



**NATGROWTH FUND**



**NATGROWTH**



**I’AFRICA IYATHUTHUKA**

**National and Africa Growth, Development and Investment Centre**  
**GTi: Global Trade and Industrial Centres**

**KWAZULU-NATAL BROAD-BASED GROWTH  
AND INVESTMENT PROGRAMME**

**World Class Strategies, Big 42X10 = 420+ Projects, Finance, Investment,  
Job Creation, BBBEE, SMME and Skills Development**

**5-7 NOVEMBER 2008, GARDEN COURT, MARINE PARADE**

**INVITATION FOR PPP’S: PROJECTS, PARTNERS, PANELISTS AND PARTICIPANTS**

This exciting Board-room Programme aims to facilitate **High-Impact Broad-Based Business and Economic Growth and Development Projects and Investments**, building on **ASGISA**, the **Apex Priorities**, **ANC Resolutions, 2010, Provincial and Local Growth & Development Strategies, R&D & previous Programmes**. The **Outcomes** include **Bankable Business Plans, Investment Funding and Implementation processes** with high impact on **Business Growth, Job Creation, LED, BBBEE, SMMEs and Skills Development**.

The Programme builds **Strategic Leadership** skills in Business and Government with **practical work-related Projects** including Strategies, Business Plans & Models, Finance, Investment Facilitation and Implementation Management. **Participants** find the **in-depth content, interaction and team building** to be a **life-changing transformation process**, providing the **keys to the door** of personal, business and economic development

**DAY 1: NEW NATIONAL, PROVINCIAL AND LOCAL GROWTH STRATEGIES AND PROJECTS**

**DAY 2: NEW INDUSTRIAL AND SECTOR GROWTH STRATEGIES AND PROJECTS**

**DAY 3: NEW BUSINESS GROWTH STRATEGIES, PROJECTS, FINANCE AND INVESTMENT**

**PARTNERS, PANELISTS AND PARTICIPANTS INVITED**

*Office of the Premier, National, Provincial, District and Local Government, Business, Development Agencies, Financial Institutions, Investors, Labour, Stakeholders, ABSA, ABM, DBSA, DIPA, Durban Africa, Durban Online, KZN Growth Fund, IDC, IDT, ITHALA, Khula, NEF, SEDA, TIKZN, Amajuba, eThekweni, Ilembe, Sisonke, Ugu, Ukahlamba, UMgungundlovu, Umkhanyakude, Umzinyathi, Uthungulu*

**Previous programmes:** ASGISA Task Team, Mrs Zanele Mbeki, Presidency, Mmembathisi Mdladlana Minister of Labour, Sazini Ndlovu IDT Jobs for Growth, ABSA, AFD, AfriVula, AIDC, ANC, Anglo, BAM-SA, Banking Council, Business Connexion, Business Partners, B-Tel, BUSA, Callforce, CENTLEC, CHAMSA, COSATU, CSIR, Deloitte, National, Provincial & Local Government, DBSA, DEAT, DME, DOA, DOC, DOL, DOH, DOT, DME, DPE, DPLG, DPW, DSR, Dti, Durban Film Office, DIPA, ECDC, ECSECC, EDI, Education, Ekta, Ekurhuleni, ELIDZ, ESKOM, Ethanol Africa, Embassies: French, German, Israeli, UK, USA; Ekurhuleni, Embizeni, Eskom, Ethanol Africa, FASSET, FDC, FNB, FEDUSA, GCIS, GEDA, GEP, GPF, GPG, GTKF, Hibiscus DA, IBM, ICASA, ICT Charter, IDC, Innovation Hub, Interakt, Investec, Invest N West, Ithala, Jasco, JCCI Nafcoc, Joburg, Khula, KZN Growth Fund, Land Bank, Liberty, LimDev, Llale, Lucent, M&R Badiri, Mandela Metro, Mangaung, Maxim, MboxOne, MEGA, MIDZ, MINTEK, NAAMSA, NAFCOC, NDA, Nedbank, NEF, NEDLAC, NEPAD, NMCF, NPI, NT, NWU, Okhahlamba, OR Thambo, PMR, MIDZ, Proudly SA, Rainbow, Resilient, SA Breweries, SABC, SACCOM, SACOB, SA Canegrowers, Samaita, SAIRR, SALGA, SARB, SEDA, SGI, SETA’s, Sisonke, SML, Southern Cross, Stanbic, Stats SA, Telkom, TECSA, TEP, TETA, Tiffany, Thabo Mbeki Fund, TIL, TIKZN, TISA, Transnet, Ubuntu, Ubunye, Ugu, UKDFid, UKZN, UNDP, UYF, World Bank, XStrata, Yebo Coops

