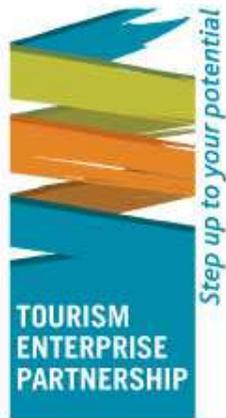


# TOURISM ENTERPRISE PARTNERSHIP

## Presentation

### August 2013



# OVERVIEW

- Non Profit Company
- Flagship public private partnership
- One of the longest standing and most successful enterprise development partners for small tourism businesses in South Africa
- Facilitating the growth, development and sustainability of small tourism businesses
- Offering a number of services that provide hands-on, step-by-step support and guidance and ultimately improves the tourism business' product quality, operational efficiency and market reach



# OBJECTIVES

- 1. Job Creation through Enterprise Support** - To improve the performance and increase the profitability of SMMEs by focussing on skills and product development, quality assurance and access to finance thereby actively supporting the creation of new jobs and maintenance of existing jobs.
- 2. Transformation** - To increase the participation of black tourism enterprises by focussing on skills development, enterprise development and market access for enterprises that are predominantly black-owned.
- 3. Sustainability through Market Access** - To increase market access for SMMEs, thereby actively supporting the creation of new jobs and maintenance of existing jobs through increased turnover in excess of inflation.
- 4. TEP Impact and Sustainability** – To actively source programme and grant funding and provide fee-generating services to the tourism sector as to enhance the impact and sustainability of TEP.



# ACHIEVEMENTS

- Managed investment volumes of over **R500m** since 2000
- National footprint with representation in all **9 provinces**
- Contributed to revenue increase of **R5,7 billion** since its inception
- Facilitated the creation of approximately **70,000 job opportunities** country wide
- **Trained 23,600** and **mentored 319** small tourism businesses
- Client base of over **3,000 tourism SMME's** include accommodation, car hire, travel agencies, entertainment, conference centres, restaurants, tour operators, activities, attractions, storytellers, artists, performers, lifestyle products and museums, all combining to form the social and heritage product network of South Africa



# OPERATING STRUCTURE

TEP BOARD OF DIRECTORS

TEP HEAD OFFICE

Chief Executive

General Manager:  
Operations

Business Support  
Services

Skills Development

Manager: Finance,  
Technology & HR

Finance and Statutory

Office Management

Human Resources

Technology

Manager: Market Access and  
Research

Marketing & Branding

PR and Communications

Market Access & Sales

Manager: Enterprise  
Development and  
Sustainability

Fundraising

Special Projects

SERVICE PROVIDERS AND INFRASTRUCTURE SUPPORT

9 x Provincial Service  
Providers

IT Service Provider

Public Relations, Research  
Service Provider

# VISION, MISSION & VALUES

- **Vision:** To be the premier enterprise development partner for small tourism businesses in South Africa
- **Mission:** To facilitate the development and sustainability of micro, small and medium enterprises so as to contribute to job creation, economic development and transformation in the tourism sector
- **Values:**
  - Entrepreneurial spirit
  - Promote innovation
  - Responsible tourism
  - Exceed expectations
  - Foster partnerships
  - Total quality delivery
  - Sustainability



# FUNDERS & BOARD MEMEBERS

## FUNDERS

Funding for TEP's tourism SMME's development interventions is provided by the National Department of Tourism as well as the private sector who, after the winding up of Business Trust in September 2011, continue to invest in TEP through its Enterprise Development Portfolio (EDP).



*Mr. Rick Menell  
CEO  
TSC Advisory (Pty) Ltd  
(Chairman)*



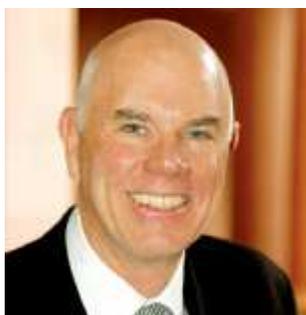
*Ms. Itumeleng Dlamini  
Head of African Legacy &  
Special Projects  
2010 FIFA World Cup Organising  
Committee SA*

## BOARD MEMBERS

TEP's Board of Directors consists of individuals from large and small public and private organisations, representing tourism as well as other industry sectors.



