The Hope Factory
SAICA Enterprise Development

The Hope Factory 20+ DEVELOPING BUSINESSES IMPACTING COMMUNITIES

SAICA Enterprise Development

CA SAICA DIFFERENCE MAKERS™

Journey in Enterprise and Small Business Development

Main Challenges facing Micro, Small and Medium Enterprises (MSMEs)

The main five challenges facing MSMEs:

i. Access to Finance (Funding opportunities)

- Costs are high for both funders and MSMEs.
- Bad Credit History or lack of credit history.
- Inadequate collateral.
- Poor expertise and knowledge in terms of producing financial statements, business plans, or business models.

ii. Business Skills and Knowledge

- Few MSMEs have the skills, knowledge and experience needed to properly package and present their funding requests to ensure funding success.
- MSMEs struggle to choose the right funding products, lack of knowledge and struggle to prepare management accounts, budgets, proposals, and other related information which are required for applying for finance.
- The lack of Business Skills and Knowledge relating to 'Access to Funding'. Therefore, addressing the skills challenge will allow the business owner to plan and manage their businesses effectively.
- A significant need exists to provide entrepreneurs with the necessary business and particularly finance skills.

iii. Access to Education

In a report led by Catalyst for Growth in April 2017, it was found that Business Development Services are more effective for MSMEs whose owners have lower levels of education, such as those who do not have a tertiary education, while those with tertiary education require less support. Older business owners of SMMEs (over 46 years old) showed the highest return, with improved margins and higher revenue growth.

Youth entrepreneurs require access to education, coaching and mentoring.

v. Regulations and Policies

MSMEs noted that their top challenges in this area include regulatory burdens, legislative requirements, and lack of government incentives. There is a need to continually review regulatory frameworks, simplify legislative requirements, and for government to provide incentives to promote partnerships for small business.

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v. Access to Markets (Procurement Shift)

A report by ANDE in 2016 cited that MSMEs indicated the access to market challenge is because of two key bottlenecks in the ecosystem namely,

- a) large business dominance which impacts the growth of new business and
- b) structural inequality which impacts the market access potential of Black-Owned businesses.

Solutions to this challenge include a combination of both:

- a) public and private sector intervention and assistance, and MSME Access to Education and Business Skills and Knowledge and
- b) structural inequality which impacts the market access potential of Black-Owned businesses.

Solutions to this challenge include a combination of both public and private sector intervention and assistance, and MSME Access to Education and Business Skills and Knowledge.

The Hope Factory

20+ Years

DEVELOPING BUSINESSES
IMPACTING COMMUNITIES

SAICA

Enterprise Development

The Hope Factory (THF) creates **future pathways for youth** and drives **Small Business Development** in communities, as an entity of the South African Institute of Chartered Accountants (SAICA).

THF delivers impactful **Socio-Economic (SED)** and **Skills Development** initiatives resulting in mobilizing economic activity for unemployed Black South African citizens.

- THF's key intent is to capacitate individuals and communities (with a strong focus on women and youth) to effectively find employment or start their own small businesses.
- We collaborate with corporate South Africa, the SETAs and ecosystem partners to give unemployed South Africans the **ability to generate their own income and improve their living conditions** through increased economic activity at a community level.
- THF builds hope and grows hope, creating future economic pathways through a pipeline of development from **SED**, to **Skills** to **Enterprise Development**

Contribution to the UN's Sustainable Development goals

1 NO POVERTY

4 QUALITY EDUCATION

5 GENDER EQUALITY

17 PARTNERSHIPS FOR THE GOALS

The Hope Factory
20+ Years
DEVELOPING BUSINESSES
IMPACTING COMMUNITIES

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DEVELOPING BUSINESSES
IMPACTING COMMUNITIES

Key Impactful Interactions 2025

11 Projects Implemented Nationwide

156 Individuals and Start-up businesses supported through SED and Skills Development interventions

75 Youth-Owned Businesses empowered

2 SMP's involved in interventions

35 Volunteer Coaches supported interventions

5 Other coaches, industry experts and facilitators involved

122 Women-Owned Businesses supported

NO POVERTY

QUALITY EDUCATION

GENDER EQUALITY


The Hope Factory

SAICA Enterprise Development (SAICA ED) drives sustainable entrepreneurship development as an entity of the South African Institute of Chartered Accountants (SAICA).

SAICA ED houses strategic Enterprise and Supplier Development (ESD) programmes and customised projects in order **to grow South Africa's entrepreneurial sector through advancing the sustainable growth of small businesses.**

- SAICA ED's key intent is to **enhance the value of the SAICA profession by mobilising its contribution to SMME development through developing Financial Excellence** in entrepreneurs.

