Department expects this investment to create meaningful impact, fostering sustainable growth and a more integrated sectoral ecosystem.

1.4 The organisations applying to the fund must have, and be able to demonstrate, access to a strong network of collaborative partners in the private and public sector and have access to internal stakeholders that allow for knowledge sharing, critical skills development, building business networks, assist with access to markets and various options in raising capital (both nationally and internationally). Only established organisations will be considered.

1.5 **Important Note:** DEDAT will adopt a **thematic** and targeted approach to ecosystem enablement under the Growth Opportunity Coalitions Project. Rather than taking a broad or generic approach, support will focus on specific sectors and sub-sectors where meaningful impact can be achieved namely, manufacturing (boat building), food and beverages, and clothing and textile industries. Applicants are required to clearly articulate their domain expertise and specify the particular sub-sector or segment within these industries in which they operate. This ensures that interventions are tailored, relevant, and capable of driving measurable growth, innovation, and collaboration within the identified sectors. **Applicants will need to specify their domain expertise and targeted sector when applying**.

2. Programme Objectives

The Growth Opportunity Coalitions Programme aims to:

- Strengthen sector ecosystems by supporting collaborative platforms that enable coordination, knowledge-sharing, and joint action.
- Enhance the competitiveness and productivity of the three focus sectors.
- Support industry-driven initiatives that address systemic challenges, value chain gaps, and growth constraints.
- Foster investment readiness, innovation, skills alignment, and access to markets.
- Enable the development of sector growth compacts that set measurable targets for growth, employment, and transformation

3. Scope of Support

DEDAT will consider proposals that include one or more of the following interventions, tailored to the needs of each focus sector:

1. Sector Coordination & Coalition Building

Convening to industry, government, and labour stakeholders to align on sector growth plans. Establishing or strengthening Growth Opportunity Coalitions working groups or clusters.

2. Competitiveness Enhancement

   Improving productivity, operational efficiency, and value addition within the sector. Supporting innovative solutions to meet local and international standards.

3. Market Development & Export Growth

   Supporting firms to access domestic and international markets. Facilitating partnerships for export readiness, compliance, and certification.

4. Investment Mobilisation & Industry Promotion

   Creating sector investment pipelines and facilitating investor matchmaking. Enhancing the visibility and competitiveness of Western Cape products.

4. Eligible organizations

Eligible applicants include:

- ❖ Industry associations, clusters, or chambers operating in the Manufacturing (Boat Building), Food & Beverages, or Clothing and Textile sectors.
- ❖ Non-profit companies (NPCs), co-operatives, or intermediary organisations that convene and support industry networks.
- ❖ Public or private business support organisations with a proven track record of sector development or ecosystem facilitation.

Applicants must:

- ❖ Be based in the Western Cape (or have a permanent operational presence).
- ❖ Be formally registered and be tax compliant.
- ❖ Demonstrate strong partnerships within their sector ecosystem (e.g., industry, academia, and government).

5. Funding Framework

DEDAT will provide ecosystem enablement support per organization, subject to budget availability. Applicants are expected to demonstrate co-funding or in-kind contributions of at least **R500, 000** to strengthen programme impact. Funding is intended to leverage and expand existing sector programmes, not to fund organisational overheads or working capital.

6. Qualifying Criteria and key requirements

Qualifying businesses/organisation must meet the minimum requirements listed below as part of the application process.:

6.1 The business/organisation applying for support must be formally registered or incorporated. Company registration documents or documents of incorporation (NPO/NPC registration certificate, partnership agreements, sole proprietor tax certificate etc.) clearly identifying the director(s) of the company or organisation must be submitted.

6.2 Signed annual financial statements (AFS) for the two most recent financial years must be submitted as part of the application process (the guidelines in the Companies Act will be applied). The financial statements will be assessed against the going concern principle and the opinion of the independent auditor or reviewer. Where AFS are audited or independently reviewed, the AFS must be unqualified.

6.3 Demonstrate sector-specific experience and a clear understanding of industry growth challenges and opportunities.

6.4 Present a clear 1-year programme plan with measurable outputs, outcomes, and impact metrics.

6.5 Provide proof of sector collaboration and letters of support from at least three key industry stakeholders.

6.6 The business / organisation must be tax compliant at the time of application. A tax compliant status (TCS) letter with a valid (not expired) tax pin must be submitted. The tax pin must be valid for the duration of the application evaluation process up to a period of 90 days from the date of submitting your application.

6.7 The business/organisation must demonstrate that it is able to provide its own or third-party funding. A signed letter from the CEO/CFO or similar executive authority confirming the value of own or third- party funding committed for the planned intervention's implementation is required.

7. Disclaimer

7.1 As this is a Call for Proposals only. The Department reserves the right not to select any organisation that does not comply with the conditions of this specification or if information is obtained by the Department about the organisation which could put the Department at risk.

7.2 Applicants will need to submit one (1) application per sub-sector they are interested in.

7.3 DEDAT may choose to support a portion of the proposal and reserves the right to negotiate this with the interested parties. As above, all funding subject to approval and availability of budget.

7.4 Funding will be available subject to availability of funds.

For more information, email: saad.vahed@westerncape.gov.za Department of Economic Development and Tourism

8. Acronyms

Acronyms used in these Terms of Reference:

CFP	Call for Proposals
DEDAT	Department of Economic Development and Tourism
G4J	Growth for Jobs - Western Cape economic growth strategy: https://www.westerncape.gov.za/edat/service/western-cape-growth-jobs-strategy
WCG	Western Cape Government
WC	Western Cape

NOTE: The following is an outline of all the fields contained in the online application form which you will be expected to complete:

9. Application Form Outline

Please note that the following information will need to be completed in the online application. The application form does not save partial information and in an effort to assist you with completion, the following fields need to be completed in the online form:

- Applicants representative contact information
- Industry Association
    - Name, website, physical location, years of operation
    - Registration type (for profit or non-profit), registration number
    - No. of employees (full-time, part-time) if applicable
    - Organisation's vision and mission
    - Organisation's directors, if applicable
- Membership – where membership is defined as Membership refers to either direct or passive approach to membership. For open membership models: membership could be deemed to include your database of beneficiaries or affiliates of the organisations. If not applicable, then state as such.
    - No. of members
    - Current service offering to members
- Core business activities:
    - Description of core business activities
    - Highest funding scale managed.
    - Approach to being seen as trusted ecosystem-building
    - Views on the most important matters affecting the competitiveness of sub-sector in WC.
- 3 to 5 examples of prior ecosystem-building activities
- Declaration and documents to be emailed listed in this CFP Documents:
    - Completed online application form (link provided below).
    - Organisational registration and incorporation documents.
    - Latest two years of signed financial statements.
    - Valid Tax Compliance Status (TCS) with PIN.
    - Proof of physical presence in the Western Cape.
    - A detailed Growth Opportunity Coalitions Proposal (max 15 pages) covering:

- Sector context and problem statement.
- Planned interventions and outputs.
- Partnerships and governance arrangements.
- Monitoring, evaluation, and learning framework.
- Sustainability and scaling plan.

- Complete online application form available at the following link: Growth Opportunity Coalitions