





SOUTH AFRICAN COUNCIL FOR GRADUATES COOPERATIVE

Competent Graduates, Profitable Cooperatives

Thamsanqa Maqubela Executive Chairman

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SACGRA BUSINESS TOOLBOX GAME CHANGER FOR ENTREPRENEURS

APRIL, 2019



Successful Entrepreneurs Are Change Makers, They Do Not Get Stuck Nor Become Rejected, They Get Redirected Through Pain And Innovation. The Business Toolbox Innovation Is An Important Tool And Resource In The Life Of An Innovative Entrepreneur Who Runs A Viable Business.

What are you waiting for?





Join the Business Toolbox Incubation queue and accomplish your entrepreneurship goals...

WHO WE ARE & BOARD OF DIRECTORS?



MISSION

To grow a high calibre of youth and advance graduate cooperatives as viable economic entities to accelerate innovations and industrialization program of South Africa

VISION

Internationally recognized champion for youth economic advancement

VALUES WE LIVE BY

Integrity - High Performance - Collaboration - Stakeholder Priority - Entrepreneurial

ABOUT THE SACGO

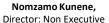
SACGC is a graduates council established in terms of the Co-operative Amendment Act, No 6 of 2013 to grow a high calibre of youth and the advancement of graduate cooperatives as viable economic entities to fast track job creation, foreign direct investment and skills transfer to grow the economy in municipalities and rural areas.

It is a council established to provide skills development innovation, support, monitoring and evaluation as per the dictates of the Skills Development Act 97 of 1998 and in accordance with the mandate of the National Skills Development Strategy and any subsequent post school education and training policies in South Africa.

The SACGC is a member of the Presidential Youth Working Group established by President JG Zuma on June 9, 2015 to advise the President on matters affecting implementation of the youth policy.

Mr Maqubela serves as the Chairperson of the Economic Participation & Transformation Work Stream of the Presidential Youth Working Group. He was also inducted on the World Association of Cooperative Education's Coop Hall of Fame in 2015.









Busisiwe Nsutsha. Director: Non Executive Director: Non Executive



Director: Profiling &



Executive Director and CEO, Thamsanga Magubela

Opening and addressing the SACGC Annual **Review Workshop** and Prestigious Youth **Employment Gala** Dinner on Oct 31. 2017.

WORKPLACETRAINING GOALS & TEAM



The SACGRA (formerly SACGC) has made a commitment to contribute towards workplace training by hosting interns annually. The interns are sponsored by FP&M SETA, FOODBEV, CHIETA, CETA and Services SETA for a period of 12 months to build their careers and work experience. All qualifying graduates will receive stipend top ups from the SACGRA when they meet or exceed targets and milestones for personal development, business discovery and problem solving after three months of being hosted.

The SACGC subscribes to the principle of internship learning, discovery and performance to enrich its interns for employability and entrepreneurship. Resources and time are allocated for the following internship tasks': Learning on the job (15%), workplace discovery, networking and insights (35%) and performance of structured tasks (50%).



Ms Thembekile Pilusa General Manager



Mr Iviwe Nxesi Finance & Projects Manager



Ms Lorraine Kau Media Relations/Events



Ms Aphiwe Duka
Coops Support



Ms Asanda Cuba Receptionist/Admin Assistant



Ms Chiedza Muchimwe Finance & Accounting



Ms Ammeliorate Changachirere
Admin Assistanr



Ms Delene Boshoff
Business Development Consultant



Mr Ian Brodie
Developer Business Toolbox



Ms Thandeka DikoDatabase & Communication



Ms Phathekile Mbasane
Business Development



Mr Phila Tause Marketing



Ms Nonsikelelo Dube Admi Assistant



Ms Ellen Morobi Office Care



Ms Sithembisile Mbatha Admi & Accounts



Mr TC Maqubela



Mr Sipho Khuzwayo Regional Manager: KZN

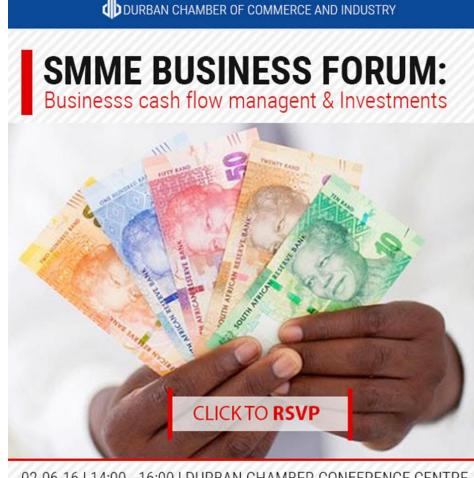


Ms Amanda Buthelezi Research Intern

REPORT ON THE CONTRIBUTION OF SMMEs



- A new report by The Small Business Institute (SBI) claims that South Africa only has a quarter of a million (250 000) formal small, medium and micro-sized enterprises (SMMEs) some way off many other reported estimates.
- Moreover, the research shows that while 98.5% of the country's economy is made up of small and mediumsized enterprises (SMEs), they're only delivering 28% of all jobs.
- Previous reports put the number of SMMEs at 5.6 million
 of which 3.3-million were 'survivalist businesses, 1.7 million micro-enterprises and 554,000 small enterprises'.
- According to SBI's report, as many as 56% of jobs in South Africa are created by the 1,000 largest employers, including the government.



