



NATGROWTH FUND



NATGROWTH



I’AFRICA IYATHUTHUKA

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

**NATIONAL AND WESTERN CAPE BIG 420+
BROAD-BASED GROWTH AND INVESTMENT PROGRAMME**
*World Class Strategies, Big 420+ Projects, Finance, Investment,
Job Creation, BBBEE, SMME and Skills Development*

2-4 DEC 2008, PROTEA PRESIDENT HOTEL, SEAPOINT, CAPE TOWN

CAN WE ACHIEVE BROAD-BASED PROSPERITY BEYOND 2010?

YES WE CAN! BARRACK OBAMA, 1ST AFRICAN AMERICAN PRESIDENT

INVITATION FOR PPPP’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 National, Provincial and Local Strategies. 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** with **Practical Work-related Projects**, Business Plans, Investment Facilitation and Implementation Management. The **in-depth content, small group interaction and team building** provide 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

PARTICIPANTS INVITED

National, Provincial, District and Local Government, Business, Development Agencies, Financial Institutions, Investors, Labour, Stakeholders, ABSA, DBSA, ESKOM, IDC, IDT, Khula, NEF, RED DOOR, SEDA, WESGRO, Cape Town, Cape Winelands, Central Karoo, Eden, Overberg, W. Coast

Previous programmes: Presidency, Mmem bathisi Mdladlana Minister of Labour, 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, DIP A, 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, IDT, Innovation Hub, Interakt, Investec, Invest N West, Ithala, Jasco, JCCI Nafcoc, Joburg, Khula, KZN Growth Fund, Land Bank, Liberty, LimDev, Liale, 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, SAR B, SEDA, SGI, SETA’s, Sisonke, SML, Southern Cross, Stanbic, Stats SA, Telkom, TECSA, TEP, TETA, Tiffany, 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**. See Profile, Programmes & Reports: www.natgrowth.co.za; www.londev.co.za.

Executives: Eric Stillerman BSocSc BAHons BAcc CA (SA) MA CEO, Business & Economic Growth, Development and Investment specialist, life-time experience in the public and private sectors as social-economic entrepreneur, executive and consultant; Artie Phatlane NDE, Entrepreneur & Life Coach, 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, President Wits Business Students Society. **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**: Integrated 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
23. **Pro-active Strategic Leadership** and Active Partnerships for World Class Delivery
24. **Broad-based Growth**: Integrating the “Second and First” Economies
25. **NatBBBEE: Accelerating BBBEE, SMME, Enterprise and Coop 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

+ 10 X 10 WESTERN CAPE PROJECTS

33. **PGDS Projects**
34. **Gateway Integrated Housing Projects**
35. **Global City Region Projects**
36. **City of Cape Town Projects**
37. **Cape Winelands District Projects**
38. **Central Karoo District Projects**
39. **Eden District Projects**
40. **Overberg District Projects**
41. **West Coast District Projects**
42. **Wesgro and Red Door Projects**

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

08.00 Registration/Refreshments/Networking

08.30 Introduction, Objectives and Overview:

Growing Beyond 2010: Yes We Can!

Eric Stillerman, Natgrowth CEO, Programme Director and All Participants

- **Broad-based Growth and Prosperity Beyond 2010: Yes We Can!**
- **Strategic Leadership, Directing Change** in dynamic Global, National and Local times

09.15 New National Growth and Development Strategies and Projects

Panel Invited: Presidency, Economic Cluster, Economic Specialists, Natgrowth

- **Business and Economic** Overview Scenarios, Key Issues, Opportunities and Threats
- **Key Initiatives**, Progress, New Opportunities, Challenges and Initiatives
- **The Big 42 X 10 = 420 + Strategies**, Projects and Investment Initiatives
- **Trade and Industrial Centres**, IDZ’s and Corridor Projects

10.00 Morning Refreshments/Networking

10.30 Provincial Growth and Development Strategies, Projects and Investment Initiatives

Panel Invited: Office of the Premier, Economic Cluster

11.30 City of Cape Town and Metro Growth and Development Strategies and Projects

Panel Invited: Executive Mayor, MMC’s, Councillors, MM, Directors, Other Metros

12.30 Lunch/Networking

13.30 District and Local Growth and Investment Projects, Parallel Workshops

Panel Invited: Executive Mayors, MMC’s, Councillors, MM’s, Directors and Officials

- **Cape Winelands District**
 - **Witzenberg, Drakenstein, Stellenbosch, Breede Valley, Breede River / Winelands**
- **Central Karoo District**
 - **Laingsburg, Prince Albert, Beaufort West**
- **Eden District**
 - **Kannaland, Hessequa, Mossel Bay, George, Oudtshoorn, Bitou, Knysna**
- **Overberg District**
 - **Theewaterskloof, Overstrand, Cape Agulhas, Swellendam**
- **West Coast District**
 - **Matzikama, Cederberg, Bergrivier, Saldanah Bay, Swartland**

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, Tourism Industry

12.15 ICT, BPO&O and Call Centres

Panel Invited: Economic Development, dti, Industry Specialists

13.00 Lunch/Networking

14.00 Parallel Workshop Discussion: Other Sectors and Projects

Panel Invited: Industry Specialists, Natgrowth

- **Automotive** and Components: New APDP
- **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

15.00 Afternoon Refreshments/Networking

15.30 Workshop Discussion: Social Sectors

- **Integrated Housing** and Property Development
- **Education** and Skills Development
- **Healthcare** and Social Development

16.15 Discussion and Conclusions

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

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

- **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: Khula, Red Door, SEDA, Investment Agencies

10.00 Morning Refreshments/Networking

10.30 Finance and Investment

Panel Invited: Growth Funds, DBSA, IDC, Banks

11.30 BBBEE Strategies, Projects and Financing

Panel Invited: NEF, BBBEE Specialists

12.30 Lunch/Networking

13.30 Interactive Workshop Discussion

All Participants

- **Business Projects** and Investment:
- **Broad-based Growth:** 2nd Economy Integration
- **SMME, Enterprise Development** and COOP Projects and Investment
- **BBBEE Strategies,** Projects and Investment
- **1st and 2nd 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 _____

National / Western Cape ___ 02-04 December

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