**NATGROWTH** is an independent empowered **Growth, Development and Investment Centre**, managing Business and Economic Development Programmes, Projects, Partnerships and Investments, as a Leading Strategic Resource for all Stakeholders. Natgrowth provides Strategic Management, Investment, Financial Advisory, R&D, Education & Training services, in association with **Gti Global Trade and Industrial Centres, NATGROWTH FUND, NATVEST, Natgrowth Devbank, I’Africa Iyathuthuka, I’Africa Foundation (non-profit) NatBBBEE, NatGov & London School of Business SA**. [www.natgrowth.co.za](http://www.natgrowth.co.za); [www.londev.co.za](http://www.londev.co.za). **Executives:** Eric Stillerman BSocSc BAHons BAcc CA (SA) MA CEO, Business and Economic Growth, Development and Investment specialist, life-time experience in the public and private sectors as entrepreneur, executive and consultant; Artie Phatlane NDE, Maki Mothiane Dip Tour, Allan Dendere MBA Dip Ed, Taurai Gumbo BSc Econ Hons Zim, Lisaniyas Mupambireyi BSc Econ Lon AMD IMM Zim, Sphiwe Mathebula, Songezo Mcapukisi. **Non-exec:** Dr Colin Lawrence UK

**BIG 42 X10 = 420+ STRATEGIES AND FLYWHEEL PROJECTS**

**FOR 10 X BROAD-BASED GROWTH AND INVESTMENT**

- FOR ALL 9 X 10 PROVINCIAL GOVERNMENT DEPARTMENTS AND CLUSTERS
- FOR ALL 283 DISTRICTS, MUNICIPALITIES, COMMUNITIES AND STAKEHOLDERS
- FOR ALL THOUSANDS OF BUSINESSES: SMALL, MEDIUM AND LARGE
- FOR ALL FINANCIAL INSTITUTIONS, INVESTORS AND DEVELOPMENT AGENCIES

1. **Infrastructure**, Transport, Logistics, Construction, Housing and Public Works
2. **2010 Projects**: integrated with Tourism, Trade, Transport, ICT and Infrastructure
3. **Tourism**: Increasing domestic and international business, shopping and leisure tourism
4. **Gti: Global Trade and Industrial Centres** into SADC, Africa and beyond
5. **Industrial Parks and IDZ’s** logistical, distribution, trade and investment promotion services
6. **Industrial Policy Action Plan and Incentives** for cost reduction and global competitiveness
7. **Call Centres / BPO&O / ICT**: Projects with new incentives and more cost-effective telecom access
8. **Agriculture, Agro-processing, Land and Water**: Expanding, diversifying, partnering and marketing
9. **Bio-fuels**: Accelerating sustainable biofuel projects
10. **Automotive and Components**: the new Motor Industry Development Programme
11. **Minerals, Metals and Beneficiation**: Diversification of downstream and sidestream value chains
12. **Energy**: Managing Demand, Consumption and Sustainable Energy Supply
13. **Value-added Manufacturing** in all sectors including
14. **Appliances and Mass Consumer Goods**
15. **Integrated Forestry**, Pulp, Paper and Wood Products
16. **Clothing and Textiles** Developing Global Competitiveness
17. **Capital and Transport Goods**
18. **Chemicals**, Petro-chemicals and Pharmaceuticals
19. **Creative Sectors**: Integrating **Film, Video, Arts, Crafts, Jewellery, Fashion, Heritage assets, Music and Theatre** into the lucrative mainstream tourism and entertainment industries
20. **Integrated Housing**, Human Settlements, Township and Shopping Centre Development
21. **Integrating Social and Economic Development**
22. **Model Comprehensive Healthcare and Productive Social Services** to eradicate poverty

