The missed opportunity: SMMEs in the South African economy

Entrepreneurs in South Africa have found many ways to innovate for the finance that their businesses need

Access to funding

In many SMME forums the issue of access to funding is discussed as the biggest and most critical component of SMME growth. Access to finance is noted time and again as one of the primary challenges for SMMEs in the country, requiring urgent attention.

Despite the country’s strong formal financial sector as well as opportunities for fund storage through developmental finance institutions, private equity, venture capital and other grants, small and informal businesses still struggle to access finance. Most business owners and founders use their own personal savings or borrow from “friends, family or fools”, as the Enabling Environment for Sustainable Enterprises (EESE) survey findings show.

A 2010 FinMark trust survey found that 87% of small formal sector firms had never accessed credit, while the 2016 GEM survey found problems with finance led to 28% of entrepreneurs closing their businesses in 2016.

Through conversations with entrepreneurs and multiple studies into this access to finance issue, it becomes evident that South African SMMEs have found a way to innovate for finance, after hitting many brick walls when trying to access funding. SMMEs are “bootstrapping” their businesses through their own savings and finding ways to access loans to finance delivery on invoices. Entrepreneurs in South Africa in many ways have found ways to innovate for finance that their businesses need, usually after becoming disillusioned with the “many” opportunities for funding available to them.

The Global Entrepreneurship Monitor (GEM) reports show that South Africa has one of the highest business start-up failure rates in the world. Minister of Trade and Industry Rob Davies confirms that over 70% of new businesses fail in less than two years of being in operation. This results in a thin pipeline for funders such as development financial institutions, commercial banks and venture capital funds. This thin pipeline is also a function of the risk appetite of such funders, leaving a gap in funding delivery on invoices. Entrepreneurs in many ways have found ways to innovate for finance that their businesses need, usually after becoming disillusioned with the “many” opportunities for funding available to them.

In addition to the funding criteria, there is also a challenge of SMMEs that may be ready for finance (they have viable business models, match available finance, and have the necessary security) but are unable to secure the finance they need, due to their lack of finance readiness, i.e. they are unable to produce the finance value chain and funders to assess bankability and affordability, in order to...

Indicator | 2017 Q1 | 2018 Q1 | YoY % change
--- | --- | --- | ---
Number of SMMEs | 2 478 877 | 2 244 163 | -1.4%
Number of Formal SMMEs | 725 698 | 685 719 | -9.2%
Number of Informal SMMEs | 1 658 522 | 1 714 233 | +3.4%
Number of Jobs Provided | 10 568 701 | 8 886 015 | -15.9%

Source: SEDA SMME Quarterly Update 1st Quarter 2018 - July 2018

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Starting your own business isn’t easy: more than 70% of new South African businesses fail in less than two years of being in operation. Photo: Paul Botes

Calling all developers, entrepreneurs and innovators

The City of Johannesburg Council released 81 properties for development and has now added more to turn the Inner City into a construction site and grow the economy by at least 5%.

For more information and closing date visit: jhbproperty.co.za #BuildingNewJoz
The missed opportunity: SMMEs in the South African economy

From page 1

approve their funding applications. There is a gap between funder expectations and SMME abilities, which often results in missed funding, painful investor-SMME relationships and punitive consequences for not meeting funding hurdles. Often this gap is due to another real problem for SMMEs regarding access to skills in order to increase their finance readiness.

Shortage of skills

South African SMMEs currently face great pressure to secure the right skill sets. They are facing a skills shortage. Most skilled people are employed by the public sector and large businesses in the private sector. As a result, SMMEs are faced with an access and affordability of skills problem. The demand for certain skills far exceeds the supply of such skills. The country suffers from an under-skilled population, which is evident in a high unemployment rate, despite numerous job vacancies. South African SMMEs face pressures in securing the right skills for their businesses. This skills shortage is further compounded in its impact on SMMEs, as they are often unavailable and/or unaffordable for SMMEs.

The SMME ecosystem in South Africa has focused in many ways on attempting to upskill the key players in SMMEs through mentoring, coaching and training efforts. These efforts have assisted in some ways to lift the game of SMMEs, however, the skills shortage continues. Many SMMEs are learning important elements required for business (finance management, operations support, sales processes, etc) but are mostly not implemented into the business due to ability, skills and time shortages. Thus, despite access to coaches and mentors, as well as having training on the aspects of business, SMMEs often find themselves without the benefit of implementing these in their businesses.

