



Land Claimant Communities SMME Support and Supplier
Development Programme (Limpopo & Mpumalanga provinces)

Land Claimant Communities SMME and Supplier Development for Responsible and Inclusive Tourism Value Chains in the Kruger National Park Project

IMPLEMENTATION PLAN

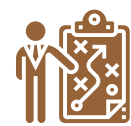
Indalo Inclusive South Africa & Datacomb| SANParks - UNDP Project



Land Claimant Communities in Protected Areas of South Africa (LACOMPSA) is the SMME Incubation Project targeted at benefiting six (6) land claimant communities in Mpumalanga and Limpopo Provinces of South Africa within areas close to the Kruger National Park (KNP).

The KNP is the site of several land claims by communities living adjacent to the park. Through this project, SANParks desired to meet the requirements of its mandate and mission whilst also having to respond to the pressing need of achieving redress by satisfying its obligation to land claimants - whose land claims cover a considerable area of the KNP.

The project was designed and seeks to achieve the following objectives:



Synthesis and planning to develop an integrated land claimant programme as part of the Kruger Integrated Development Plan (IDP), and in support of the implementation of an enterprise support programme for land claimants.



Identify potential opportunities inside and adjacent to the KNP to improve livelihoods of land claimants.



Develop and implement biodiversity economy and socio-economic programmes in land claimants' areas around the KNP, and



Develop an Enterprise and Supplier Development (ESD) Programme to facilitate SMME training and development market access, contractual arrangements and resources mobilization.

INDALO THEORY OF CHANGE

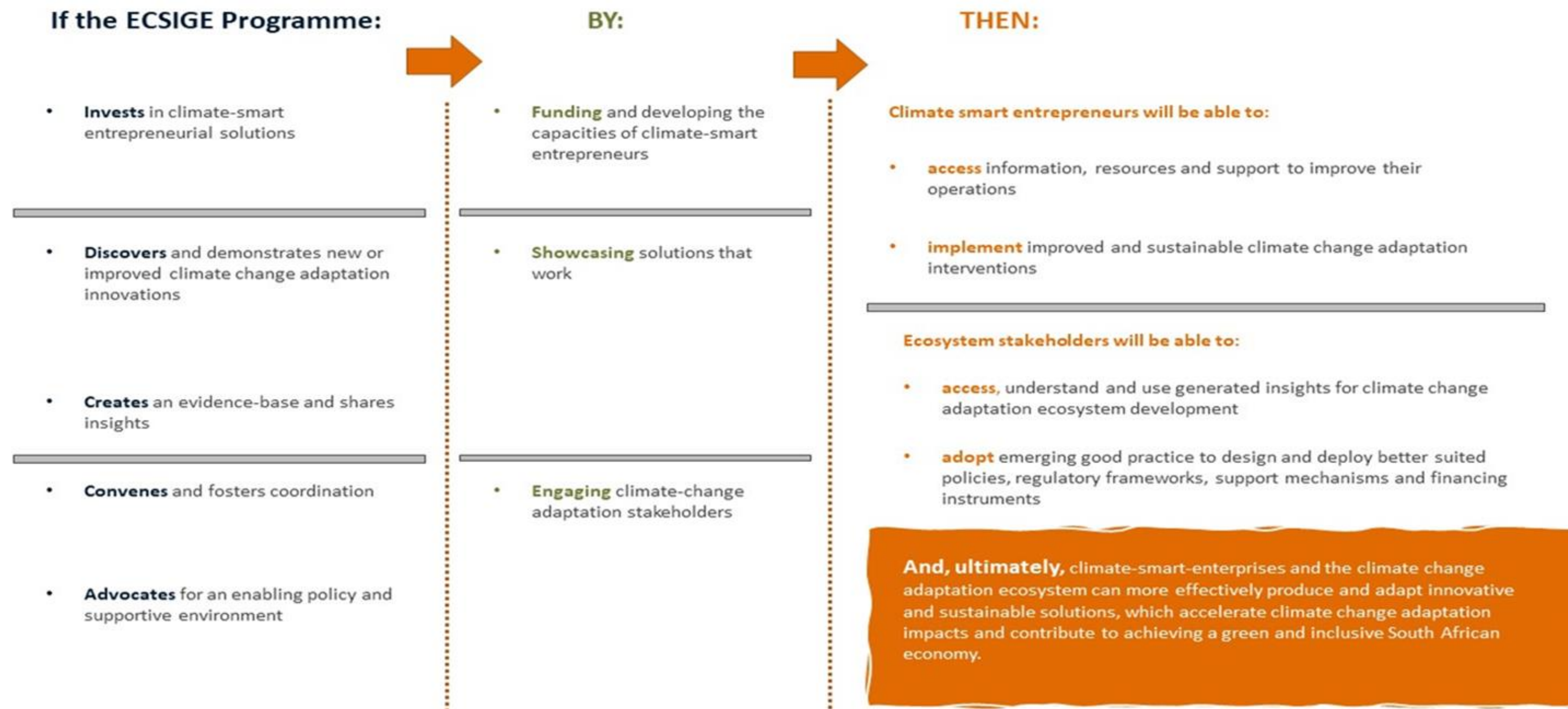
At Indalo we are convinced that on the way to an inclusive green economy in South Africa a key pillar is the greening and "going sustainable" of conventional enterprises, but even more so is the promotion, advancement and strengthening of eco-inclusive entrepreneurship - entrepreneurship that integrates social, environmental and economic impacts around the core value proposition of the enterprise, or how we would call it Indalopreneurship.

indalo
inclusive



**ECO-INCLUSIVE
ENTREPRENEURSHIP**

INDALO THEORY OF CHANGE



DIALOG & POLICY

INDALOPRENEUR



Turning eco-inclusive business ideas
into positive impact through enterprise
support



ECSIGE

Reaping the potential of entrepreneurship
for a climate - smart inclusive green
economy in South Africa

Funded by



IKS



ISimang

LACOMPSA

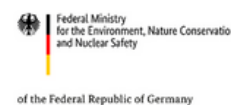


SCORE



International
Labour
Organization

JTEP



SIaweCCA



RWC



STV



WWF- Khetha



Objectives
The purpose of the conference is to share experiences in implementing community-based conservation initiatives

Objectives

Synthesis and planning to develop an integrated land clamant programme as part the Kruger Integrated Development Plan (IDP) and in support of the implementation of a enterprise support programme for land claimants.

Objectives

Sustaining Competitive and Responsible Enterprises (SCORE) is an ILO global programme that improves productivity and working conditions in small and medium enterprises (SMEs).

DFC



Objectives

The Indalopreneurs Just Transition Enterprise Support Programme (I-JTEP) is implemented as a part of the Strategic Partnership for the implementation of the Paris Agreement (SPIPA) Programme.

Objectives

The South African Women Entrepreneurs Climate Change Awards (SiaweCCA) are South Africa's first women entrepreneurship award focused on showcasing the most innovative climate smart women owned enterprises in South Africa.