**CROSS-CUTTING STRATEGIES AND PROJECTS**

23. **Pro-active Strategic Leadership** and Active Partnerships for World Class Delivery
24. **Broad-based Growth**: Integrating the “Second and First” Economies with Linkages between infrastructure, BBBEE, commercial and emerging enterprises across all sectors
25. **NatBBBEE: Accelerating BBBEE, SMME, Enterprise** and Cooperative Development and Procurement
26. **Accelerating Regional and Local Economic Development** Projects and Investment Initiatives
27. **Financing Growth: Growth Funds**, Partnerships, Pro-active Development Finance
28. **National Research and Development Strategy**: New R&D Incentives
29. **HRDS: HR Development**: Bridging the Education and Skills Gap for Growth and Job Creation
30. **Macro-Economic Management** for Balanced and Sustainable Growth and Development
31. **Bold Marketing and Positioning** of SA, the Provinces and Districts as Centres of the Action
32. **Spatial Development Corridors**: Expanding economic development all around the corridors

**+ KZN PROJECTS**

33. **+ KING SHAKA INTERNATIONAL AIRPORT**
34. **+ DUBE TRADE PORT**
35. **+ HIBISCUS COAST PROJECTS: PORT SHEPSTONE BEACHFRONT**
36. **+ KZN GROWTH FUND PROJECT LIST**
37. **+ TIKZN PROJECT LIST IN ALL DISTRICTS**
38. **+ DIPA ALL HITS AND STARS PROJECT LIST**
39. **+ ITHALA PROJECTS ACROSS THE PROVINCE**
40. **+ PSEDS DISTRICT AND LOCAL PROJECTS**
41. **+ uTHUNGULU PROJECTS**
42. **+ OTHER PROJECTS TO COME UP ON THE PROGRAMME....**

**DAY 1: NEW NATIONAL, PROVINCIAL AND LOCAL GROWTH STRATEGIES AND PROJECTS**

08.00 Registration/Refreshments/Networking

**08.30 Introduction, Objectives and Overview: Growing into the Premier League**

*Eric Stillerman, Natgrowth CEO, Programme Director and All Participants*

- **Strategic Vision, Business Definition, Business Planning** and Project Scoping
- **Strategic Leadership, Directing Change** in dynamic Global, National and Local times
- **NatGov: Moving Forward**, Integrating the **Apex** Priorities, **ASGISA** and **ANC** Resolutions
- **Key Initiatives**, Progress, New Opportunities, Challenges and Initiatives
- **Business and Economic** Overview Scenarios, Key Issues, Opportunities and Threats
- **The Big 42+ Strategies**, Projects and Investment Initiatives
- **Trade and Industrial Centres**, IDZ’s and Corridor Projects

**09.15 Provincial Growth and Development Strategies, Projects and Investment Initiatives**

*Invited: Office of the Premier, Economic Cluster*

10.00 Morning Refreshments/Networking

**10.30 KZN Growth Fund Projects and Investment Opportunities**

*Invited: KZN Growth Fund COO*

**11.30 eThekweni and DIPA Growth Projects and Investment Opportunities**

*Provisional Russel Curtis CEO DIPA*

- **King Shaka Airport and Dube Trade Port**
- **2010 and Other Projects**

12.30 Lunch/Networking

**13.30 District and Local Projects, Parallel Workshops: ABM, TIKZN, Ithala including IDP, LED, SMME’s, Coops, BBBEE, 2010, Housing, Infrastructure, Transport, Tourism, Trade and Industry**