Red tape reigns

South Africa’s labour laws have been found to be a significant regulatory obstacle (OECD, 2015) to business growth, particularly when it comes to registering a company, regular compliance for the company as well as when laying off staff. Small business owners have found that regulatory requirements consume time-consuming and often, a requirement that they are just not often skilled enough to manage and execute. This leads to SMMEs non-observance, additional expenses and time spent on attempting to gain compliance.

The difficulty of matching the fluidity of small business to the stringent requirements of labour laws. SMMEs find that once they have employed workers, the law makes it difficult to lay the workers off if the business no longer afford to keep them, or if they prove to be unproductive. Labour laws, according to GEMS, do not provide for cyclical declines in small businesses.

Government departments are looking into this issue of red tape, but until there are some clear actions and changes, the burden continues to rest on SMMEs.

Future of SMMEs

The National Development Plan (NDP) aims to create 13 million jobs and grow the economy by 5%. Currently, the economy is forecast to grow by 1.2% and unemployment is at 27%.

Within the SMME development ecosystem there are numerous players performing different roles. There are funders providing funding to SMMEs, there are support platforms providing work and networking spaces, as well as space for coaching and training. Large amounts of money are spent on physical spaces as well as face-to-face training sessions.

However, SMMEs are still not showing the positive upbeat of these interventions. The reality is that its heavy lifting and hard work. However, there are opportunities aligned to SMMEs to create 11-million jobs and grow the economy by its GDP and employment_creation, through designing and implementing solutions to SMME issues for growth. The company sources, vets and manages on-demand short-term skilled human capital, in order to implement solutions to SMME problems. The company also partners with funders in the SMME ecosystem to take their offering one step further towards implementation.

S’onqoba Vuba is cofounder and managing director of Perpetu8. Photo Supplied
Township economies

Informal economies are diverse:

South African policies need to recognise this

Mike Rogan

South Africa is currently mulling over ideas and agreements that recently came out of a two-day jobs summit. The country is losing the battle against high joblessness. The latest figures show unemployment stood at 27.2% during the second quarter of this year. The number is much higher, close to 40%, when discouraged workers are included. This is very high by international standards; the average global unemployment rate is 7.6% and the same figure for African countries is 8.4%.

Much was said and resolved during the job summit. But not enough attention was given to the position and role of informal employment, which accounts for about one third of all the country’s workers. This is disappointing, given all the talk about jump-starting the informal economic sector, a crucial segment of the “township economy”. The summit agreement does reflect a broad objective of providing “township and informal settlement enterprise support”. But it’s thin on detail.

There’s even more cause, given the country’s traditional approach to developing the informal sector. Many proposals focus on entrepreneurship or unleashing the potential of small informal firms. Such interventions are usually limited to support in the form of training and micro-finance. This is a fairly narrow view from a job creation perspective, as it focuses on a very small group of informal workers.

What’s needed is a strategy with a broader view of informal employment. It must focus on increasing the incomes and improving the conditions of workers in all segments of the informal economy. The needs of informal workers are likely to vary among different worker groups. Nevertheless, a good start would be to ensure that the regulatory environment, basic social protections and urban infrastructures are supportive. Numerous policies could be used to support informal livelihoods, such as providing access to electricity, as has been done in Durban’s Warwick Junction Market.

A dynamic sector

The informal economy in South Africa is relatively small compared with other developing or emerging economies. That’s not to say that it’s insignificant. A recent International Labour Organisation report showed that informal employment makes up roughly a third – five million – of total non-agricultural employment. This is a significant segment of the South African workforce.

But what is the informal economy, and why does it matter when it comes to job creation?

It’s important to dispose of the common misunderstandings. The informal economy is often depicted as part of a “shadow economy”, informal workers are seen as “plucky entrepreneurs” or regulation evaders. There are some activities and workers that fall into these categories. But the sector is in fact much more dynamic. The informal economy includes a diverse set of workers. The vast majority (64%) are employees. This includes:

- people working in informal sector entities, such as small corner shops or hair salons; and
- informal employees in formal firms or private households who do not have social protection or job security.

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Entrepreneurship driving growth of township economies

Township economies: the oft-forgotten, yet opportunity-laden cousin of urban economies. Many people underestimate their importance. But what makes them so special?

