

# KGOLO ENTERPRISE and SUPPLIER DEVELOPMENT PROGRAMME

## Invitation for **NEW APPLICATIONS**

### About the Kgolo ESD Programme

The Kgolo Enterprise and Supplier Development (ESD) Programme, championed by the Royal Bafokeng Nation, commenced in 2022 and successfully supported 84 SMMEs in its inaugural phase. The programme's innovative financing approach, a challenge for small businesses, has set it apart.

The primary goal is to grow quality and sustainable businesses within the Royal Bafokeng Nation (RBN), thereby making a significant contribution to the nation's socio-economic growth in support of the RBN Plan '35.

### How programme objectives are achieved

- **Access to Skills:** Tailored business development support at every life stage.
- **Access to Market:** Forge meaningful connections to reach more customers and engage with larger companies.
- **Access to Funding:** Eliminate barriers by extending funding support to SMMEs. Our goal is to dismantle the obstacles commonly encountered by SMEs in accessing affordable financing.

### Who are the role players?

- **RBN** – the programme is targeted specifically at RBN beneficiaries in line with the strategic goals to promote economic development in line with the RBN's Plan '35.
- **RBDNT** – responsible for the commercial imperatives of the RBN and is tasked with facilitating a solid foundation for a thriving and sustainable community.
- **RBH** – as the investment arm of the RBN, RBH is prioritising the socio-economic needs and interests of the RBN through its sole shareholder the RBDNT, to contribute towards positive social transformation and support the goals and objectives of the RBN's Plan '35.
- **RBED** – the RBN entity that is mandated to promote and advance enterprise development in the RBN.
- **Edge Growth** – as a leader in Enterprise and Supplier Development, Edge Growth is the implementation partner to support the RBN with the implementation of the ESD programme.

### Call for Applications:

The Kgolo ESD programme is now accepting applications from 12 February to 12 March 2024. Prospective applicants meeting the specified criteria are encouraged to submit their applications through the provided link.

### To apply and queries

Submit your application [here](https://kgolo.esdprogramme.com)  
For queries, contact [kgolo.esd@rbn.co.za](mailto:kgolo.esd@rbn.co.za)

Shape a sustainable future for your business

**APPLY NOW** limited spaces available! Act fast for your chance to secure a spot on this programme.

### Criteria for application

- ✓ Applicants must be registered with RBED and provide an RBED support letter dated within the last three months. Alternatively, they should be in the process of registering or willing to register on the RBED database.
- ✓ Must be in business as per CIPC definition (i.e., not in the process of deregistration).
- ✓ Mofokeng ownership in the business entity must be equal to or greater than 51%.
- ✓ The Mofokeng shareholder must be operationally and actively involved in the business.
- ✓ Applicant business enterprise must either be currently contributing to the Royal Bafokeng economy (e.g., jobs, local spend etc.) or through its growth plan, show how it is going to contribute.
- ✓ Must not operate within 'sin industries' (e.g., alcohol, tobacco, drug trafficking, etc.).
- ✓ Must have annual turnover of R50m or less.
- ✓ Must have been in operation for more than 2 years.
- ✓ Must be willing to set aside at least 3 days per month to take part in business development support activities.

### WHAT PAST PARTICIPANTS HAVE TO SAY:

"Valuable insights into essential aspects of business."

"Programme led us to new clients, positively impacting our business."

"We have found new potential clients through the programme, and now we are ready to reach out and expand our market access."

"My mentor helped me refine our approach to database registration, resulting in a more targeted and engaged target market."



ROYAL BAFOKENG NATION