02-06-16 | 14:00 - 16:00 | DURBAN CHAMBER CONFERENCE CENTRE

MAKE A WISE INVESTMENT

BUDGET FOR SMME/COOPS FUNDING IN SA





- On the financials of the DSBD the total allocation for 2018/19 was R1.448bn.
- The SEDA was allocated 51.7% of the total allocation amounting to R769.452m.
- The Industrial Development Corporation (IDC) was allocated 0.7% which amounted to R10m. The remaining 47.6% which amounted to R709.001m remained with the DSBD.

PUNDITS ON SMME SUCCESS RATE?



- According to a speech given by the **South African**Trade Minister, Rob Davies at a press conference in May 2013, five out of seven new **small businesses** started in **South Africa fail** within the first year. That is an alarming **failure** rate of 71%. ...
- These businesses accounted for almost 12 million jobs in the country.



How can your business assist with access to market through enterprise and supplier development?



KEY STATISTICS FROM SEDA ON SMMEs

KEY INDICATORS 2015Q2	
Number of SMMEs	2 251 821
Number of formal SMMEs	667 433
Number of informal SMMEs	1 497 860
SMME owners as % of total Employment	14%
% Operating in trade & accommodation	43%
% Operating in community services	14%
% Operating in construction	13%
% Operating in fin. & Business services	12%
% Contribution to GDP	42%
% Black owned formal SMMEs	134%
% Operated by income group < R30k pa	7%



http://www.seda.org.za/Publications/Publications/Imbadu%20Newsletter%20Q2%20and%20Q3%202016.pdf

SOLUTIONS - BUSINESS TOOLBOX INNOVATION





In partnership with:





WHO WE ARE & BOARD OF DIRECTORS?



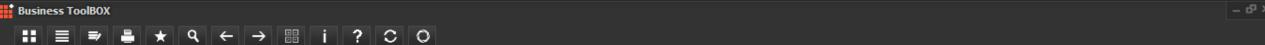


In partnership with:



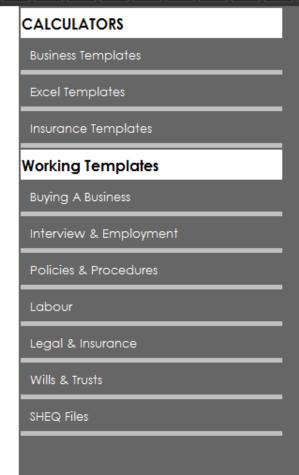
Starting a Business	♠ Business	(F) Health & Safety
Research Your Idea	General	Workplace Safety
easibility	Buying a Business	HIV AIDS
tart Up Costs	Expanding & Growing	Occupational Health
Pricing & Costing	Franchising	Your Health
he Business Plan	General	SHEQ File
Business Entities & Formation	Home Business	Labour/HR/Staff
Compliance	Improving Your Business	Disciplinary Codes & Practice
Business Premises	Family Business	Employees
Accounting & Finance	Compliance	Empowerment Equity & SETA
ales & Marketing	Business Entities	Interviewing/Employing/Dismissa
GENERAL	BEE	Information & CCMA
Business Development Canvas	Consumer Protection Act	Working Documents
(1)	Hospitality Industry	Payroll
Accounting & Financial	Intellectual Property	Policies & Procedures
accounting & Bookkeeping	National Credit Act	INFOGRAPHIC
Cash Flow Management	Taxes & SARS	
Debtors	UIF	
inancial Management	Compensation Fund	
Pricing & Costing	POPI	
NFOGRAPHIC	Operations	
	Exporting / Importing	
	IT - Information Technology	
	WEB - World Wide Web	
	Inventory & Materials	
	Property - Buying / Renting	