The Western Cape Department of Economic Development and Tourism realises the importance of township economies and the need for creating an enabling environment for promoting entrepreneurship in the Western Cape. Urban areas aren’t the be-all and end-all of South Africa’s economy. Township economies contribute to the overall economy in vital ways. They cater specifically to economic growth in non-urban areas, ensuring that growth isn’t limited primarily to urban clusters. Moreover, not all economic activity takes place in CBD’s and urban hubs. Township economies promote and foster job creation in more rural, non-urban areas where the vast majority of the population lives. Through products and services tailored for local communities they serve, township businesses offer unique experiences and more importantly provide for immediate accessibility. Thus, customers get to see first-hand what’s available, what’s new and innovative and potential customers are given the opportunity to access goods and services right on their doorsteps instead of having to trek to the traditional commercial centres outside of the townships.

Highlighting “ lekker” local township businesses

The Department of Coffee and Estratweni Mobile Foods are fantastic examples of township businesses helping to grow the local economy.

Gather ’round, coffee lovers! Based in Khayelitsha, The Department of Coffee has come a long way since having their business robbed and vandalised in 2016. The business has grown from a single-trailer batista coffee shop to an official academy where unemployed youth are trained to be entrepreneurs and open coffee shops of their own. They offer a fresh take on your average cuppa Joe with their unique roasted blends; and aim to create a quality coffee-drinking culture in the community which - prior to their initiative - was accustomed to drinking instant coffee with their unique roasted blends, and aim to create a quality coffee-drinking culture in the community which - prior to their initiative - was accustomed to drinking instant coffee.

“To usher in an era of culinary modernisation”. This was the goal of Estratweni Mobile Foods, founded by foodies Siphezile “Space” Ramncwana and Siphamandla “Blax” Mavumengwane. Famous for ridiculously low prices and excellent customer service, the business employs local youth with petty crime records in an attempt to reintegrate them into society in a productive capacity. The duo’s aim was to bring the variety of cuisine seen in the CBD into township spaces; to give a more substantial dining experience to residents of Gugulethu. Estratweni Mobile Foods currently has four food trailers and currently employs ten staff members to date, and shows no sign of letting up as they keep reaching higher heights. Their advice to entrepreneurs looking to start their own food business? Simple: “Just start!”.
Township Economy

Moving township tourism away from...
Dlala Nje

Dlala Nje is not strictly a tourism company, marketing itself as a social enterprise that aims to offer “immersive experiences” in the inner city of Johannesburg to change negative perceptions of the city.

Located in the iconic Ponte building in Hillbrow, Dlala Nje was established in 2012 and provides tours for individuals, groups and corporates; on the tours, they get to hear the sounds of the city, eat local food and meet people on foot in Hillbrow and Yeoville.

Ponte, the most recognisable building on Johannesburg’s skyline, has long been associated with inner city decay and was avoided by the middle and upper class following the flight to the northern suburbs in the 1990s.

The Johannesburg CBD and surrounding areas have almost become “no-go” zones for the financially comfortable. This is starting to transform as areas such as Maboneng in Jeppestown and parts of Bertrams become increasingly trendy and gentrified.

Samantha Varney, director of Dlala Nje, said the Johannesburg CBD is becoming “more and more exciting, it’s not the unknown anymore”. “People have a perception that everyone from Hillbrow is a criminal, but it is the people living in those areas who are actually the most affected by crime,” Varney said.

She acknowledged that Dlala Nje operates in communities where many people are poor and acknowledged that “poverty porn” is something that those operating in tourism need to understand and engage with, so as to avoid it.

Dlala Nje takes visitors into Yeoville and Hillbrow on foot, where they are encouraged to take cash to buy from local stalls, and every group receives a talk about not taking photos of people without their permission. All their service providers are locals and tour guides explain the rich history of the areas as people walk through.

Dlala Nje also has a social enterprise operating in Hillbrow, and Varney estimated between R600 000 and R1-million is given back to the Bertrams, Hillbrow and Yeoville communities every year.

But Varney noted that tourism “is not a silver bullet” for social issues. While it is good for the country, there also needs to be a focus on fundamentals such as education and employment.

Pro-Team Lodge

The Pro-Team Lodge, in Pongola, KwaZulu-Natal, 10km from the Swazi border, is a small bed-and-breakfast with 10 rooms, owned and run by Melusi Bheki.

He established the business in 2011, after the World Cup, as a means of creating a livelihood for his family. The lodge is nestled in the foothills of the Lebombo mountain range and is surrounded by sugarcane and fruit plantations.

Bheki employs five people in the lodge; most clients are South African and he admits that business is slow, citing fierce competition from other accommodation options in the picturesque region.