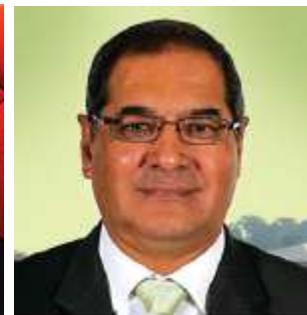
*Mr. Bernard Marobe  
Managing Director  
Mankwe Safaris*



*Mr. Brian Whitakker  
Chief Executive  
Business Trust*



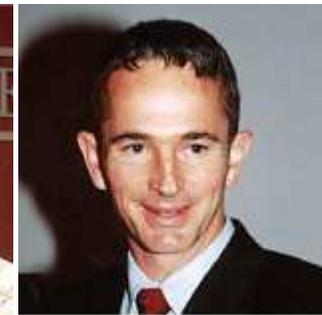
*Mr. Moeketsi Mosola  
CEO  
Imperial Holdings  
Tourism Division*



*Mr. Grant Gelink  
CEO  
Deloitte & Touche*



*Mr. Clifford Ross  
Chief Executive  
City Lodge Hotels Limited*



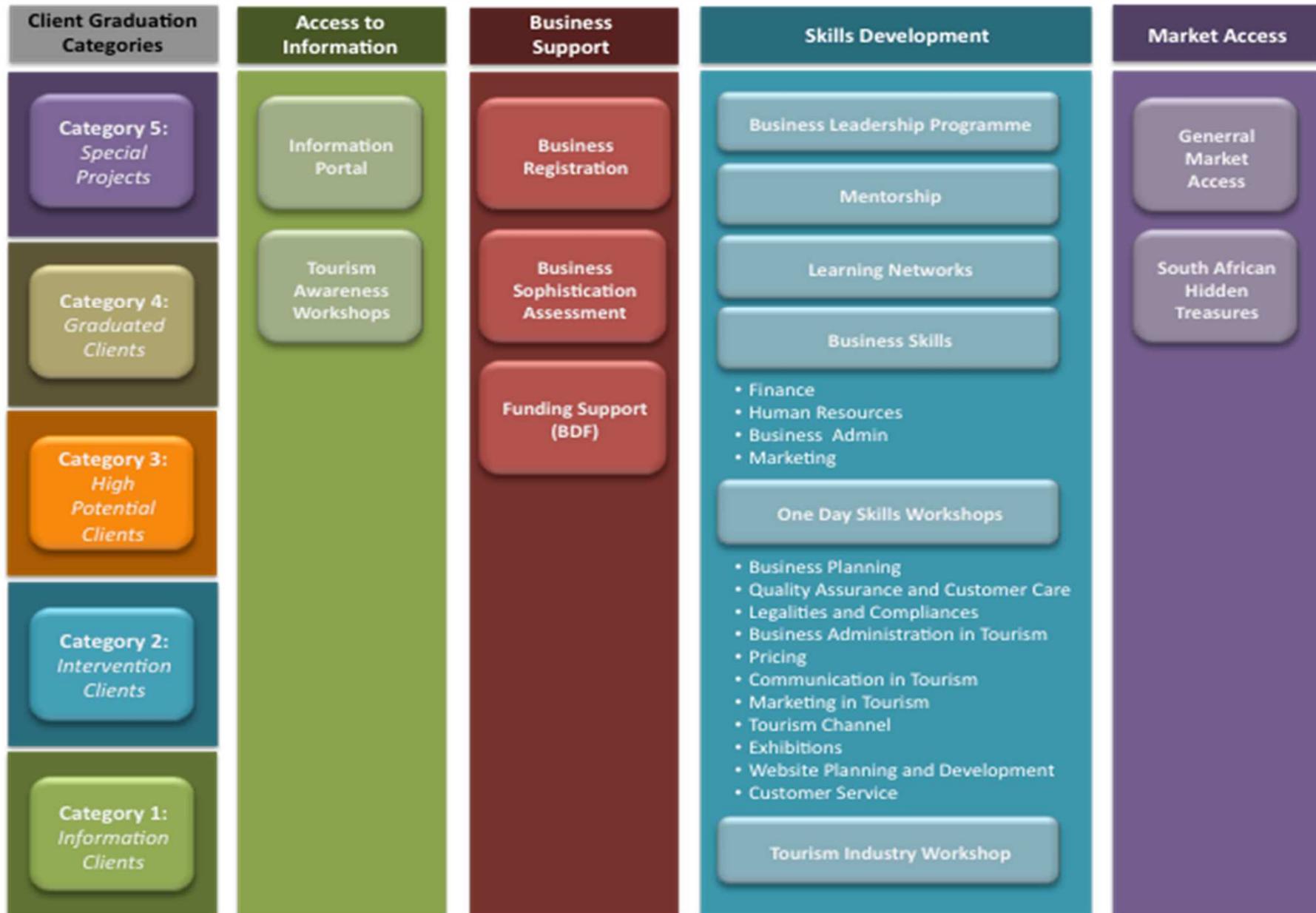
*Dr. Crispian Olver  
Businessman  
(former DG DEAT)*

