



Project Education Sweden

Micro-Business Support June 2019

All of the small businesses that were sponsored by Project Education Sweden are still in business and the majority of them are doing well. We have remained in contact with nine of them and are tracking down the tenth recipient who we suspect might have had his phone stolen and therefore has a new number. We have however had a report that he is still operational and is helping people in the community set up their computers as well as doing minor repairs to computers.

Three of the initial beneficiaries have been accepted onto a growth funding project and have been able to access additional funding to further grow their business. These beneficiaries are Phatiswa Tetyana, Nothandekile Ngalo and Bulelwa Tito.

A number of the beneficiaries were also able to attend a recent workshop run by one of the local banks around money management. The course was specifically designed for micro-businesses and the participants learned some good information that will help them to make better financial decisions for their businesses. They were also delighted that the course included lunch being served to them in a local restaurant!

Bulelwa Tito

Bulelwa's business is going from strength to strength. She and her business partner Lerato revamped their sewing and pattern cutting course and also increased the price they were charging for the course despite being reluctant to do so. Apart from the five beneficiaries that Love to Give has sponsored to do their course they have attracted another three students from the community and thus have a more stable monthly income to supplement the orders they are getting in from their two regular clients. Bulelwa also applied for and was accepted onto a nine month entrepreneurial course run by the University of Stellenbosch Business School and has now got a personal business mentor who is working with them regularly to grow their business and attract more clients. They are both becoming better at recording all of their business transactions and being able to analyse the state of their business. They are also receiving help in developing a website, redesigning their logo and have opened a business account with one of their local banks.

Phatiswa Tetyana

Phathiswa's business is growing but doing so very slowly. She is still finding it difficult to record her business financial dealings and is receiving regular help with this. She is however bringing in a regular income and is feeling more secure in being able to support her family. She has also managed to keep her stock level constant and we are currently working with her further on ways in which she can grow her business. We were also able to give her a candy floss machine that had been donated to Love to Give. She will be trying out this product in her shop and expects it to be popular with the children in her neighbourhood.

Nothandekile Ngalo

Nothandekile's business is doing well and is still growing. She has expanded her business and is now trading as a vendor at events that happen over the weekends in Kayamandi and not only at the school. This will in some way start to mitigate for the slump in business when the schools are on holiday. The fact though that the bulk of her business only happens over the school terms is a problem that she is well aware of and she is currently working on ideas to further ensure more regular income (particularly in June/July and Dec/Jan when the school holidays are long). Her sewing business had a bit of a slump as her sewing machine broke and we were able to help her with the donation of another sewing machine that she can use while she is getting her other machine repaired. We have helped her come up with a plan to start saving a little more money each month so that she can afford to service her machine regularly as well as pay for repairs when necessary.

Nomhlokuqala Dino, Noluthando Krish & Margaret Jobela

All of these women sell sweets and chips to the school children so are in the same situation as Nothandekile as they don't trade over school holidays and therefore have periods when their businesses are not fully operational. All of them are currently working on ideas which will enable them to trade throughout the year and are saving money in order to expand their businesses into other areas that are not dependent on the school's being in attendance. Nomhlokuqala has already started making and selling amagwinya and is selling these in the community as well as at the school. They have also all started working over weekends when there are events at the sports stadium in Kayamandi and have further increased both their customer base and the number of days that they trade.

Lindiswa Ngamlana

Lindiswa's business is doing a reasonable turnover and she is able to support her family, however there is very little money left over to allow her to grow her business further. Unfortunately the group that we were hoping she could join to get further assistance with product design did not pan out. She will however be considered for further assistance if the funding for our business growth project comes through this year.

Busisiwe Potelwa

Busisiwe's clothing business has plateaued after its initial growth. She has stable stock levels and a regular client base but is still battling with the problem of credit. The perception in the community is that you have to offer customers credit or you will not get any customers. A large amount of time is spent chasing down money that is

owed and this leads to cash flow problems. In order to grow her business further she would need to be brave and stop letting people buy on credit. She would then have better cash flow and more capital to invest in growing and diversifying her stock levels.

Nompumelelo Madinga

Nompumelelo's business remains small. She is still working at one of the local primary schools and is therefore doing it only over weekends. She mainly stocks paraffin in winter and the profit margins are very small. Her salary however ensures that she has enough money to support her family and she is far less reliant on her husband.

Abonga Ncapa

Abonga's computer business was going well but we have not been able to contact him recently to check on him as his phone number is no longer operational. We have put out the word that we would like to have a meeting with him and expect that he will pop in shortly. We will have a more accurate idea of how his business is doing then. We have heard however that he is still working on computers and there is business coming in.

We have recently completed another business course and have a further ten enthusiastic prospective business owners who are keen to get their businesses off the ground. They have all completed viable business plans and have done good research to ensure that they have enough of a customer base to support their business, that the profit margins are good enough and that their competition is relatively low in the community.

Thank you Project Education Sweden for the funding to start this project. Both Love to Give and the beneficiaries are enormously grateful for the support and we hope that we will be able to fund more small businesses in the community in the future.

Photo Essay



Lerato with two customers wanting an African inspired dress designed



Lindiswa choosing fabric for her next project



Phatiswa with the Candy Floss Machine