He will be among the micro-businesses displaying at the African Travel Indaba in Durban in May. He hopes to attract more visitors, add more rooms to the lodge, expand the conference facility and install a swimming pool.

Sakhumzi Restaurant

On a quiet day, Sakhumzi’s landmark restaurant on the world famous Vilakazi Street has 200 customers. Maqubela established the eatery in 2011 after driving through townships as an FNB ATM technician, where he observed massive numbers of people sitting around on the streets with nothing to do during the day.

Born and bred in Soweto, he said he noticed unemployment rising in the township from 1991, and decided to play his part by opening a restaurant instead of an IT company, to give back to the community.

From employing four people to 110 currently on two shifts, Sakhumzi’s is jam-packed over weekends, and people come from all over the country and the world for the famous buffet, drinks, entertainment and atmosphere. Many DJs and artists have received exposure from performing at the restaurant.

He provided assistance for the founding of a number of other restaurants along Vilakazi Street, famous for housing two Nobel laureates, former president Nelson Mandela and Archbishop Emeritus Desmond Tutu. “Everyone gets to benefit … I feel there is enough space for everyone,” Maqubela said.

He said unemployment can become a thing of the past; big corporates need to implement enterprise development as part of their procurement chain, provided for by the Broad Based Black Economic Empowerment (BBB-EE) codes, and that this should be enforced by government.

Maqubela has also seen a decline in the number of tourists flocking to his restaurant amid the country’s economic woes and political uncertainty. The eatery usually grows at 30% per annum and has dipped to between 20%-25% in recent times, with more locals than foreigners as patrons.

Overall, however, Sakhumzi’s is expanding; he said word of mouth is his best marketing tool. He also attends the Africa Travel Indaba in Durban and international travel shows in London and Berlin. He laments that many local businesses do not understand the value chain of tourism. “Anyone can start a business, but to scale it to the next level is always a struggle,” said Maqubela.

Maqubela started life in Beverly Hills in Soweto and he dreams of living in Beverly Hills in California, US or the wine region in that state, Napa Valley. Sakhumzi’s has expanded beyond what he could have ever imagined as a banking technician.
**Township Economy**

**Change the lens:**

**How to grow the informal economy**

Author GG Alcock has solutions to grow the kasi economy

Tehilah Nisolow

G
overnment and the private sector needs to change the framing around the informal economy if the stubbornly high unemployment rate and sluggish economic growth are to be tackled, according to author of the book KasiNomic Revolution by GG Alcock.

When Minister of Higher Education Naledi Pandor this week encouraged young people to take up entrepreneurship, she was criticised for on social media. People complained of the high barriers to entry, such as the inability to access capital and competition from established businesses.

There are already hundreds of thousands of entrepreneurs in townships, and government should recognise hawkers as legitimate businesses says Alcock. At the quarterly release of the unemployment statistics by Stats SA, the number of people joining the informal sector always jumps, while the number of formal positions decline.

But there are a number of massive challenges standing in the way of potential entrepreneurs and people either hoping or forced to join the informal economy. The strangled nature of the South Africa’s business climate was noted as one of the issues inhibiting economic growth by the International Monetary Fund’s (IMF) managing director Christine Lagarde in a visit to the country in December. She promised to use the international lender’s experience to help unblock some of the monopolies in key sectors.

South Africa’s economic woes are far from over. There was an overall prediction of modest recovery in 2019, but the IMF this week cut South Africa’s Gross Domestic Product (GDP) forecast from 1.5% to 1.3% in 2019, predicting continued policy uncertainty after the May general elections. Government has tried to place the township economy front and centre to showcase its commitment to the informal economy. The township economy was one of the key pillars addressed by Gauteng Premier David Makhura when he took office in 2014. He said in his state of the province address in February that the provincial administration started by spending R600-million buying goods and services from township businesses, and that this has increased to more than R22-billion in the last five years.

The question remains how government can measure improvements and policy choices in the informal sector, which by its nature is unaudited and not subjected to many of the regulations traditional business face.

Alcock, an activist and entrepreneur, believes the informal sector, which is much larger than just the township economy alone, is completely unquantified and offers tremendous potential for employment and economic growth. He estimates that the informal sector makes up 7% of the country’s GDP and there have been reports that this could go up to 20%.

‘Change the lens’

The muti or traditional healing industry alone, according to Alcock, is worth R3-billion, or 6% of the entire national health budget. He says it is a huge pharmaceutical sector that is not recognised by the government.

The spaza sector is “disrupting” the formal sector and is worth R250-billion, with local stores offering goods at between 5% to 10% cheaper than low-cost grocery giant Shoprite, says Alcock.

The hair care and salon industry is also an enormous contributor to the informal economy, as well as backyard room rentals in townships. There is also an increased demand for culturally correct food, and the informal sector is best placed to provide this.

Alcock says that there are misconceptions about informal businesses, when in fact they are profitable and many have been in place for over five years. “We need to change our lens; the informal sector is not survivalist or subsistence business only,” Alcock says. Despite its size, government support and financial services are not offered to the informal sector, and this is a key issue holding its growth back.

Security of tenure

Alcock maintains that the informal sector must first have security of tenure. An example he uses is a “School Mama” who sells lunch to hundreds of school children but is reluctant to invest further in her business, as a new principal or new regulations promulgated by the department of basic education could remove her from the premises.

Traders are also unlikely to employ an extra person in their business, buy a new fridge or spend capital if they are unsure that local authorities will allow them to continue operating.

He references a possible solution used in the Bantustans under apartheid, which gave people Permission To Occupy (PTO) areas and allowed them to do business. Municipalities should also look at their by-laws in areas such as trading to ease access for the informal sector.

Another key issue holding informal businesses back is the lack of access to finance, whether it is for stock or equipment. Many financial institutions want to see audited statements before extending credit to businesses and most informal businesses do not operate under these conditions and have no official records.

In Kenya, the informal sector is increasingly making use of mobile applications to record transactions, in order to access finance and banking, which is a possible solution for South Africa’s informal economy, according to Alcock.

A third issue of importance for Alcock is that government often looks to link small businesses inside townships to large, established procurement chains — and this model will never work. Instead, township businesses should be supplying companies within townships, instead of them turning to Shoprite for their products.

“Interventions should not be how to get them off the street, but to keep them on the street and increase their business,” Alcock says.

He points to the massive social grant programme by government, with over 17 million recipients, some of whom receive their payouts through Shoprite and Boxer stores. “Even the social grant system is designed to grow the formal economy,” says Alcock.

He advises instead that government should pay social grants through spaza shops and hair salons, which would immediately give the sector an enormous boost.
About 28% of informal workers are own-account workers, meaning that they are self-employed in activities such as street vending, but are not registered for tax or VAT and do not employ others. The other group, (just under 7% of the informal economy) of self-employed workers are also concentrated in their informal sector businesses. This is the group (employers) that is increasingly receiving attention in the World Bank and International Monetary Fund’s publications, as workers who can be “formalised” and brought into the tax net and other regulatory structures.

Hierarchies of risk

Gender-based poverty also differ considerably across the township economy. Unlike common depictions of the informal economy as a single “undifferentiated” group of workers, the evidence shows that informal employment is composed of various categories of employment, in the form of a pyramid hierarchy. Poverty risk by status in employment. Source: Author’s calculations from the 2015 Labour Market Dynamics Survey, is marked gender-based wage inequalities in informal employment, in the form of a pyramidal hierarchy. Poverty risk by status in employment. Source: Author’s calculations from the 2015 Labour Market Dynamics Survey.

Women earn less than men within each of the same broad categories of employment. Women are also concentrated in the lowest-paid types of employment in the South African informal economy. Women tend to only make up a small percentage at the bottom of the pyramid, where earnings are lowest and poverty set at the highest. Moreover, most unpaid family workers are women.

These differences have significant policy consequences. Understanding these (and other) sources of vulnerability is crucial to designing policies that address poverty reduction, gender equality and income inequalities.

For example, a policy that aims to help informal entrepreneurs to expand would almost certainly have a gender bias towards men, since almost 90% of informal employers in South Africa are men. And it is also likely that women at the bottom of the pyramid are more vulnerable to a number of different threats than men at the to. As such, the policy solutions may vary for workers in different segments of the pyramid.

Informal economies are diverse:

South Africa’s informal economy has been growing and booming for years, albeit in the shadow of the “formal” economy. However, a notable factor of the informal economy is that it has never been comprehensively researched to establish the total turnover of businesses, or its contribution to employment levels and the development of the informal economy and its role as a “safety net.”