- We **partner with SAICA associated Small and Medium Accounting Practices** to achieve **Financial Excellence** in both **SMMEs and incubators** nationwide. These SMPs may also oversee the books of the accounting graduates and their SMME clients.

- **SAICA Members in Business**, can through various contributions (resources and time), support the SMPs and programmes and enable growth and development in the entrepreneurial sector.

Contribution to the UN's Sustainable Development goals

8 DECENT WORK AND ECONOMIC GROWTH

4 QUALITY EDUCATION

5 GENDER EQUALITY

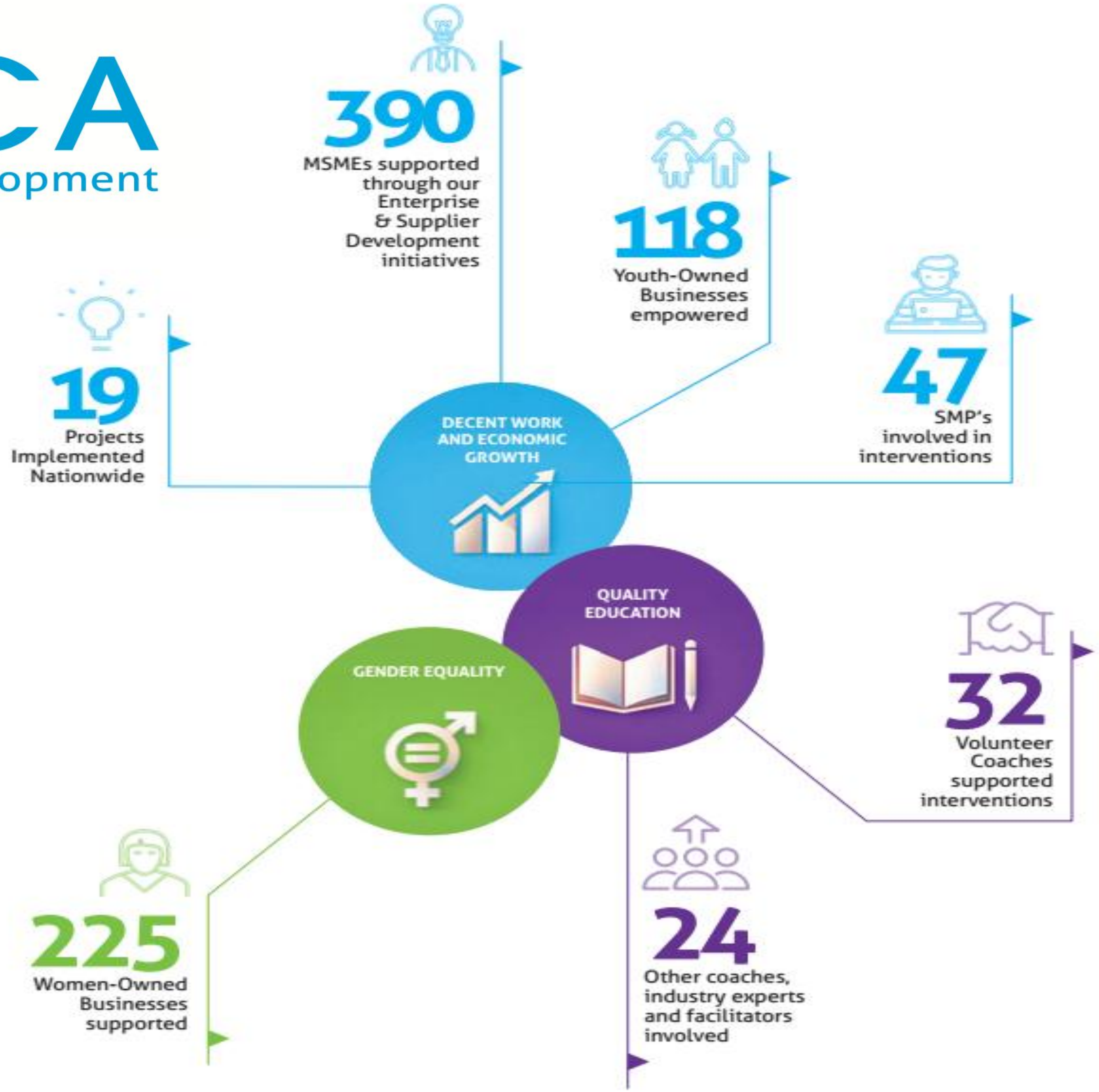
17 PARTNERSHIPS FOR THE GOALS

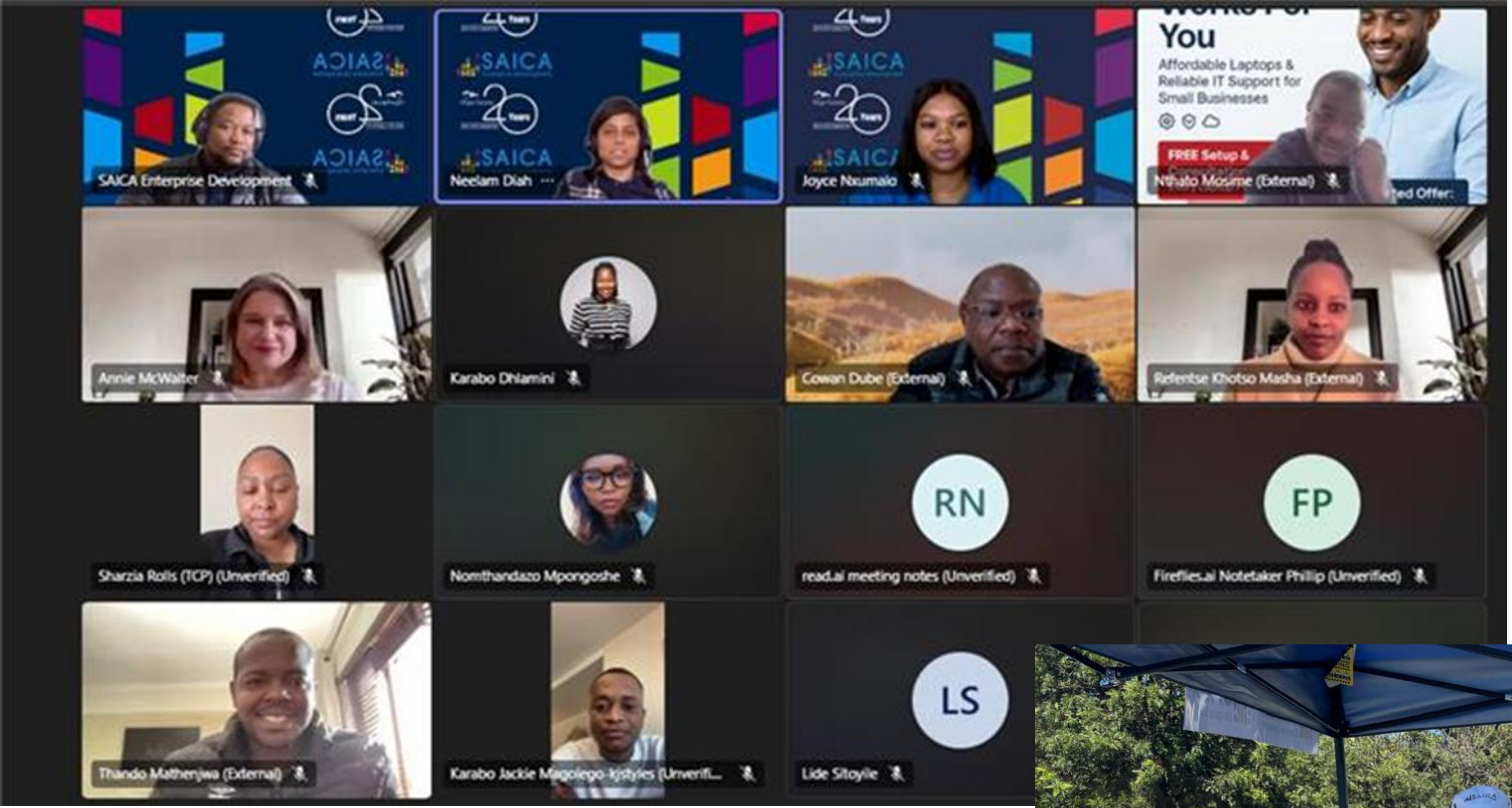
SAICA
Enterprise Development


SAICA
Enterprise Development
SAICA
THE ENTREPRENEUR
ECOSYSTEM
CORE SUPPORT
Interventions
EXIT STRATEGY
access to industry & access to finance
FULLY INTEGRATED
Vetted Supplier
IMPACT
1 New Clients
2 Increase in Turnover
3 Increase in Net Profit
4 Increase in Job Creation (new jobs)
SMME FUNDING READINESS
FINANCIAL COACHING
SMME
Financial Excellence Model/Framework
GRADUATE PROGRAMME
BOOKKEEPING SERVICES
(NATIONAL FOOTPRINT)
ACCOUNTING & BACK OFFICE SUPPORT TO SMME'S
FINANCIAL BOOTCAMPS

SAICA Enterprise Development

Key Impactful Interactions 2025

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Sharzia Rolls (TCP) (Unverified)
Nomthandazo Mpongoshe
RN
read.ai meeting notes (Unverified)
FP
Fireflies.ai Notetaker Phillip (Unverified)
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LS
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GOLDEN VALLEY
WIND FARM


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