# REPORTING METHODOLOGY

- Upon registration with TEP, the tourism SMME provides baseline information on the number of full time and part time employees, as well as annual turnover.
- Once the SMME has received assistance from TEP, they are required to provide monthly progress reports to indicate current employment and turnover figures.
- TEP's targets of job opportunities created and turnover increased are based on incremental growth figures from baseline on both employees and turnover.
- TEP is audited by PriceWaterhouseCoopers and Gobodo.



# TEP PRODUCTS & SERVICES



# COST OF BELONGING TO TEP

- Having worked towards a sustainability model for the past three years, TEP is using a strategy that will ensure its products and services remain relevant and impactful. TEP is not a grant making or aid agency but rather a development partner and therefore TEP's strategy is aimed at empowering tourism businesses to commit and contribute to their own development
- Based on international best practice with regards to enterprise development cost sharing, TEP charges an annual administration fee of R600, and a commitment fee of 10% per service used
- Payment of TEP fees will only be applicable as of **April 2013** in order to ensure broad communication and understanding.



# BENEFITS OF BELONGING TO TEP

Registered TEP clients, having paid the annual administration fee, gain access to:

- A source of relevant and up to date industry information
- A network of like minded business owners and entrepreneurs
- Discounted services such as skills development and market access
- TEP's Business Development Fund, which can assist with up to 50% cost sharing of approved business services
- A fund that can assist with up to 50% cost sharing of certain business services that meet impact and job growth criteria

Approval of service use is based on impact and relevance with regards to addressing identified business needs, growth and job creation.



# WHAT DOES TEP EXPECT OF ME

- TEP's objectives are job creation, transformation and sustainability of small tourism businesses in South Africa. TEP registered clients are asked to report their turnover and employment information on a monthly basis, allowing TEP to measure and report to its funders the enterprise development impact achieved.
- TEP will issue invoices for all services provided to its clients. Use of these services is dependent on payment of the required fees and the above reporting requirements.



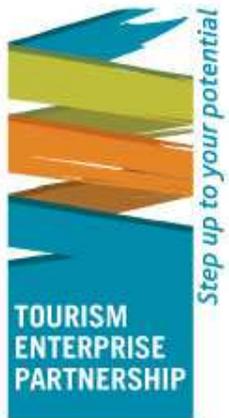
# ENTERPRISE DEVELOPMENT PORTFOLIO

TEP developed the Enterprise Development Portfolio (EDP) in response to the challenge that many South African companies experience in complying with the Enterprise Development component of the Codes of Good Practice.

TEP's EDP offers:

- Up-front certification of Enterprise Development points for B-BBEE scoring
- Tax deductibility on certain investments
- Robust reporting procedures on fund deployment and impact
- National footprint and a database of over 4,000 small tourism businesses
- Enhanced public brand profiling
- Assisting government towards its job creation goals





❖ **Thank you**

TEP co-funded by:



TEP an initiative of:



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