



**NATGROWTH FUND**



**NATGROWTH**



**I’AFRICA IYATHUTHUKA**

**National and Africa Growth, Development and Investment Centre**

**NATIONAL AND GAUTENG 2009-2010  
BROAD-BASED GROWTH AND INVESTMENT PROGRAMME**

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

**24-26 MARCH 2009, GALLAGHER ESTATES, MIDRAND**

**CAN WE OVERCOME THE GLOBAL CRISIS AND ACHIEVE BROAD-BASED PROSPERITY BEYOND 2010?**

**YES WE WILL! PRESIDENT BARACK OBAMA AND HOW WE WILL!**

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

This Exciting Programme **Aims to Implement High-Impact Business Growth Projects and Investments**, and to address **Key Global and SA Challenges and Opportunities with Bold Strategic Leadership**. The **Outcomes** include **Bankable Business Plans, “Shovelling” Projects, Investment Funding and Practical Implementation** with high impact on **Growth, Jobs, LED, BBBEE, SMME and Skills Development**.

**Key Sectors and Projects** include **Infrastructure, 2010, Tourism, Trade Centres, Solar Energy, AgriBEE, Hydroponics, Rural Development, Transport, ICT, EPWP, LED, Finance, Manufacturing, Housing, Education, Health and Social Development**. **Key Skills** covered include **Strategic Leadership, Business Planning and Management, Budgeting, Finance, Marketing and Project Management**.

**Participants** engage on **Work-related Business Projects** and may proceed to an **International Advanced Management** qualification. The unique **Board-room Small Group Format** allows for intensive interaction, networking and deal-making, providing the **Keys to the Door** of business, career and economic development

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

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

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

**PANELISTS AND PARTICIPANTS INVITED**

**National, