



**KWFCDT
ENTERPRISE DEVELOPMENT
PROGRAMME**

**CALL FOR
PROPOSALS**

RFQ #: EnD 01/24	TO BE SUBMITTED TO: Kouga Windfarm Community Development Trust (KWFCDT) ON EMAIL BELOW: <u>INFO@KWFCRUST.CO.ZA</u>
DATE REQUESTED: 19/06/2024	
CLOSING DATE: 12/07/2024 BY 12H00	
PROJECT: ENTERPRISE DEVELOPMENT PROGRAMME	

KWFCDT ENTERPRISE DEVELOPMENT PROGRAMME

The KWFCDT's strategic intent is premised on the theory of change model through which the Trust seeks to be a catalyst that empowers communities to be self-reliant, resilient, and sustainable.

Objective

Through the EnD pillar, the Trust's objective is to accelerate and support the development of high-potential EMEs and SMEs within the beneficiary communities. This call for proposal seeks service providers to provide tailored business development services to existing entrepreneurs/business owners in the Kouga Windfarm Community Development Trust beneficiary communities with financial and non-financial business support to improve competitiveness and profitability of their operational enterprises.

The medium to long-term outcomes envisaged include:

1. Increased job creation and protection
2. Increased profitability
3. Improved productivity of the EME or SMME and
4. Measurable contribution to the growth of the local economy.

SCOPE OF PROPOSAL

The KWCDT seeks reputable and experienced service providers to provide a tailor-made EnD programme that is informed by business needs from the beneficiary communities **within all or some of** the following sectors:

- Construction (semi-skilled persons looking to formalize)
- Waste management/recycling
- Tourism (independent tour operators, guides etc.)
- Textile industries (clothing manufacturing, alterations and repairs)
- Transport and logistics (transporting of goods and services ie. logistics enterprises)
- Carpentry (ie. built environment, domestic and retail furniture)
- Food and beverages (formal and informal)
- Beauty and personal hygiene (nail technicians, hair salons/installers)
- Agro-processing (animal feed production, small-scale farming such as poultry)
- Renewable energy (ie. solar panels installation, wind turbine technicians, etc.)

The proposal should encompass the following considerations:

1. What baseline information from the beneficiary communities informs the need or identified problem in the sector(s) selected?
2. What is the proposed intervention/ or development solution and for how long will it run?
3. How will the EME/SMMEs experience the change and how will that change be measured ie what will be the measurable performance metrics of the businesses on the Programme and over what period will performance be measured?
4. What are the risks and mitigation plans?
5. Demonstrate EMEs/SMMEs commitment to proposed solution; ready bankable markets for the selected sectors; identified commercial partners in the supply value chain; mentorship or support structures; and catalytic funding required eventually by the businesses.
6. Illustrate clearly how compatible the intervention will be with similar interventions in the priority communities
7. Clearly demonstrate a sustainability plan ie post investment support, ecosystem integration and thinking
8. Clearly outline how the recruitment of the selected smme's from the priority communities will be undertaken.
9. Demonstrate the markers of a successful mentorship programme in the context of the priority communities of the Trust.
10. Outline the economic drivers of the region and the approach (criteria) in recruiting and developing smme's to participate meaningfully in these markets.

Non-financial:

- Business advisory/consultancy (business registration, compliance, invoicing and bookkeeping packages)
- Tailored business management training (governance, operational efficiencies, business model canvassing, pricing and costing, sales-pitch and business etiquette)
- Business mentorship and coaching (advisory on access to markets/supply chains, drafting of business plans and proposals, drafting of competitive company profiles)

Criteria:

- South African ID
- 100% South African ownership of the enterprise
- 100% beneficiary community member ownership of enterprise
- Preference to be given to women and youth-owned enterprises
- Resident of four beneficiary communities (proof of residence to be provided)
- Proof of income generating enterprise (minimum six months operation)
- CIPC registration documents
- Tax clearance certificate
- Owner(s) to be sufficiently involved in the day-to-day operations of the business
- Six months business banking statement
- Six months personal banking statement

Specific Exclusions:

- Alcohol and tobacco
- Repayment of loans and pre-existing debt
- Training academies/institutions
- Pyramid schemes and underwriters
- Payment of salaries and/or stipends
- Businesses underwritten by third party

Desired outcomes:

1. Growth and expansion of small businesses in the beneficiary communities
2. The independent operation of small businesses in the beneficiary communities
3. Improved profitability and possible employment of local community members by beneficiary sme's
4. Integration of business model into formal value chains and existing ecosystems that promote sustainability.