- **Amajuba**
- **Hibiscus Coast**
- **Ilembe**
- **Sisonke**
- **Ugu**
- **Ukahlamba**
- **UMgungundlovu**
- **Umkhanyakude**
- **Umzinyathi**
- **Uthungulu**
- **Other**

15.00 Afternoon Refreshments/Networking

**15.30 Development Planning with Geographical Information Systems**

*Adri De La Rey, Eskom GIS Manager*

**16.00 The Way Forward: Discussion and Conclusions *All Participants***

17.00 Closure

**DAY 2: NEW INDUSTRIAL AND SECTOR GROWTH STRATEGIES AND PROJECTS**

08.00 Registration/Refreshments/Networking

**08.30 New Industrial and Sector Strategies and Projects: Overview**

*Panel Invited: the dti, Eric Stillerman Natgrowth CEO*

**09.00 Infrastructure Investment, Transport, Construction, Public Works**

*Panel Invited: Transport, Roads and Public Works, DBSA*

10.00 Morning Refreshments/Networking

**10.30 Agriculture, Agro-processing, Bio-fuels, Forestry, Land and Water**

*Panel Invited: Dept. of Agriculture, Agriculture Specialists*

**11.15 Tourism, Arts, Culture and 2010 Strategies and Projects**

*Panel Invited: DEAT, DACS, DSR, Durban Africa Tourism Industry*

**12.15 ICT, BPO&O and Call Centres**

*Panel Invited: Economic Development, Durban Online, dti, Industry Specialists*

13.00 Lunch/Networking

**14.00 uThungulu District Projects and Investment Initiatives**

*Daniel Lubbe Deputy MM uThungulu District*

**14.45 Parallel Workshop Discussion: Other Sectors and Projects**

*Panel Invited: Industry Specialists, Ithala, TIKZN, KZN Growth Fund, Natgrowth*

- **Automotive** and Components: New AIDP
- **Clothing and Textiles**
- **Manufacturing** and Downstream Sectors
- **Mineral Beneficiation** Strategies and Projects
- **Energy:** Increasing Supply and Managing Demand
- **Petro-Chemicals** and Downstream Products
- **Metals and Wood** Products
- **Integrated Housing** and Property Development
- **Education** and Skills Development
- **Healthcare** and Social Development

15.30 Afternoon Refreshments/Networking

**16.00 Discussion and Conclusions**

- **Project Structuring**
- **Partnerships**
- **Investment Proposals**
- **Action Plans**
- **Implementation and Leadership**
- **Follow-up processes**

17.00 Closure

**DAY 3: NEW BUSINESS GROWTH STRATEGIES, PROJECTS, FINANCE AND INVESTMENT**

08.00 Registration/Refreshments/Networking

**08.30 New Business Development Strategies and Projects: Overview**

***Panel Invited: Eric Stillerman, CEO Natgrowth, TIKZN***

- **New Business Development** Opportunities and Processes
- **New Business Strategies** for Competitive Advantage in a Dynamic Environment
- **Project Packaging** and Partnerships
- **Business Planning:** Viability, Sustainability and Bankability

**09.00 SMME Development and Financing**

***Panel Invited: Ithala, Khula, SEDA, Investment Agencies***

10.00 Morning Refreshments/Networking

**10.30 Finance and Investment**

***Panel Invited: KZN Growth Fund, DBSA, IDC, Banks, TIKZN***

**11.30 BBBEE Strategies, Projects and Financing**

***Panel Invited: NEF, BBBEE Specialists***

12.30 Lunch/Networking

**13.30 Trade and Investment Projects and Opportunities**

***Invited: Perry Moodley, CEO Durban Africa***

**14.15 Interactive Workshop Discussion *All Participants***

- **Business Projects** and Investment:
- **Broad-based Growth:** 2<sup>nd</sup> Economy Integration
- **SMME, Enterprise Development** and COOP Projects and Investment
- **BBBEE Strategies,** Projects and Investment
- **1<sup>st</sup> and 2<sup>nd</sup> Economy** Integration Initiatives
- **Job Creation** Projects
- **NatGrowth Fund** Investments, Deal Structuring and Facilitation