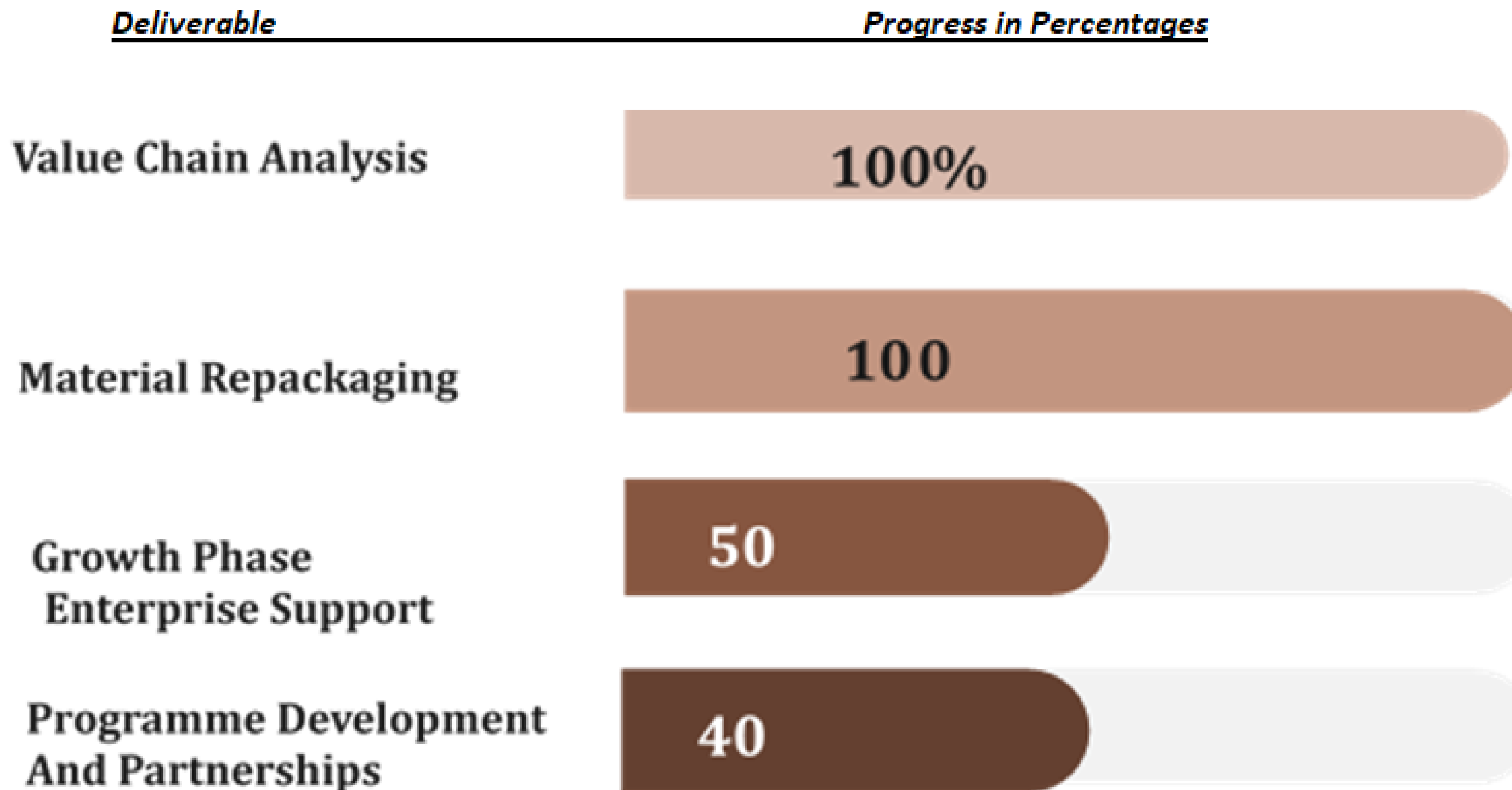
Objectives

Resilience in Wildlife Communities for the Social and Green Economy Programme supports enterprises to understand and implement strategies for business sustainability and resilience which assists enterprises to develop a framework to harness the opportunities presented by alternative value chains for inclusive and sustainable growth within the Greater Kruger Landscape.

Objectives

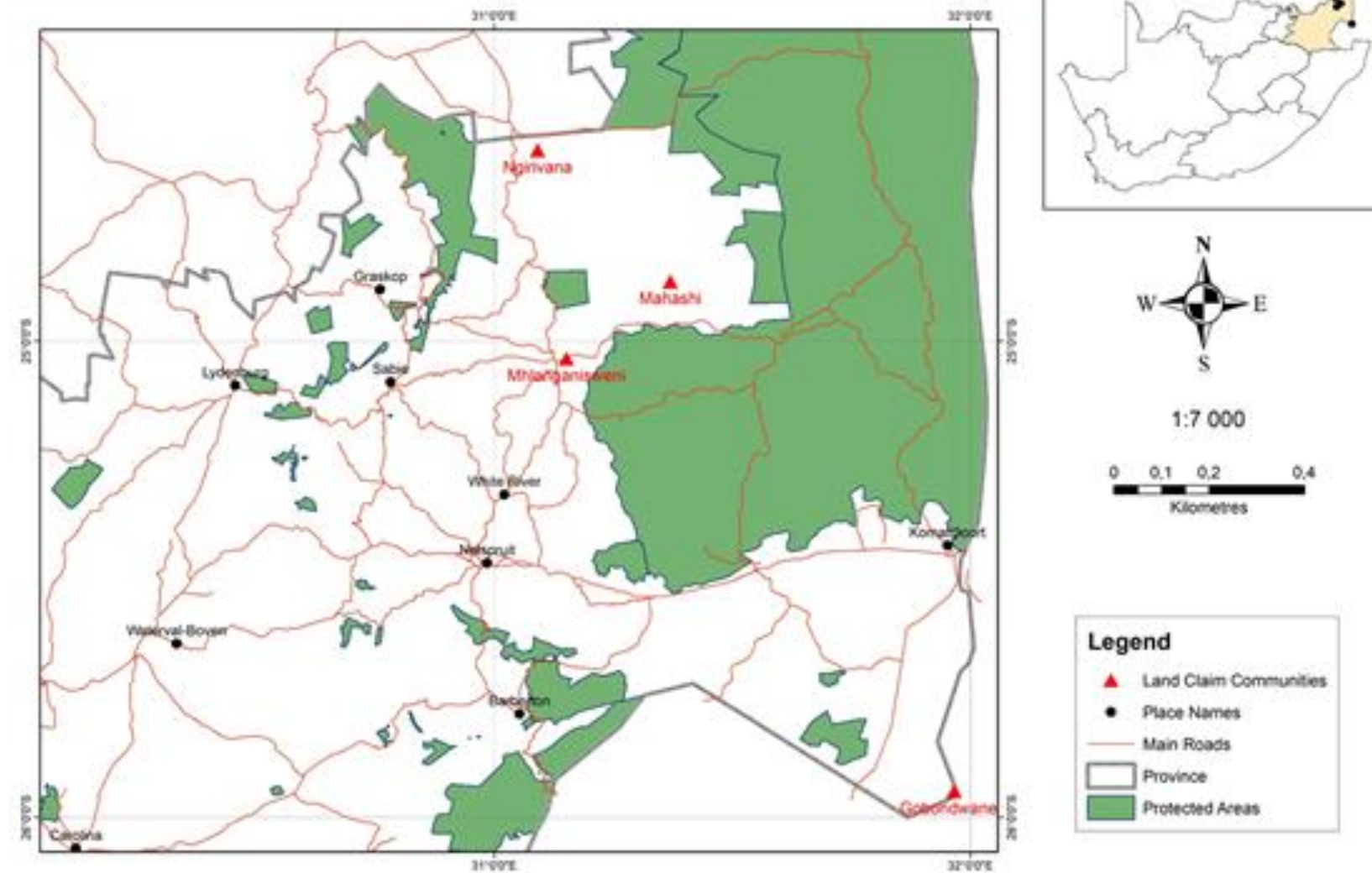
The objective of the project is to implement an integrated training programme that is aimed at promoting principles of inclusive growth and sustainable development for the social and green economy in South Africa

