

Networking session on funding Opportunities for tourism SMEs



Networking session on funding opportunities for agriculture & Agro processing SMEs





Networking session on funding opportunities for waste Management SMEs

Through the assistance and support provided by GTEDA, the following Tzaneen-based SMEs applied and successfully received funding from different funding institutions as indicated in the table below:

NO	BUSINESS NAME	FINANCIAL AND NON-FINANCIAL SUPPORT RECEIVED
1.	Maunatala Sewing Co-operative	R114 000.00 grant funding from Art Bank. R 120 000.00 stipend for all 5 members of Co-operative from National Movement of Rural Woman for period of 12 months. R 72 000 stipend for all 5 members of Co-operative from the Department of Social Development for period of 12 months.
2.	Nahlula Project	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
3.	Nkhapliwe Enterprise Business	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
4.	Rainbou Trading Enterprise	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.

5.	Charel Trading	Enterprise	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
6.	Cigar Maraizer Trading	Enterprise	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
7.	Desire MD Trading		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
8.	Die Kontant		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
9.	Hopenet Trading		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
10.	Kgadi ya Dinoko Trading		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
11.	Kgahli Spaza		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
12.	Letabo Fast Food		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
13.	MT Mothomogolo	Butchery and catering	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
14.	Skombi Trading and	projects	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
15.	Abigail Trading	Enterprise	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
16.	African Cotton Lapi		R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.
17.	Ashoek Business	Enterprise	R6500.00 business support grant from W&RSETA for purchase of Equipment and Materials for retail businesses.

The Agency introduced a Non-Financial Support Programme with the aim of supporting SMEs qualifying and deserving SMEs by procuring equipment and input material as per each individual business needs. GTEDA issued an advert calling SMEs within GTM to apply for non-financial Support. In response to the advert, 83 SMEs applied and underwent an intensive evaluation and adjudication process, however the following 31 SMEs were approved and benefited from this initiative. An amount of R 491 478.18 was spent during the 2023/24 financial year.

BUSINESS NAME	CLUSTER	AMOUNT
1. ARESOMENG TRADING AND PROJECTS	BULAMAHLO	R 15 592.02
2. MATJU BUSINESS ENTERPRISE	RELELA	R 15 873.40
3. BERRY HOLDING PRIMARY CO- OPERATIVE	LESEDI	R 16 000.00
4. SEKGOBELA PS	BULAMAHLO	R 15 957.70
5. VIOLET CAFETERIA	RELELA	R 15 981.90
6. KUHULA FARMING PROJECTS(PTY)LTD	LESEDI	R 16 223.50
7. KETURA ENTERPRISES	LESEDI	R 15 797.90
8. MABITSELA TRUST FARMING	RELELA	R 14 540.25
9. MAJITLA FARMING PROJECTS	RUNNYMEDE	R 15 822.94
10. ORATILE TRADING	BULAMAHLO	R 15 915.00
11. MMATSHILO AGRI & AGRO CONSULTANCY	LESEDI	R 15 750.00
12. SEKESPENSE TRADING	LESEDI	R 16 065.35
13. DITLOU PRODUCTION	BULAMAHLO	R 15 261.90
14. KPL AGRI TRADING	RELELA	R 16 000.00
15. MATHENDENI FARMING	BULAMAHLO	R 15 967.80
16. IMASH GROUP	LESEDI	R 15 843.43
17. ISHMO TRADING	RELELA	R 15 732.20
18. MOTLANALO TRADING	LESEDI	R 16 000.00
19. LOKSHEN TRADING ENTERPRISE	LESEDI	R 16 000.00



Limpopo Heritage Fair Exhibitions - 24th to 26 August 2023



Letaba show exhibitions 2023 - 9th to 11th August 2023

6. PROMOTIONAL EVENTS ATTENDED AND EXHIBITED

GTEDA participates in the planning and hosting of promotional events and exhibitions whereby SMEs are invited to exhibit and sell their products and services as well distribute of promotional material such as flyers/leaflets and business cards. The events play a critical role in providing SMEs with access to market opportunities, networking, and promotion of local facilities, products and services as well as providing an exchange of knowledge and expertise. The events promote business linkages, and advocate for the development of SMEs and collaboration. In circumstances where economic resources are available, GTEDA's participation in promotional events would be extended to the attraction of investment and business opportunities to Tzaneen, as per the Service Level Agreement (SLA) signed between GTEDA and GTM.