15.00 Afternoon Refreshments/Networking

**15.30 Feedback, Discussion and Conclusions *All Participants***

- **Project Packaging and Structuring**
- **Investment Proposals and Funding Deals**
- **Implementation, Leadership** and Management Processes
- **Action Plans,** Targets, Timeframes, Monitoring and Review
- **Budgeting, Funding** and Financial Management
- **MOU’s,** Structures and Drivers
- **The Way Forward:** Follow-up Processes and Support Services

16.30 Closure



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**REGISTRATION FORM / TAX INVOICE**

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**Attention:** Artie Phatlane \_\_\_\_\_ Allan Dendere \_\_\_\_\_ Sphiwe Mathebula \_\_\_\_\_  
Songezo Mcapukisi \_\_\_\_\_ Maki Mothiane \_\_\_\_\_ Eric Stillerman \_\_\_\_\_

Contact Name \_\_\_\_\_ Position \_\_\_\_\_  
Organisation \_\_\_\_\_ Department \_\_\_\_\_  
Tel \_\_\_\_\_ Fax \_\_\_\_\_  
Cell \_\_\_\_\_ Email \_\_\_\_\_  
Postal Address \_\_\_\_\_ Code \_\_\_\_\_

We wish to Participate as follows:  **Delegates** \_\_\_\_\_ Number of Delegates \_\_\_\_\_

**Speakers** \_\_\_\_\_ specify \_\_\_\_\_ **Sponsors** \_\_\_\_\_ specify \_\_\_\_\_

\_\_\_ 05-07 Nov KZN

\_\_\_ 25-27 Nov National / W Cape

\_\_\_ 24-26 March Gauteng / National

\_\_\_ 2009 Other Provinces and Africa

**Delegate Fees** (incl. Vat) 1 Day R2 500 (R2 850); 2 Days R5 000 (R5 700); 3 Days R7 000 (R7 980)

**Discounts** 2 - 4 Delegates -10%; 5 - 10 Delegates -20%; 11+ Delegates and **Special Rates** on inquiry

**Delegate Number** Day 1 \_\_\_\_\_ Day 2 \_\_\_\_\_ Day 3 \_\_\_\_\_ All 3 Days \_\_\_\_\_

**Total Number** \_\_\_\_\_ Delegates x \_\_\_\_\_ Days x Fee above R \_\_\_\_\_ R \_\_\_\_\_

**Discount** \_\_\_\_\_ %: see above - R \_\_\_\_\_

**Fees ex Vat** R \_\_\_\_\_

**Vat 14%** Vat Reg: 4430141921; Your Vat Reg No: \_\_\_\_\_ R \_\_\_\_\_

**TOTAL FEES** Payable in Advance R \_\_\_\_\_

**BANK DETAILS** NATGROWTH, NEDBANK, BUSINESS CENTRAL, BRANCH 128405 ACCOUNT 1284046540

**CREDIT CARD** Cardholder: \_\_\_\_\_ Expiry: \_\_\_\_ / \_\_\_\_ Type:  Visa \_\_\_\_\_ Master \_\_\_\_\_

Card number: \_\_\_\_\_ CCV: \_\_\_\_\_ Amount: R \_\_\_\_\_

Signature: \_\_\_\_\_  Straight: \_\_\_ Budget: \_\_\_ Months: \_\_\_\_\_

**NOTE** Investment, Finance, Project and Partnership facilitation is available during and after the programme with market-related facilitation fees and options for partnership participation.

**PARTICIPANTS** Please indicate any special diet, health or other requirements on a separate page if necessary

Name	Position	Tel / Cell	Fax	Email