Project Progress

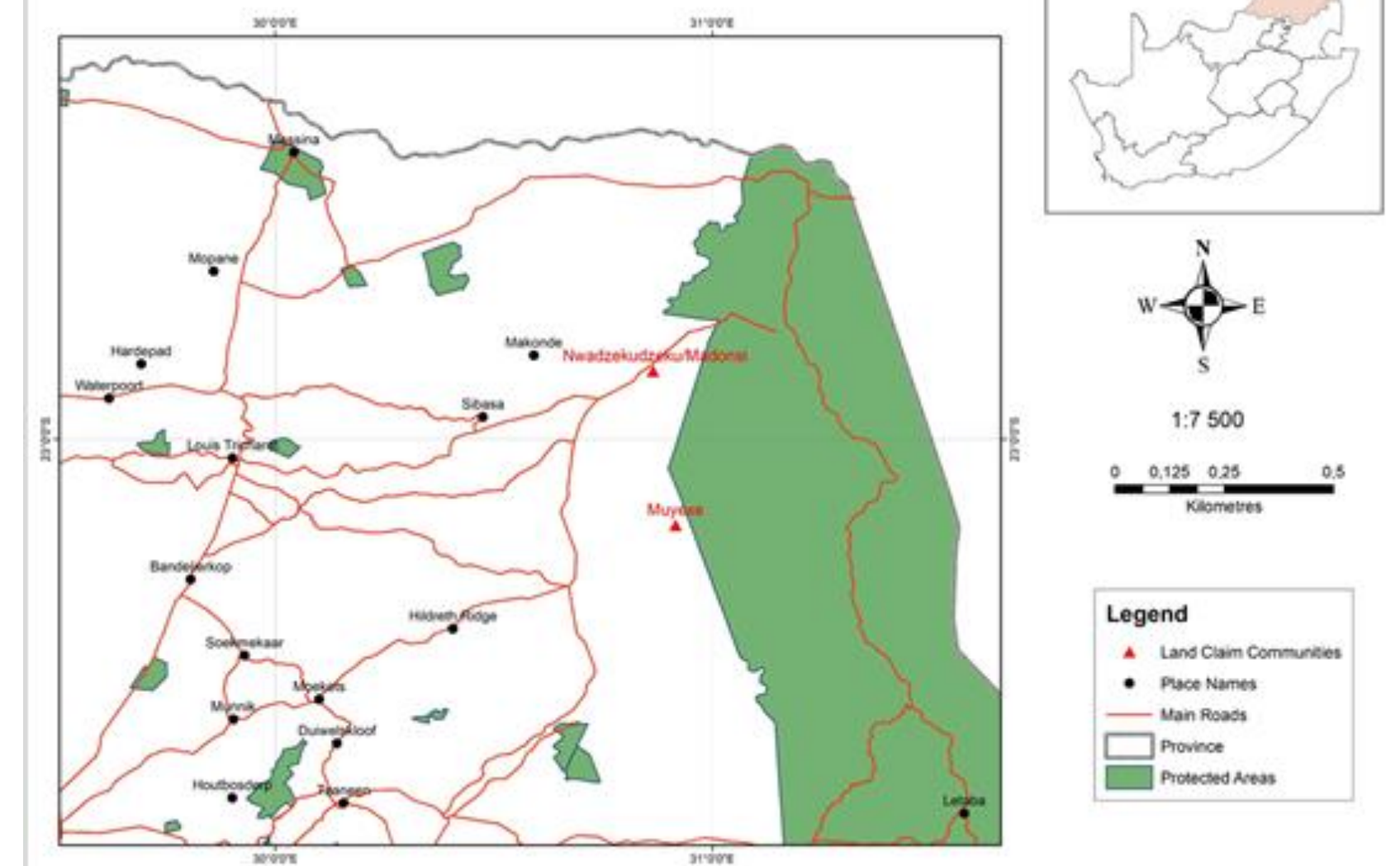


Target Communities

Land Claimant Communities in the Mpumalanga Province



Land Claim Communities in the Greater Giyani Municipality



Value Chain Analysis



POTENTIAL SERVICES PROCURED BY KNP AND PRIVATE NATURE RESERVES/LODGES

Type of service	Linkage Potential	Comments
1 Housekeeping	No	Most prefer in-house
2 Laundry	Yes	
3 Catering	No	Most prefer in-house
4 Deliveries	No	Mostly already outsourced – not viable opportunity unless supplier driven
5 Electrical contracting	Yes	Provided formally qualified/registration
6 Air conditioning/refrigeration maintenance	Yes	Provided formally qualified/registration
7 Plumbing	Yes	Provided formally qualified/registration
8 Waste Management/removal	Yes	recycling
9 Garden Services	Yes	
10 Vehicle Maintenance	Yes	Provided formally qualified/registration
11 Veldt / Alien Tree and plant control	Yes	
12 Road maintenance	Yes	
13 Staff Transfers	Yes	
14 Guest Transfers	Yes	
15 Security Services	Yes	
16 Spa Services	Yes	
17 Tour Guiding	Yes	
18 Entertainment services	Yes	Dancing, storytelling, traditional/cultural experiences

POTENTIAL PRODUCTS PROCURED BY KNP AND PRIVATE NATURE RESERVES/LODGES

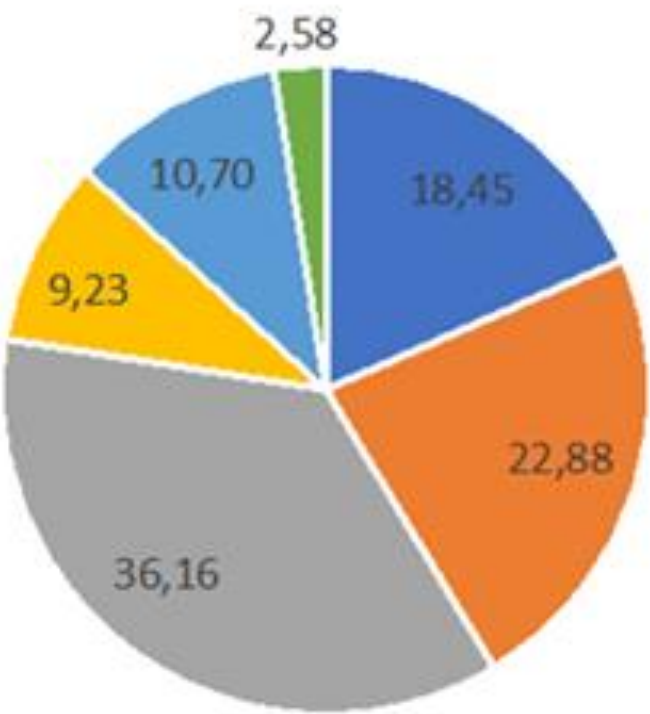
Type of product	Potential	Comments
1 Fruit / Vegetables & Dairy	Yes	Require good quality daily uninterrupted supply
2 Poultry /Eggs	Yes	Frozen and Fresh – will need an abattoir Organic eggs preferred
3 Bread	Yes	Require daily uninterrupted supply
4 Interior furniture & fittings	Yes	Quality, price & service levels concerns
5 Uniforms	Yes	Quality, price & service levels concerns
6 Toiletries	Yes	Quality, price & service levels concerns
7 Health products	Yes	Quality, price & service levels concerns
8 Charcoal/Firewood	Yes	Alien species preferred
9 Stationery	Yes	Quality & price concerns
10 Art & Crafts	Yes	Quality & price concerns

Value Chain Analysis



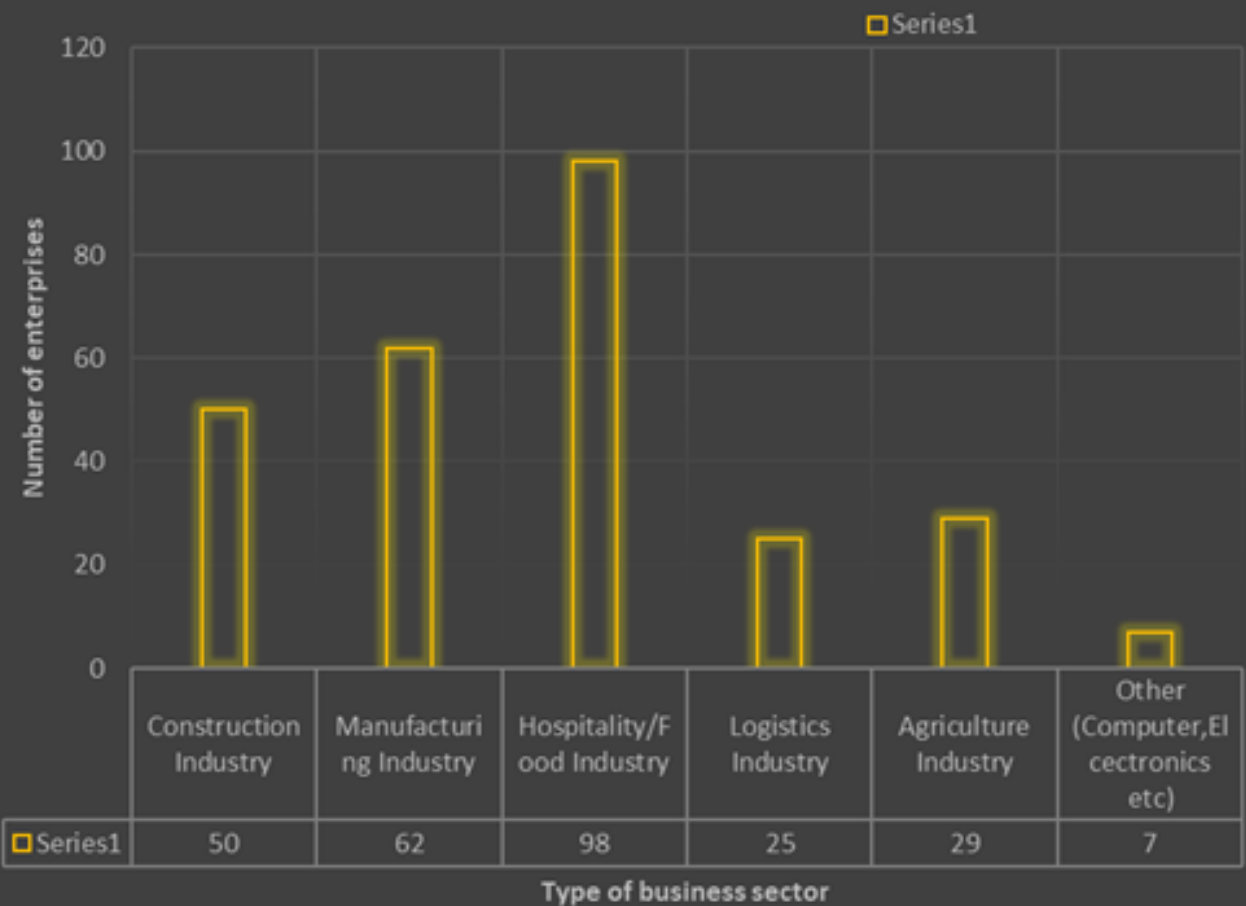
Analysis by Indalo from SMME Study conducted by Dept of Rural Development and Land Reform with SANParks

Business Sectors



■ Construction ■ Manufacturing ■ Hospitality ■ Logistics ■ Agriculture ■ Other

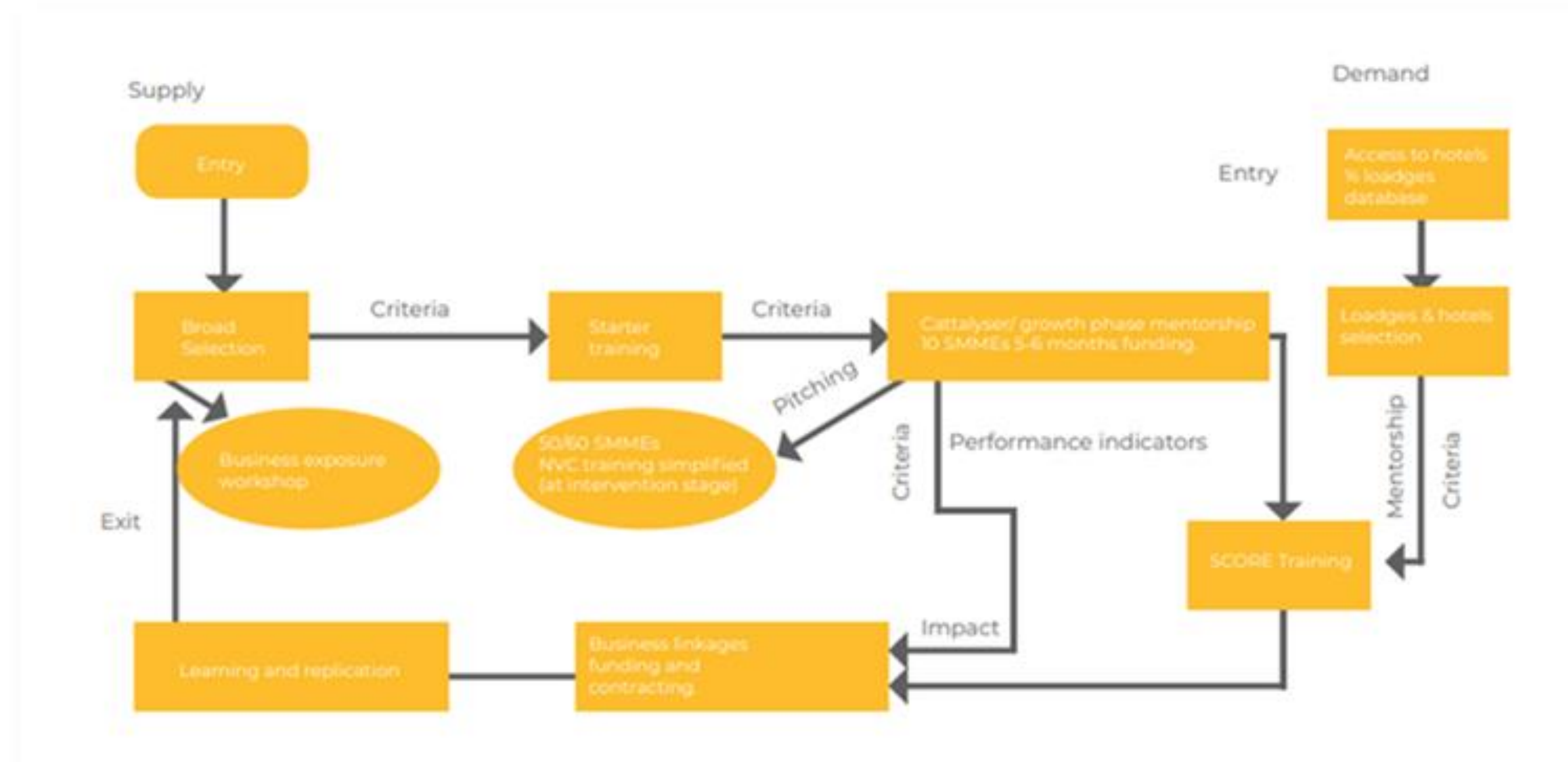
A bar graph illustrating types of business sectors



Programmes Roll Out

Value Chain Analysis	Replicator Training	Starter Programme	Catalyser Training	SCORE Training
Critical phase where SMMEs analyse supply an value chain, which determines success of SMMEs and growth.	Designed to expose aspiring entrepreneurs to already existing successful business models in the Eco and Inclusive space.	Foundation of enterprise, refining of business plans, testing phase of mentorship and support is done in this stage.	Refining of business model and optimizing triple bottom line impacts, secure markets for products and services.	Aims to develop capacity of tourism enterprises to become competitive and sustainable.

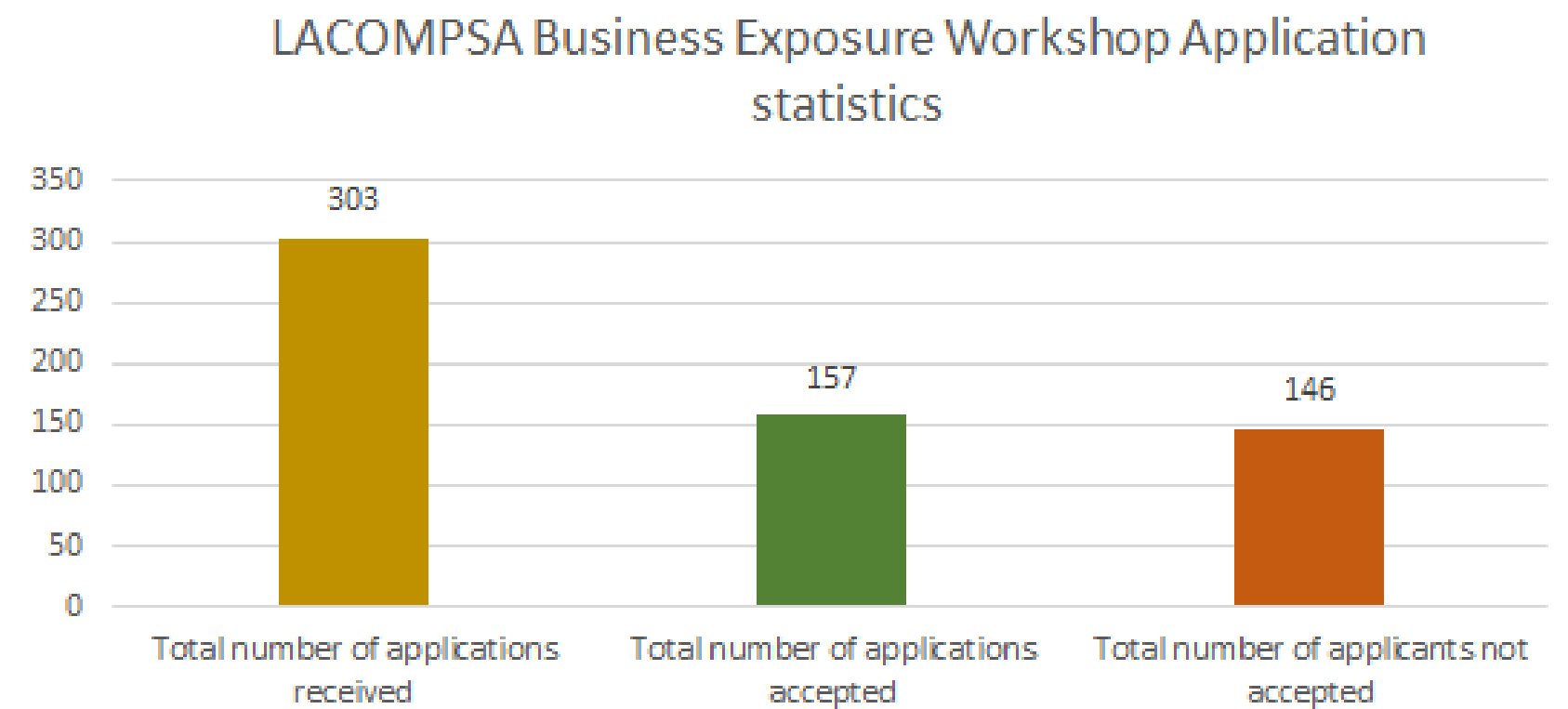
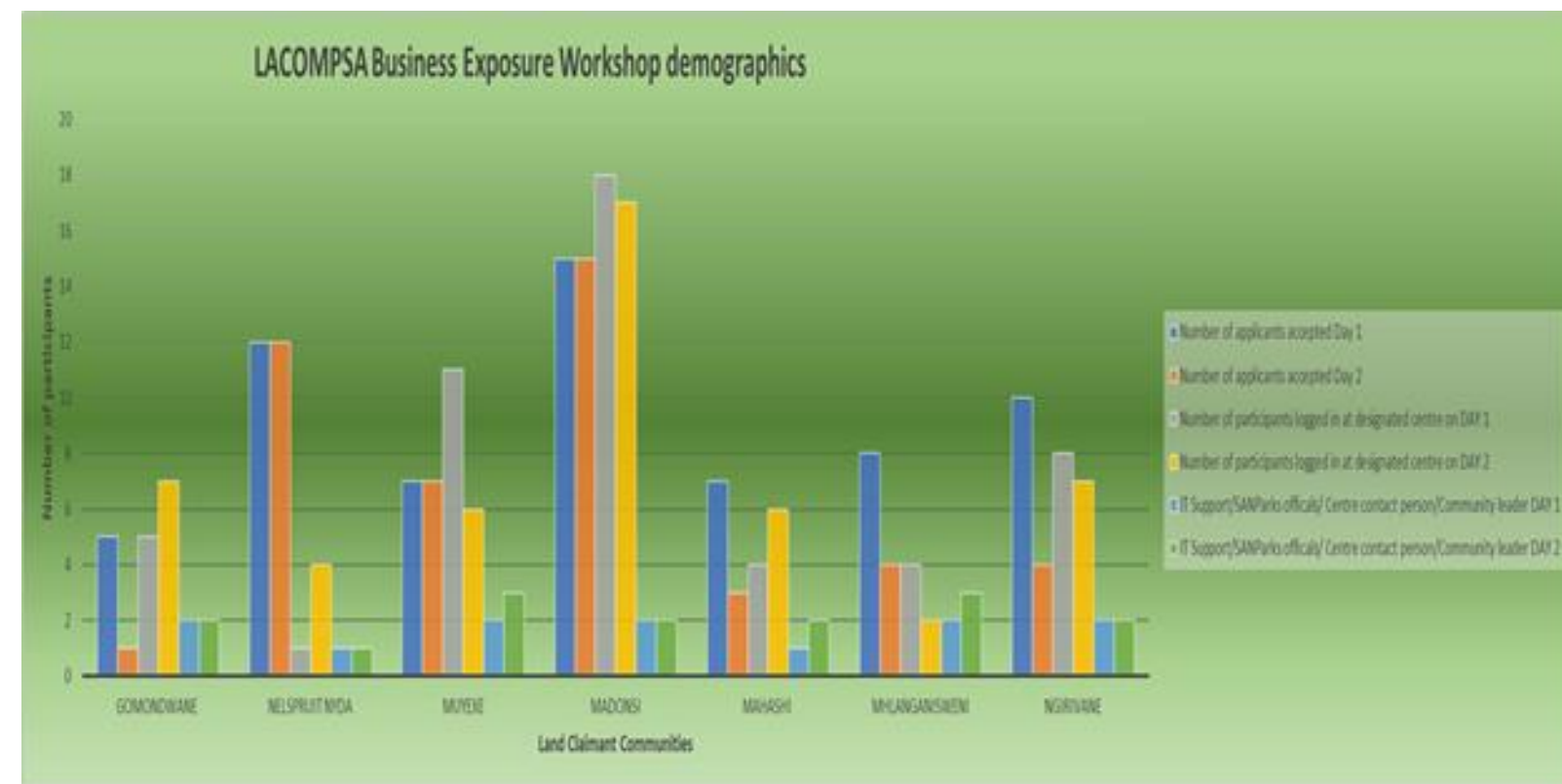
Incubation Model



Material Development and Re-packaging for the Replicable Business Exposure and Starter Programmes

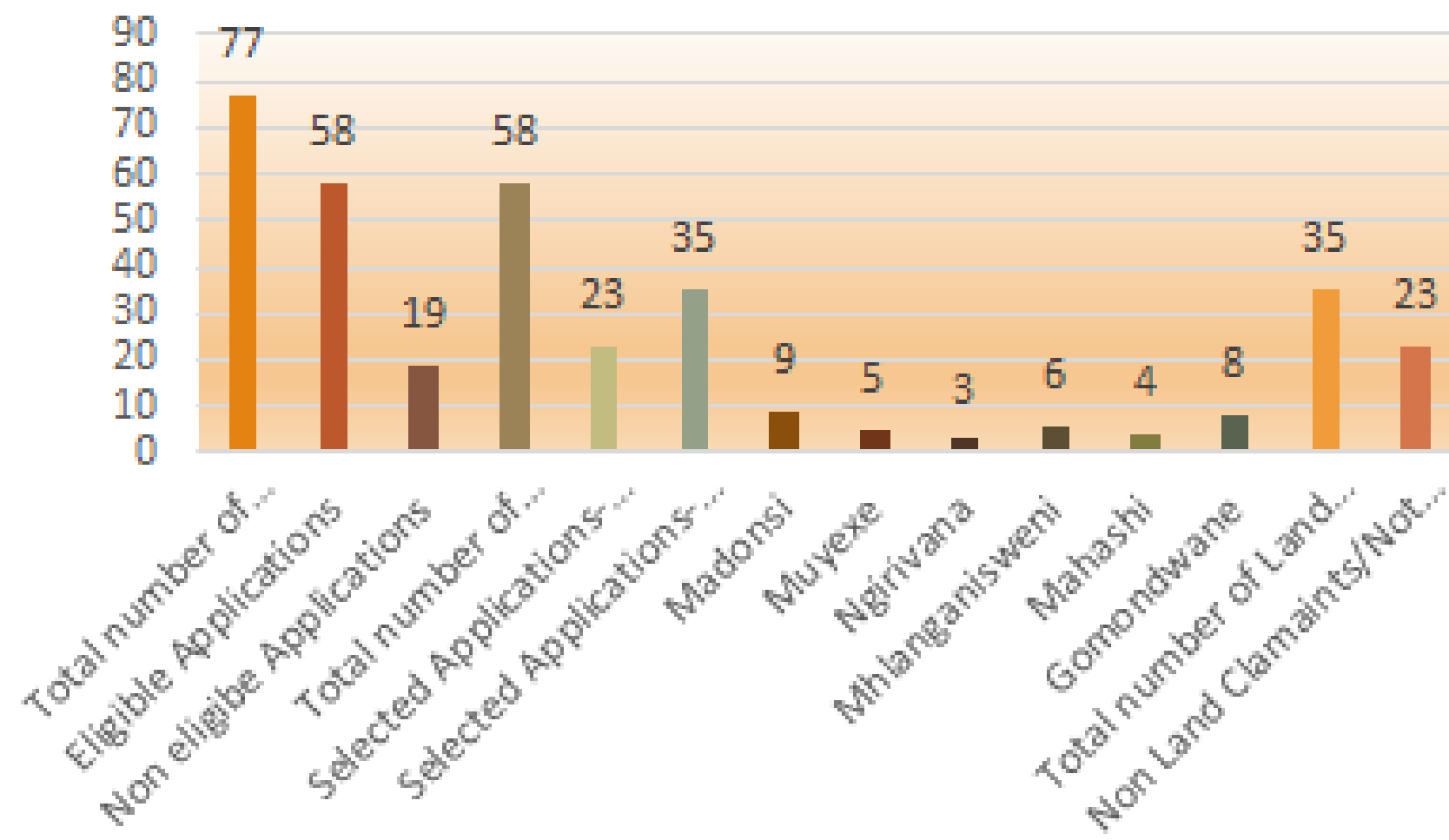


Business Exposure Workshops-Demographics

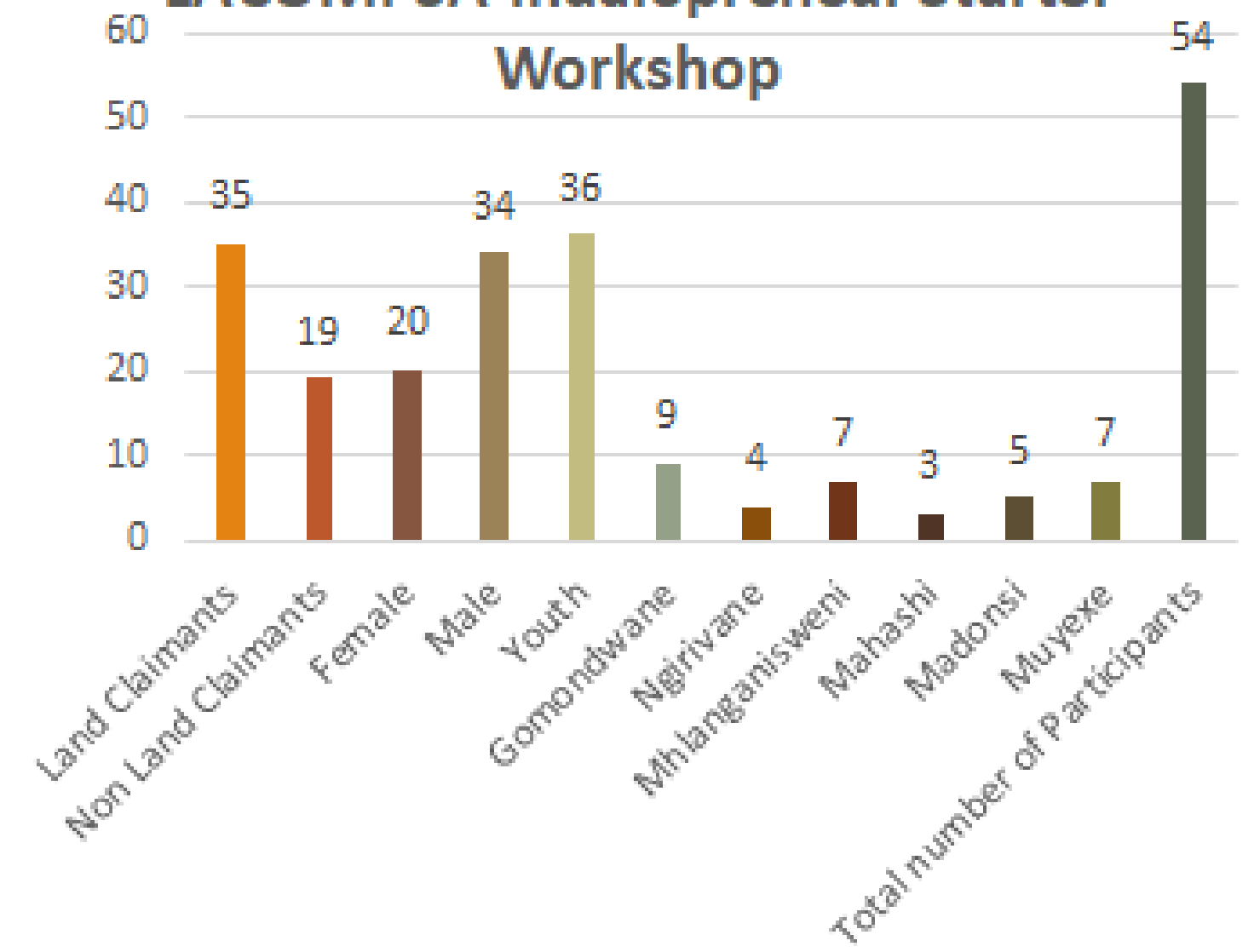


Starter Workshops-Demographics

LACOMPSA-Indalopreneur Starter Applications

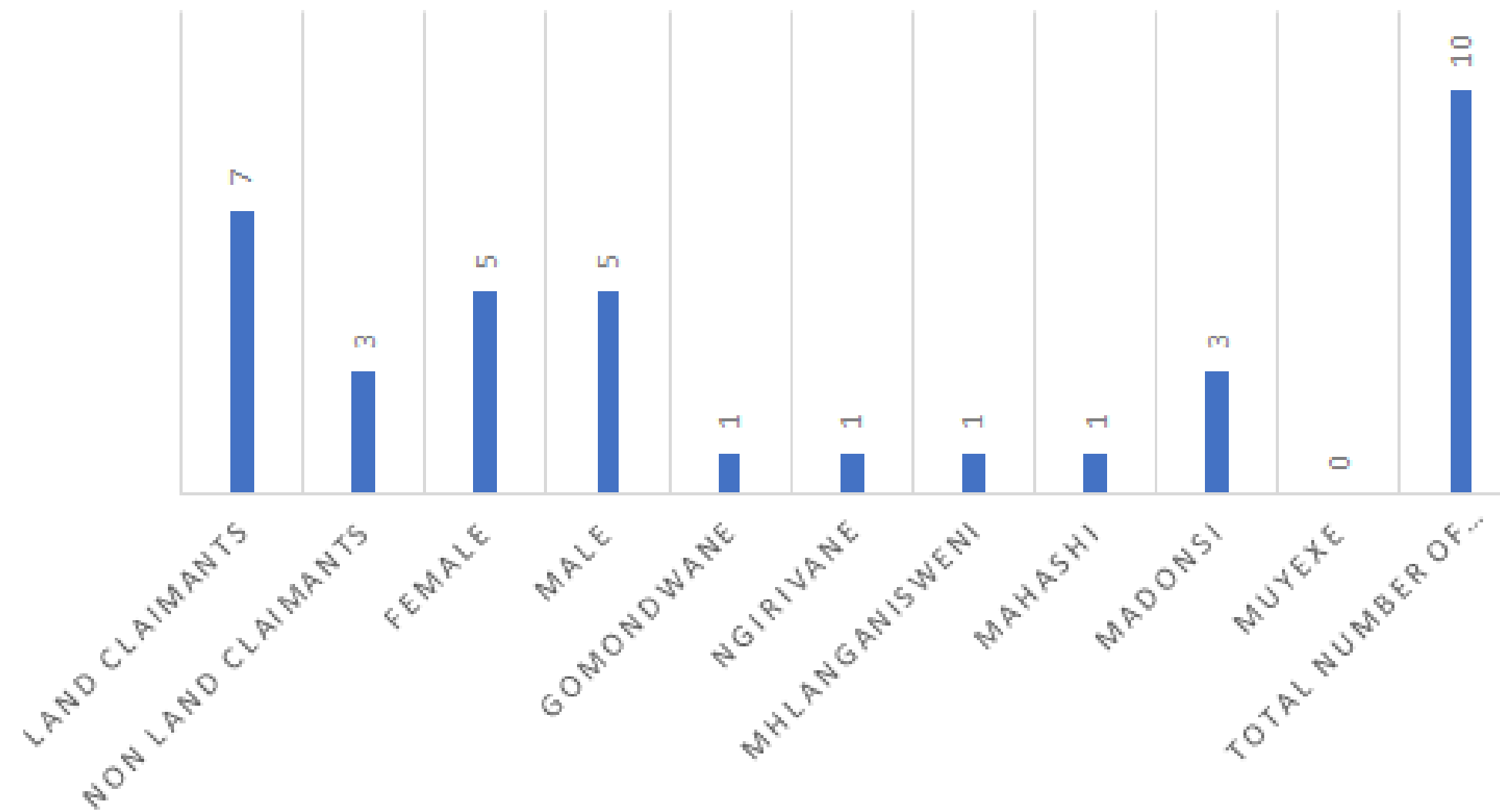


LACOMPSA-Indalopreneur Starter Workshop



Growth Phase/Catalyser

GROWTH PHASE/CATALYSER



Enterprise Profiles



[LACOMPSA PROFILES \(flippingbook.com\)](http://flippingbook.com)



ANTHRONIX BUSINESS CONSULTANTS

Anthronix Business Consultants is Total ICT Solutions company whose mission is to bridge the digital divide in rural communities. Their service offering includes: Internet Services, ICT supplies, ICT Consulting Services, Point Of Sale, Technical Support, Stationery, Cleaning Material & GIS

ENTERPRISE DETAILS

Entrepreneur: Mahendra Murhombu
Mobile Number: 082 509 7239
Email: info@anthronix.co.za

PRODUCT/SERVICES PROVIDED

Internet Services, ICT supplies, ICT Consulting Services, Point of Sale, Technical Support, Stationery, Cleaning Material, GIS

INDUSTRY/LOCATION

Industry: ICT
Location: Giyani, LP

BUSINESS STAGE

Growth

PROJECT FINANCE

Revenue: R30 500 (Act.)
Cost: R11 000 (Act.)

IMPACT

Profit (± R21 500)
Social Impact: Skills Training

PROBLEM & SOLUTION

With the extensive digital divide in rural communities, Mahendra Murhombu established Anthronix to provide skills and ICT services to industry and the public sector

MILESTONES TO DATE

To date Anthronix has built two Shops which are fully equipped with computers, Internet, Photocopiers, Printers and office furniture.

MARKET OPPORTUNITY

Our current target market is 15 087 individuals (between the ages of 15 – 19) who we anticipate will each spend R18.00 per annum on our Wi-Fi vouchers bringing the market value R270 000 pa.

ANTHRONIX BUSINESS CONSULTANTS

CUSTOMERS

- Government ICT contracts
- Households & individuals
- Private sector

BUSINESS MODEL

- B2B model for consulting, technical support & GIS
- B2C for wifi vouchers/tickets
- Revenue model is largely B2C

SALES/MARKETING STRATEGY

- Community radio station advertisements (GCR, MalaFM & Hlanganani)
- Printed media marketing
- Social media & online

COMPETITORS

- Mopani Wireless
- Variable SA

COMPETITIVE ADVANTAGE

- Competitive pricing
- Knowledge of the local market
- Strong technology expertise

FUNDING REQUIREMENT

Machinery & Equipment	R688 355.00
- Vinyl Tower & Cutting	Quotes available on request
- Screen master machine	Quotes available on request
- Big photocopier	Quotes available on request
Total	R688 355.00

RISK MANAGEMENT

Risks	Mitigation
Damaged equipment	Checking & verification before shipping
Equipment theft	ICASA specification for tracking
Service delays	Order tracking

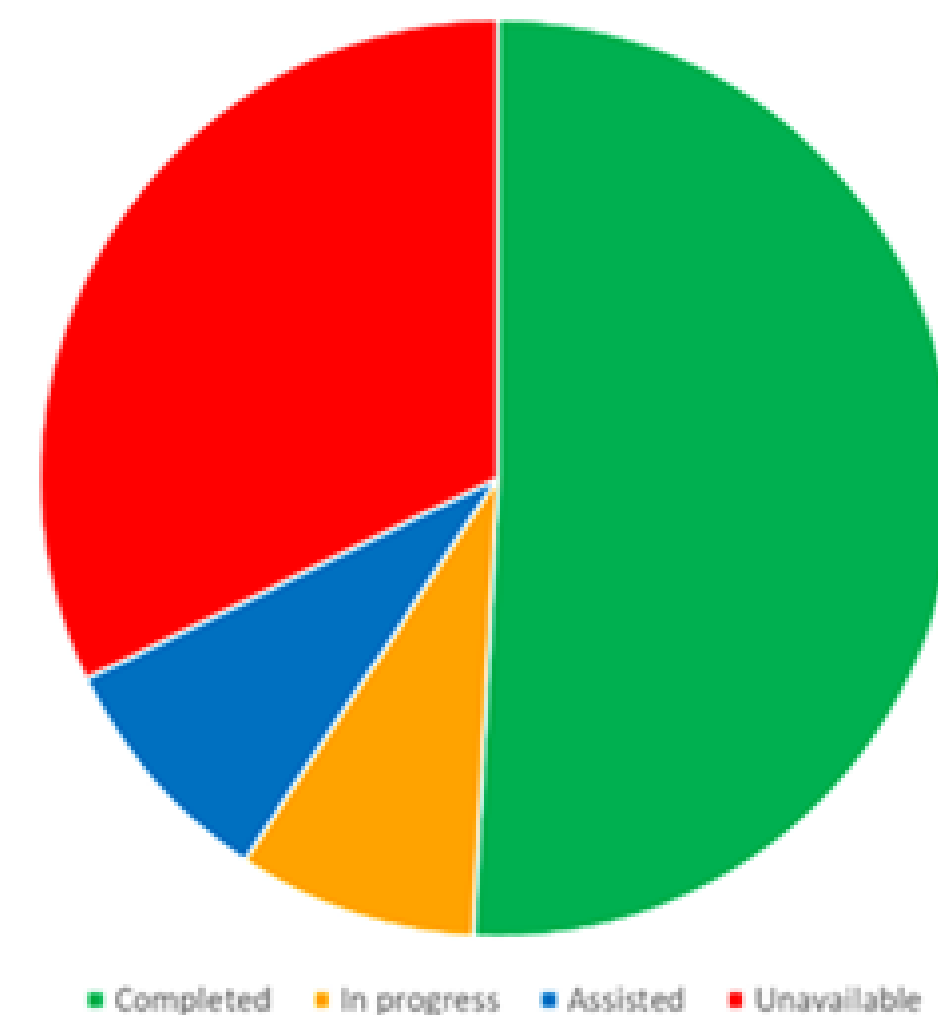


Additional Resources raised

[Enterprise Resilience – Post COVID-19](#)

New Venture Creations Programme Status

Description	Numbers
Total Businesses in the program	53
Completed workbooks	30
In progress	5
In need of help	5
Unavailable	13



Outcomes

- 118 participants took part in the Replicable Business Exposure Workshops at the digital centres
- +/- 50 participants connected from home for the Replicable Business Exposure Workshops
- 54 participants took part in the starter workshops held onsite at Skukuza
- 30 enterprises have completed their New Venture Creation workshops and follow up and support is ongoing for 24 enterprises
- 10 enterprises were selected from the pitching competition of the Starter Programme
- 10 enterprises are part of the ongoing Growth Phase or Catalyser Programme
- The 10 growth enterprises have been supported in development of their pitching profiles and support to develop their business plans is ongoing
- 2 toolkits have been developed for the Business Exposure and Starter Programmes
- 4 lodges participated are part of the ongoing SCORE Programme

Lessons Learnt

- Need to attract Bigger players and incentivize them – funding mechanism that is catalytic
- Take into consideration the literacy and especially the digital literacy of the participants –Need for real focus on quality entrepreneurs - while not neglecting the developmental imperatives
- COVID-19 Impacts - Make reservation for online learning and allocate the budget accordingly
 - Take into consideration the network challenges in rural communities
- Take into account community leadership structures when working in rural communities e.g land claimants' communities
- Allocate extended mentorship
- The size of funding needs to increase and more importantly – extended and consider blended financing
- Mobilisation of Private Lodges is a challenge BUT there is a lot of Goodwill and interest – SANParks need to leverage on its power in the Landscape

Next Steps – Piloting of an Enterprise Fund

<https://drive.google.com/file/d/1ApRMOEyGdfoGgaVyHhGYabm-elzVeNly/view>



Questions