The term “township economy” could be understood to be a reference to enterprises and markets based in townships — locations or suburbs in predominantly peri-urban areas — where entrepreneurs from within or outside the township live. This says how businesses, in the form of a “township economy,” are a number of products and services our clients require when a funeral is arranged that we choose not to provide. We refer to such services as non-core services, and no capital outlay. AVBOB spends on average approximately R2 million per year on education for township entrepreneurs in townships and rural areas by setting up training and development initiatives from government and non-governmental organisations. Business opportunities are not only driven by need, but also created by chance or default.

Was the case seven years ago, when a young volunteer at a community garden in the sprawling township of Khayelitsha outside Cape Town found an innovative solution for an unused spinach crop which they planted at the time. Lufefe Nomjana eagerly searched the internet for possible answers and in this process stumbled upon informal spinach bread recipes.

SAFETY

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A formal economy is that which is regulated by government and is subject to taxation. By contrast, informal economies are largely unregulated and therefore not subject to taxation. They are a product of the economic and social conditions of a particular country or region.

SOUTH AFRICA’S INFORMAL ECONOMY

SOUTH AFRICA’S INFORMAL ECONOMY

South Africa’s informal economy has an estimated value of R1.5 trillion, or 35% of the country’s GDP. It employs an estimated 30 million people, or 35% of the labor force, and generates about 40% of the country’s GDP. The informal economy is a major contributor to economic growth and poverty reduction in South Africa. However, it is also a source of vulnerability and inequality for many South Africans.

SUSTAINABILITY AND FOOD SECURITY

The informal sector also plays an often overlooked, yet critical role in the behaviour of the agri-food value chain. According to a 2019 World Wildlife Fund report on agri-food systems, the ability of spaza shops to provide access to affordable food for the urban poor is an important component of future food security.

In accordance with the company’s strategy to expand its national footprint and its commitment to further the objectives of broad-based black economic empowerment, AVBOB has developed a strategy to support enterprise and supplier development programmes which will focus on developing small businesses within previously disadvantaged groups, with specific focus on suppliers providing goods and services to its funeral agencies.

Township enterprises operate in a bustling and competitive environment with businesses ranging from street-vendors to services, stokvels, child care centres, shebeens, food vendors, minibuses, taxis, hair salons, bed and breakfast services, burial societies, mechanical services and, lately, Uber services.

SHARING VALUE, BREAKING THE CYCLE OF POVERTY

Nurturing new entrepreneurs and enterprises is seen as one of the key aspects of revitalising the South African economy. The unemployed as well as young people are often encouraged to start their own businesses and become entrepreneurs. These initiatives are mainly driven by development agencies and business schools at universities as well as other tertiary institutions. Although these efforts are vital in ensuring the growth of the economy and eradication of poverty, empowering ordinary people – the woman or man on the street – remains equally important.

From day one, the concept of uplifting their members has been not only a part of the service delivery and employment picture. “These entrepreneurs then earn a turnover of eight average of eight people from local communities on a permanent basis and they use other local business people to source services and products (such as catering equipment, house tents, flowers or a photograph), which AVBOB does not directly offer or provide to clients. There are a number of products and services our clients require when a funeral is arranged that we choose not to provide. We refer to such services as non-core services. These non-core services that emanate from AVBOB funerals continue to support and sustain thousands of entrepreneurs and their families in their respective areas,” he explains.

“Depending on a number of factors covering the spectrum, from the size of the funeral branch to the average household disposable income to the state of the economy, the percentage spend on non-core services could be as high as 56% of the total cost of the funeral,” he says.

THE POWER OF THE TOWNSHIP ECONOMY

– from spaza shops to funeral services

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Township enterprises operate in a bustling and competitive environment with businesses ranging from street-vendors to services, stokvels, child care centres, shebeens, food vendors, minibuses, taxis, hair salons, bed and breakfast services, burial societies, mechanical services and, lately, Uber services.
OLD MUTUAL SUPPORTS SMALL BUSINESS

At Old Mutual, we believe SMMEs are productive drivers of inclusive economic growth and development – and we tailor-make solutions to help empower them.

SUPPORT FOR SMALL BUSINESSES
Old Mutual has two development funds to help grow SMMEs across South Africa. These are the Enterprise and Supplier Development Fund and Masisizane Fund.

WE CAN HELP SMMES WHO NEED access to markets, affordable finance and skills development.

To find out whether your business qualifies, contact: Supplierdevelopment@oldmutual.com or call 011 217 1128 MasisizaneEnquiries@oldmutual.com or call 011 217 1746

Old Mutual is a Licensed Financial Services Provider