




Rapid Inc. Incubator
Centre for Entrepreneurship

2021\2022 ANNUAL REPORT

Proudly sponsored by the
Department of Small Business Development
Through The SEDA Technology Programme

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SMALL ENTERPRISE DEVELOPMENT AGENCY

ABBREVIATIONS:

DSBD- Department of Small Business Development
SEDA- Small Enterprise Development Agency
STP- SEDA Technology programme
SEFA- Small Enterprise Finance Agency
NYDA- National Development Youth Agency
DHET- Department of Higher Education & Training
CFERI- Centre for Entrepreneurship Rapid Incubator
MTN- Mobile Telecommunications Network
TVET- Technical, Vocational Education & Training
SMMES- Small, Micro, Medium Enterprises
DTI- Department of Trade & Industry
SETA- Sector Education Training Authority
LED- Local Economic Development
COVID-19- Coronavirus Disease
BDS- Business Development Service



The Principal of the College and Chairperson of the chairperson of the Advisory board Mr Dika Mokoena handing out some flowers as a thank you to the CEO of the EWSETA Mme Mpho Mookapele at the ceremony which was held at the Mankwe Campus to donate 20 Laptops to the Centre and the College



Partnership



Mr Peter Matlou attending the MTN app of the year in Sandton.



MESSAGE FROM THE CENTRE MANAGER



Mr Peter Matlou

As the Centre reflects on the last 12 months of our operation and support for the students and local SMMEs, we had expected a return to normality and perhaps had hoped that post Covid -19 we would see a return to positivity and positive rate of economic growth. The expected return to positive economic growth is supposed to impact SMME development and growth. We however are seeing a very slow and almost minimal growth and our SMMEs are bound to struggle. However we express in this edition of our annual report the hope for the better and continue to support SMMEs in the Bojanala District Municipality.






I am reminded of the wise words of late former President Nelson Mandela that says “It always seems impossible until it is done”. The students, lecturers, the local community of Bojanala District Municipality are awakening to the reality of

the slow economic growth and thus the absence of new jobs in the country in general. We appreciate the new focus and new efforts to start and register new business and the conceptualisation of new business ideas.





Despite our operational challenge of the lockdown and covid-19 we saw unprecedented level of engagement, coupled with support from alumni, coaches and mentors to make our mission challenging and stimulating.

-  We managed to ensure the delivery of the Makerspace, and to informing the training that will take place in 2022. The Makerspace will inform our creativity and innovation in 2022/23 financial year
-  We subscribed to the notion of MTN that says “One household one developer” and continue to encourage our learners to participate in the App development competitions supported by MTN and Huawei. Big Ups to the 2021 participants.
-  Our student Entrepreneurs and SMME network also grew – adding new student entrepreneurs. We intend to grow this network in 2022/2023 financial year. We intend to form a student entrepreneurship club for the future
-  Our students continue to come up with Innovative ideas.
-  We managed to put in place a compliant Advisory Board which will assist with the governance part of our operations.

Conclusion:

In conclusion we would like to express the hope that we will in 2022/23 reach the highest number of student support in enterprise development and be able to put the Centre at the centre of non-financial support for our SMMEs.

Thank you to the Advisory Board and the Management of ORBIT TVET College for their support over the past 12 months. We have asked the great deal of you and you have without exception, given your expertise, guidance and support at every turn.

OUR 6 KEY TAKE AWAYS WOULD BE ENTREPRENEURS IN 2022/23:

- Successful entrepreneurship often requires creativity and innovation in addressing new opportunities
- The motivation for becoming an entrepreneur are diverse and can include the potential for financial reward, and the interest in social change
- Entrepreneurship is a mind-set and attitude: it is taking a particular approach to do things.
- Being an entrepreneur requires taking a risk and significant responsibility and comes with significant challenges and potential rewards.
- To be successful in sustainable business practices often requires entrepreneurship and Innovation

Did You Know?

The Centre is a one stop non-financial business support service shop.

Rapid Inc.ubator
Centre for Entrepreneurship

Centre for Entrepreneurship Rapid Incubator

About the CfERI

CENTRE FOR ENTREPRENEURSHIP RAPID INCUBATOR



Established and launched by the former Hon Minister of DSBD Lindiwe Zulu for ORBIT TVET College in March 2016 with the sole mandate of offering Generic, non-financial business support services and rapid automotive incubation programme. The ORBIT TVET College is the first College in the North West province to have a Centre of entrepreneurship. The aim of the Centre is to educate and instill students with entrepreneurship education and entrepreneurship opportunities with this motto “learn fast and fail fast” while you are still a student in order to unleash your full entrepreneurial potential.

The ORBIT TVET College is situated in North west Province, Bojanala district, its Centre for Entrepreneurship Rapid Incubator has offices in Rustenburg and Mankwe Campus.

Did you know?

The ORBIT TVET College is the first College in the North West province to have a Centre of entrepreneurship.



Former Hon Minister of DSBD Lindiwe Zulu



VISSION:

Being an incubator of excellence that promotes entrepreneurship locally.



MISION:

To develop entrepreneurs through customised non-financial business support service for the effective contribution of economic development and job creation



OUR GOAL:

CfERI broad goal is to develop and nurture aspiring student entrepreneurs and SMMEs. And also to promote entrepreneurship initiatives in the District.

Facts:

The CfERI in Rustenburg is at Cnr Bosch and Fatima Bhayat Street and in Mankwe it is at Mabele-a-podi Section, Mogwase.



OBJECTIVES

The Centre put together its resources, internal and external to complete the following objectives

ADVOCACY

To create an environment conducive to the conceptualization of viable and scalable business ideas in SA by:

- Becoming a one-stop shop for Research & Development facilities; shared expertise; information; and assistance with regulatory requirements
- Developing and offering up-to date Entrepreneurship education and identification of entrepreneurship opportunities.

INCUBATION

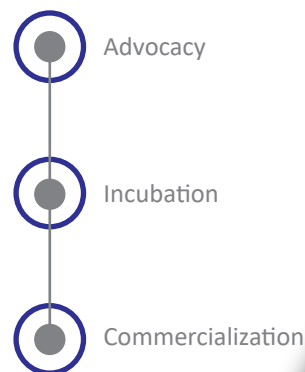
To bridge the gap between academia and enterprise by:

- Offering training in all aspects of automotive body and mechanical repairs
- Providing ongoing support to SMMEs in the automotive sector
- Attracting and developing SMMEs focused on the industrial and technical application of automotive services

COMMERCIALIZATION

To provide post-incubation services and infrastructure that will sustain enterprises within the PGM space and give them economic independence by:

- Facilitating access to market-related intermediate automotive service offerings
- Establishing an electronic market place to facilitate buyers and sellers of South African automotive services
- Creating network opportunities between incubated BBBEE SMMEs and enterprises who can use their products and services
- Providing advice and support on crowd funding



Did You Know?

The Centre makes it easier to register a company in this modern age of complex systems.

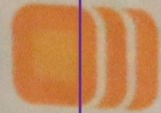
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SMALL ENTERPRISE DEVELOPMENT AGENCY



Centre for Entrepreneurship Rapid Incubator

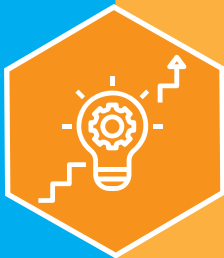


“CfERI broad goal is to develop and nurture aspiring **student entrepreneurs** and **SMMEs**. And also to promote entrepreneurship initiatives in the District.”



Services Offered

The centre offers a variety of services, specially curated to aid our student entrepreneurs and SMME reach heights that are above their expectations.



CONCEPT DEVELOPMENT AND BUSINESS IDEA GENERATION

- o Business idea workshops
- o Concept development



CIPC- COMPANY REGISTRATION

- o Business registration
- o Intellectual property registration
- o Name change
- o CIPC compliance



GENERIC COMPLIANCE ISSUES

- o SARS tax compliance
- o UIF registration compliance
- o Sector specific compliance



ENTREPRENEURSHIP SKILLS PROGRAMME

- o New venture creation
- o Financial management
- o Tendering
- o Intensive Automotive programme



CONCEPT DEVELOPMENT
AND BUSINESS IDEA
GENERATION



How To Reserve a Company Name



Companies and Intellectual
Property Commission
a member of **the dti** group



CIPC- COMPANY
REGISTRATION



GENERIC COMPLIANCE
ISSUES

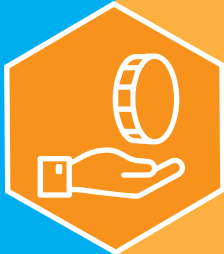


Services Offered



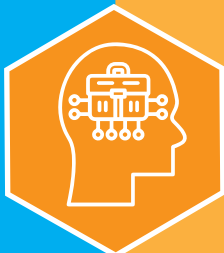
ACCESS TO MARKETS

- o SMME exhibitions
- o Assistance to access the market



ACCESS TO FUNDING

- o Funding requirements
- o Linking SMMEs with the relevant funder



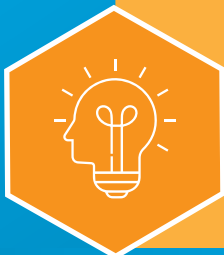
GENERIC ENTERPRISE DEVELOPMENT AND TRAINING

- o Student training on entrepreneurship
- o Workshops on entrepreneurship
- o SMME development
- o Supplier development
- o MTN App of the year



INCUBATION SERVICES

- o Incubate SMMEs in the automotive sector for 18 months to 3 years



INNOVATION

- o Makerspace



ACCESS TO MARKETS



ENTREPRENEURSHIP SKILLS PROGRAMME



GENERIC ENTERPRISE DEVELOPMENT AND TRAINING



Year in focus FY21/22

Core KPI	2018/19 Performance	2019/20 Performance	2020/21 Performance	2021/22 Performance
 SMME ESTABLISHED	19	12	09	09
 CLIENT SUPPORTED	99	70	89	106
 JOBS CREATED	89	39	31	09
 STUDENTS TRAINED	446	446	374	450
 JOBS SUSTAINED	N/A	N/A	N/A	56

Figure 1: Year in focus table

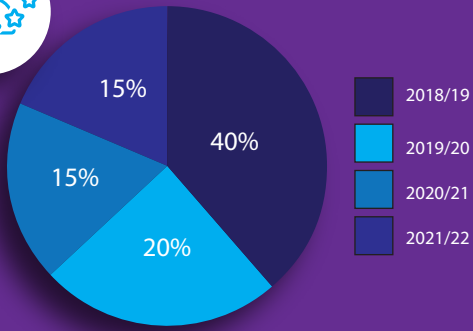
The Covid-19 Pandemic had a negative impact on the success of SMMEs and also on the performance of most Incubators in South Africa, The ORBIT TVET College Centre for Entrepreneurship was also negatively affected. The lockdown restrictions were lifted mid-April 2022. The CFERI team had to come with different strategies to support its cohorts and clients. The centre is situated in rural areas and offering business consultations and assistance virtually was a challenge however it was made possible.

Even though lockdown restrictions made it difficult for SMMEs to operate, Entrepreneurs are resilient and this was proven by the number of SMMEs established in the financial year. Most businesses were closing down due to operational requirements and the lack of capital to meet their financial obligations, through the interventions of the Centre 56 Jobs were sustained by clients in the incubation programme. This proved that interventions offered by the Centre's team are effective.

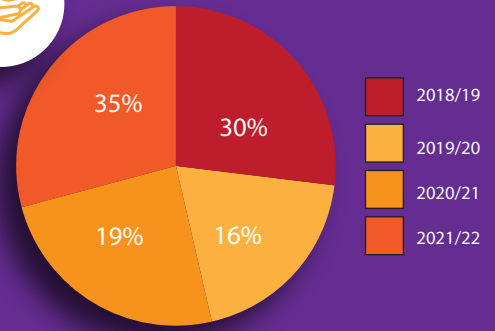
One of the Centre's mandate is to instil entrepreneurship education into students and to also share entrepreneurship opportunities to the latter. Students have shown an immense interest in entrepreneurship during

the COVID-19 pandemic as most of them came to register for entrepreneurship trainings. The centre trained 450 students in the FY21/22 and some of the students have registered their own companies and also joined the incubation programme.

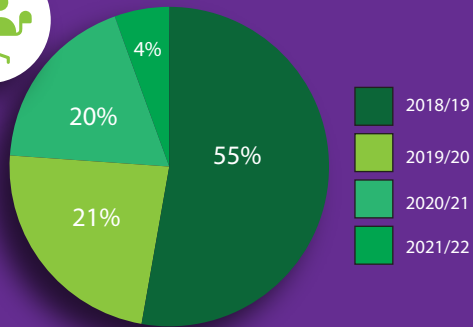
The Centre continues to be a one stop convenience shop that offers customized business support services to its students and also SMMEs in the district, 106 SMMEs were assisted with business development services, these are customized business interventions which include, access to funding, generic compliance, workshops, mentoring and coaching.



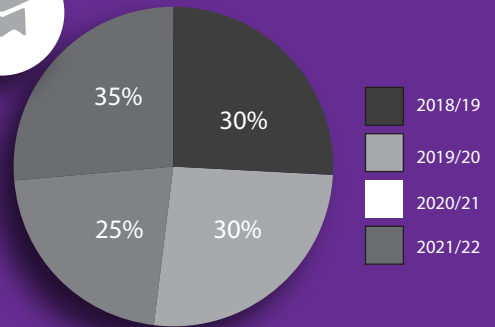
KPI: SMME ESTABLISHED



KPI: CLIENT SUPPORTED



KPI: JOBS CREATED



KPI: STUDENTS TRAINED

Figure 2: Year in focus Pie Charts

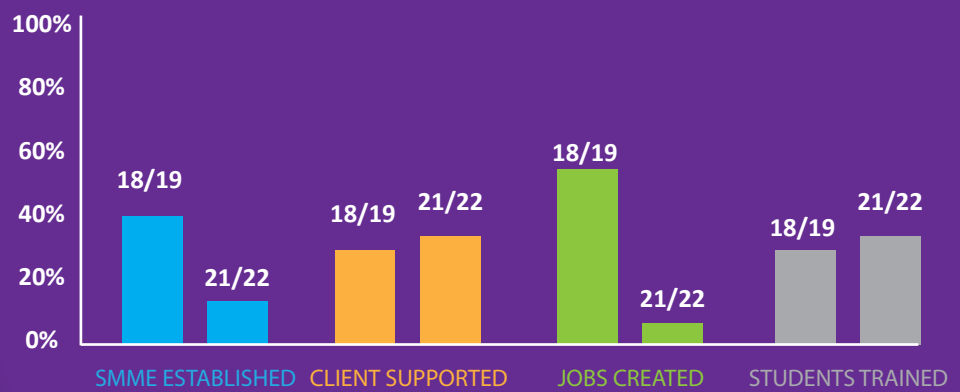


Figure 3: Overall performance graph 2018-2022





Entrepreneurship Corner

Highlighting and Celebrating SMME Success

Name of Business:

Kay Kay Aluminium and Glass

Services Offered:

- Aluminium Sliding Doors
- Aluminium Windows
- Stacking Folding doors
- Glazing



Miriam Mahlo is a Co-founder of Kay Kay Aluminium, she manages the day to day operations of both Kay Kay Aluminium and Kay Kay Car wash.

Ms Mahlo visited the incubator in 2019 with her business partner, both needed assistance with compliance issues of the business and also business modelling. Their passion was in the construction sector but focusing on installation of Aluminium window frames and also glasses. Ms Mahlo attended Entrepreneurship related trainings and her frequent consultation at the Incubator improved her business skills.

During Incubation Ms Mahlo and partner identified another window of Opportunity and opened a car wash and Chisanyama which is currently operating at Boshhoek which is in the outskirts of Rustenburg

The business is operating in a white dominated sector, especially with the type of target market that it is targeting.



Company Name: kay Kay Holding
Director: Miriam Mahlo
Company Address: 22 Bosch street Rustenburg 0300

Largest Projects:

Sub contract of R257K

Type of intervention provided:

- Business registration with CIPC
- Compliance with SAGGA
- Mentoring & coaching
- Financial Management
- Human Resource planning
- Business Process

Turnover:

R37500 to R880K per annum in FY21/22

No. of jobs created:

6 jobs
(4 in Aluminium Services)
(2 Car wash) 3part time at the car wash



Entrepreneurship Corner

Highlighting and Celebrating SMME Success

Name of Business:

MYRas Building & Construction

Services Offered:

**Construction
Specialized Engineering**



Company Name:
MYRAS Construction & Specialized Engineering
Director: Yvan Rasenyalo

The entrepreneur was keen at starting his business and competing in the construction sector but didn't have the relevant information, he then consulted and was assisted with industry analysis and opportunity mapping.

He later then the incubator as a cohort and was offered a basket of business development services, which included compliance and improvement of business skills. His business being compliant gave him a competitive edge over his competitors and he then got a purchase order for a road construction at his Location (Boitekong), after gaining experience the incubator assisted the client to register as vendor at Sibanye still waters and Impala mines.

Largest Projects:

Sub contract of R1.9 Million

Type of intervention provided:

Business registration- CIPC
Entrepreneurship Training & Workshops
Compliance with CIDB
Registration as a potential supplier with CSD and Mining companies in Rustenburg.
Human resource planning and compliance with dept of Labour
Financial management
Business processes

Turnover:

From R44 000.00 to R1.7M
in FY21/22

No. of jobs created:

7 permanent jobs





BUSINESS DEVELOPMENT CORNER

Mr Mashilo Chauke

Business Development Manager

The word 'goal-oriented' best describes this financial year. Goal-oriented in terms of meeting key performance areas and executing projects as planned and also ensuring that cohorts and SMMEs needs are satisfied by offering a basket approach of services. The Centre has witnessed great execution of strategies and synergies from all its stakeholders with an objective of assisting SMMEs. We ensured that we support all Cohorts and offering a helping hand to SMMEs in the Bojanala District. Our highlights of the year were surely our SMMEs creating and sustaining jobs during and post COVID-19.

Three rewarding and fascinating milestones were celebrated this year:

1. CfERI celebrated Entrepreneurship week during the Global entrepreneurship month, with a theme "Student SMMEs Access to market"
2. Cohort receiving funding through SEFA and TTA, the funding will assist in purchasing equipment and also assist in the day to day operations of the business as working capital
3. Celebrating the success stories with the SEDA national board during their visit at the Incubator in Mankwe Campus.



Operating Highlights



- For the past three years we have been able to achieve more than 20% above target increase in jobs created by our SMMEs. This is a trend we work to maintain.

- SMMEs objectives are to access funding and markets, the Centre has assisted its cohorts with the latter, it is also the Centre's mandate to also equip and upskill entrepreneurs with certain business related skills.



- The SEDA board members visited the Centre and the Centre managed to show case its SMMEs and achievements.

- The Centre has embarked on an exciting programme and partnership with DEDECT on an intensive Automotive skills programme targeting the youth and aspiring entrepreneurs in the Ngaka Modiri Molema District and Dr Ruth Segomotsi Mpmpati. This programme will expand our footprint as the incubator in the province. This program will be implemented in the FY22/23.

- The Centre organized a successful business network session for its cohorts and SMMEs, different stakeholders in the ecosystem were invited to share their product offerings and how best they can assist SMMEs to thrive post COVID-19.



- CfERI participated in different events organized by SEDA and other stakeholders such as productivity SA to ensure educational marketing of product and service offerings both for the CfERI and its clients.

CfERI Highlights



CfERI Visits False Bay for best practice



Taken on tour by a Furntech personnel around their facilities



CFERI Hosted 30 woman in business from Mogwase and surrounding areas.



SEDA NATIONAL BOARD NORTH WEST VISIT



Did You Know?

The Centre makes it easier to register a company in this modern age of complex systems.

Nthabiseng Mosala
Admin and Marketing Officer

**Centre for
Entrepreneurship
Rapid Incubator**



Rapid Inc.ubator
Centre for Entrepreneurship



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