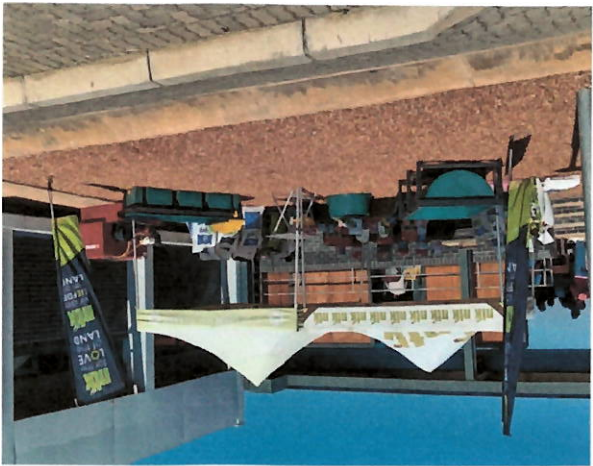
20. HOSI YA MAZAMBHANA	BULAMAHLO	R 15 946.00
21. CORNER PARK PALACE & SOFT SERVE	RUNNYMEDE	R 16 098.00
22. AKANI PAINTS	LESEDI	R 16 000.00
23. PAULO FASHION DESIGN	RELEA	R 15 910.00
24. OFENTSE MOHALE PTY(LTD)	LESEDI	R 15 990.00
25. ASHYOL TRADING	LESEDI	R 15 969.10
26. SIKWINDA BEST SOFAS DESIGN	BULAMAHLO	R 16 000.00
27. BOTSHILO CARE TRADING	LESEDI	R 15 910.00
28. MARKSHOPE BRICKS MANUFACTURING PRIMARY COOPERATIVE	LESEDI	R 15 645.00
29. CHAREL TRADING	LESEDI	R 15 897.00
30. LESEDI LA DIMPHO MULTI-PURPOSE	RELEA	R 15 465.00
31. CALLIVE TRADING	LESEDI	R 15 596.00



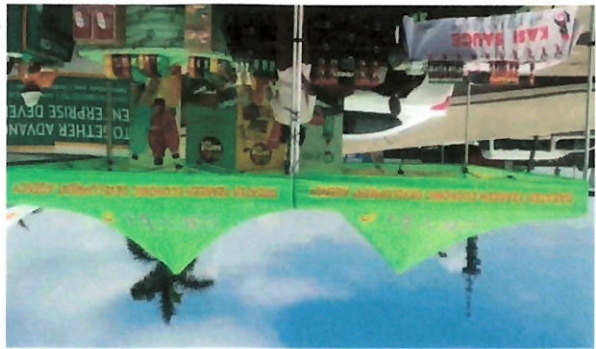
Marula Festival SMMME Exhibitions – 01-04 May
2024



Mopani District Heritage Market - 28 September
2023



Tzaneen Agric Expo Exhibitions – 06-07 June
2024



Mopani District SMMES Pop-Up Market
Campaigns - 06 November 2023 & 26-28 April
2024

GTEDA through the support of the GTM Runnymede Cluster Head, Clir Michana Shingange, identified two schools in the cluster as beneficiaries of the GTEDA's 2023/24 Corporate Social Responsibility.

8. CORPORATE SOCIAL RESPONSIBILITY

BUSINESS SECTORS			NUMBER OF BUSINESS	REGISTERED	NUMBER OF ANNUAL RETURNS FILED
1. Agriculture and Agri - business			76		21
2. Manufacturing			38		15
3. Tourism			74		19
4. Waste Management			19		4

Breakdown per sector: SMEs registered in the 2023/24 financial year:

7. SME AND COOPERATIVES DEVELOPMENT & SUPPORT

GTEDA conducted an intensive monitoring drive whereby site visits were undertaken to SMEs and Cooperatives. 598 walk-in-clients were offered business advisory services during the period under review. GTEDA further registered two hundred and seven (207) companies with the Companies and Intellectual Property Commission (CIPC). Once the companies have been registered, they were recorded into the SMEs Development and Support Database which comprises of 517 SMEs operating within Tzaneen. SMEs are further provided with access to funding opportunities through information sharing and networking sessions, skills development & training as well as mentorship. Filing of annual returns was conducted for 59 companies.

Capacity Building support is also extended to Cooperatives, a monitoring database was developed to track progress of each Co-operative, for the 2023/24 financial year, the report accounted for 56 Co-operatives operating within Tzaneen.