Health & Safety	\$\ \\$\ \\$\ \\$\ \\$\ \\$\ \\$\ \\$\ \\$\ \\$\	© Soft Skills	
Vorkplace Safety	Customers	Finding Yourself	
IV AIDS	Marketing	Maximising Your Potential	
Occupational Health	Selling	Thinking Skills	
our Health	Networking	Setting Your Vision & Defining Your Goals	
HEQ File	Trade Shows	Personal Confidence & Motivation	
Labour/HR/Staff	Guest Houses & Tourism	(E) Management	
	INFOGRAPHIC		
isciplinary Codes & Practice	Management & Restructure	MBA	
mployees	Management & Restructure	Management Basics	
mpowerment Equity & SETA	Business Turnaround	Labour Procedures	
terviewing/Employing/Dismissal	Difficult Times	Operations Management	
nformation & CCMA	Management	Sales & Marketing	
Vorking Documents	Project Management		
ayroll	♠	Succesfull Prospecting in Sales	
olicies & Procedures	Legal & Insurance	Closing the sale	
NFOGRAPHIC	Estates	Essentials Of Marketing	
	Insurance	Career & Employment	
	Legal Contracts		
	Legal Tips	How to Excel at Interviews	
	Wills & Trusts	Fastest Way to the Interview	
		Interview Secrets	
		Essential Job Searching Tools	
		Becoming More Employable	
		How to Prepare for An Interview	
		Tips To Create A Top CV	





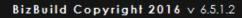




BUSINESS TEMPLATES

- **X** Balance Sheet
- Business Budget 12 Months
- **Business Budget**
- Business Start Up Costs
- Cash Flow Statement
- Debtors Age Analysis
- Income Statement
- \mathbf{X} Job Card
- $oxed{X}$ Sales Commission Calculator
- $f{X}$ Financial Statement Template
- Cash Flow Forecasting Template

Business ToolBox































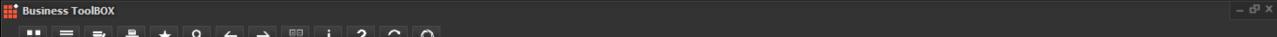


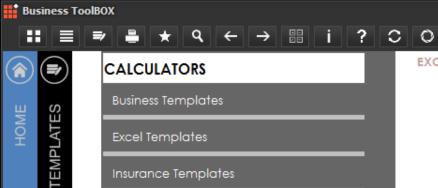












Insurance Templates

Working Templates

Buying A Business

Interview & Employment

Policies & Procedures

Labour

Legal & Insurance

Wills & Trusts

SHEQ Files

EXCEL TEMPLATES

f X Bond Repayment Calculator

Consumer Debt Manager

Disposable Income Calculator

Employees Tax Calculator

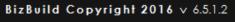
Multi Loan Calculator

 $oxed{X}$ Net Worth Calculator

Vehicle Loan Repayment

Vehicle Running Costs



















































TRANSITION FROM GRANT TO COMMERCIAL ECONOMY



THE BUSINESS TOOLBOX – WHAT IS IT?





The Business Toolbox covers all aspects of business, from starting a business, compliance, management, sales and marketing, policies and contracts, finance and accounting, health and safety, legal and insurance, career and employment, human resource and labour issues as well as everything needed to run a successful business.



It is an A-Z comprehensive business operations software in a CD or USB which has a plug and work features for small and medium sized business.



We recommend it to all companies to sponsor for SMMEs, new ventures, W&R SETA SEFA, NEF, IDC as a complementary package to help scale business small businesses.



Current clients include De Beers Marine, Anglo American Platinum, Royal Bafokeng Enterprise Development for its supplier and enterprise development programs.



It increases business administration capability of Small, Micro and Medium Sized Enterprises, thereby reduce business failure rate by about 20%.



Business Toolbox improves the confidence of the entrepreneur to be involved in the administration of her/his business due to its accessibility, portability & ease of use.

FEATURES AND BENEFITS?



CURRENT CLIENTS











Business Toolbox is a plug and work software for business operations;



It has 150 business templates, 5000 pages of insights, manuals and intelligence;



It is an essential business toolbox for NEW VENTURE, Start Ups, SMMEs, Cooperatives;



A comprehensive and one stop shop business operations software at the palm of your laptop or PC;



User friendly, easy to use, templates uses word and excel downloads for quick referencing and adaptations;



Business toolbox increases business survival, scalability and sustainability;



CASE FOR PURCHASE?





Business toolbox increases business survival, scalability and sustainability;



Toolbox is very cost effective – at only R9 500 per software in a CD or USB including free introductory training for a minimum of 25 users on a full day skills training program;



SACGC is pursuing a formal partnership your company or organization to sponsor the business toolbox for start ups, SMMEs, school, college or university entrepreneurship programs.



Companies can buy the Business Toolbox through CSI or BBBEE to score points for economic transformation since Toolbox is a preferred business incubation, operations and sustainability software;





BECOME A PARTNER OR AN AFFILIATE TO GROW THE POOL OF INFLUENCE IN JOB CREATION AND WEALTH DEVELOPMENT BY EMPOWERING THE YOUTH OF SOUTH AFRICA THE BUSINESS TOOLBOX INCUBATION.

THANK YOU!

Thamsanqa Maqubela

<u>Executive Chairman</u>

<u>chairman@cooperativecouncil.co.za</u>

Thembekile Pilusa

General Manager

development@cooperativecouncil.co.za

The Fourth Industrial Revolution – SOUTH AFRICA'S Chance

https://www.youtube.com/watch?v=6ZOkoRuV1R0