2. Khesethwane Secondary School in Ward 2 under Cllr Edward Manyama was identified as the second beneficiary, received 150 chairs as requested by the SGB, as well as designing of two school entrance sign boards, the handover was held on the 7th of June 2024 and among the esteemed attendees were GTEDA Management, Runnymede Cluster Head, Cllr Mfichana Shingane, Ward Cllr Edward Manyama, Mopani District PR Cllr Mpho Selalelo, the School Management and SGB.



1. Vulakanjani Primary School from Ward, 5 as the first beneficiary received 4000 paving bricks as requested by the SGB, the handover was held on the 21st of May 2024, among the esteemed attendees were GTEDA Management, Runnymede Cluster Head, Cllr Mfichana Shingane, the School Management and SGB.

Coding of Results

Blue	KPI Extremely Well Met
Green2	KPI Well Met
Green	KPI Met
Orange	KPI Almost Met
Red	KPI Not Met

Procedure for Performance Reporting during 2023/24 Financial Year

GTEDA utilises an electronic reporting system to promote accurate and timely reporting. The Internal Audit Division utilised the electronic system to audit the performance reported by GTEDA. The actual performance reported on the system, and presented in this report, has been colour coded as follows:

4.2. ANNUAL PERFORMANCE



2023/24 ANNUAL PERFORMANCE REPORT

Objective LED 1: Increase Investment in the GTM economy										
Objective LED 2: Create a stable and enabling environment by attracting suitable investors										
Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
Investment attraction	Number of committed investors attracted through GTEDA	1	1	N/A	1	Target Met	None	None	MOU/SLA	Target Met
Networking Seminars	Number of Information sharing seminars convened	8	12	N/A	18	Target Extremely Well Met	Due to community demand for information on GTEDA's services and support, an intensive outreach program was conducted,	None	Attendance registers, Reports	Target Extremely well met

2023/24 ANNUAL PERFORMANCE REPORT

Objective LED 1: Increase Investment in the GTM economy

Objective LED 2: Create a stable and enabling environment by attracting suitable investors

Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							with Ward Councillors providing key support and participation to facilitate the initiative.			
Agricultural Business Incubator	Number of SMMEs trained on Agro-processing	54	60	N/A	136	Target Extremely Well Met	The KPI was over-achieved due to the number of information-sharing sessions	None	Attendance Registers, Training Reports, Certificates of Registration, Attendance Certificate	Target extremely well met

2023/24 ANNUAL PERFORMANCE REPORT										
Objective LED 1: Increase Investment in the GTM economy										
Objective LED 2: Create a stable and enabling environment by attracting suitable investors										
Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							conducted, the SMMEs expressed the desire to be trained on agro-processing. *The positive influence of GTEDA on local communities motivated SMMEs to participate in this			

2023/24 ANNUAL PERFORMANCE REPORT

Objective LED 1: Increase Investment in the GTM economy

Objective LED 2: Create a stable and enabling environment by attracting suitable investors

Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							project, leading to the overachievement of (KPI).			
Annual Report	Number of Annual Report submitted to the municipality by 15 January	1	1	N/A	1	Target Met	None	None	Signed Annual Report	Target met
GTEDA business plan	Number of Submission of the GTEDA business plan to GTM by 31st March	1	1	N/A	1	Target Met	None	None	Business Plan, Proof of submission	Target Met

2023/24 ANNUAL PERFORMANCE REPORT

Objective LED 1: Increase Investment in the GTM economy

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
Strategic Risk mitigated	Number of Strategic Risk mitigated	2	2	N/A	7	Target Met	Two strategic risks were identified with 8 action plans of which 7 of them were achieved and only one was not achieved.	None	Risk Monitoring Report	Target Met

2023/24 ANNUAL PERFORMANCE REPORT

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
Audited Financial Statement	Number of Financial Statement submitted to AGSA by 31 August	1	1	N/A	1	Target Met	None	None	Proof of submission to AGSA	Target Met
Annual Budget	Number of Annual Budget Approved by 31st May by Council	1	1	N/A	1	Target Met	None	None	Annual Budget Approved,	Target Met
Budget Spent	% Budget Spent	92%	100%	N/A	86%	Target Not Met	The variance was due to a savings on board fees, travel, and accommod	The appointment or extension of board term is the prerogative of council. The disestablishment process is	Budget vs Actual Reports	Target not Met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							ation because meetings did not take place due to the expiry of their term of office on 30 September 2023 and was not extended. 2. The variance was due five	not controlled by management.		

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							additional funded positions that were budgeted for and were not filled pending outcome of the legal opinion on GTEDA's establishment.			
Implement Performance Management	Number Employee Performance	1	1	N/A	2	Target Met	Only the CEO gets assessed	None.	Performance assessment Reports	Target met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
	assessments conducted						formally. The annual target was revised to 2 (1x CEO's Midyear and 1x Annual Performance Assessment Reports) for the next financial year.			
Promotion of SMEs and Cooperatives	Number Promotional events	4	4	N/A	7	Target Met	The KPI was over-achieved	None	Attendance Register	Target Met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
	attended and exhibited						due to the need to provide SMEs with access to markets and marketing opportunities, which is done through collaboration with various stakeholders tasked with the		Exhibition Report	

2023/24 ANNUAL PERFORMANCE REPORT

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							responsibility to support and develop SMEs.			
Board Support	Number of Board Meetings attended	4	2	N/A	1	Target Not Met	The Board term was not renewed by Council (November 2023-April 2024) and therefore scheduled meetings were not convened.	Only one meeting to deal with the disestablishment issue was held. NB: The Board's term of office is outside the competency of management	Board Quarterly Reports	Target not met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
SMME's assisted with registration	Number of SMME's assisted with registration	161	170	N/A	207	Target Well Met	The KPI was over-achieved due to GTEDA's participation in information-sharing seminars, community outreach programmes within Greater Tzaneen, and exhibitions,	None	CIPC Registration Certificates	Target Well Met

2023/24 ANNUAL PERFORMANCE REPORT										
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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							which affected the over-achievement. A large number of SMMEs expressed interest in legalizing their businesses through GTEDA assistance across 4 clusters of Greater			

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							Tzaneen Municipality			
Internal Audits Conducted	Number of Internal Audits Conducted	4	4	N/A	4	Target Met	None	None	Signed Internal Audit Reports	Target Met
Investment attraction	Number of Partnership secured	2	2	N/A	2	Target Met	None	None	MOU/SLA	Target Met
Networking Seminars	Number of SMME Funding Applications submitted and approved	1	1	N/A	3	Target Extremely Well Met	SMMEs were assisted to apply for funding through	None	Proof of submission of funding applications.	Target extremely well met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							online channels using Gteda facilities.			
Waste Management for SMME	Number of Waste Management SMMEs registered	0	10	N/A	10	Target Met	None	None	Registration Certificates CIPC	Target Met
Waste Management for SMME	Number of Waste Management SMMEs incubated	0	10	N/A	16	Target Extremely Well Met	This report outlines the outcomes and achievements of the waste management	None	Incubation Reports	Target Extremely well met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							incubation program, highlighting its benefits for participatin g SMMEs.			
Waste Management for SMME	Number of Waste Management SMMEs trained	24	50	N/A	67	Target Well Met	Due to the number of information sharing sessions conducted SMMEs showed interest on waste manageme	None	Attendance Register, training reports, certificates of attendance	Target Well Met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							nt projects, therefore GTEDA conducted the training sessions to empower SMMEs to integrate effective waste management practices into their daily operations, enhancing their			

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							competitiveness, environmental responsibility, and overall business sustainability.			
SMMES provided with financial support	Number of SMMES provided with financial support	-	20	N/A	31	Target Extremely Well Met	The KPI was Overachieved due to the significant number of funding	None	Expenditure report, application form, approval letter	Target Extremely well met

2023/24 ANNUAL PERFORMANCE REPORT

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							submission s received from SMEs, GTEDA recognized the necessity to assist eligible small, micro, and medium enterprises (SMMES) based on the assessment			

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							t criteria . the Evaluation process was done to monitor the progress of the businesses funded.			
Tzaneen Farmer Supported	Number of Animal Production Farmers trained	30	60	N/A	90	Target Extremely Well Met	The reason the KPI is overachiev ed is that SMMEs expressed their	None	Certificates of Attendance Training Reports Attendance Registers	Target extremely well met

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Programme	KPI Name	Baseline	Annual Target	Revised Target	Actual	Rating	Reason for Deviation	Corrective Measures Taken	Source of Evidence	Reviewer Comment
							eagerness to receive training in order to enhance their business success through acquiring knowledge and skills that will assist them when applying for funding.			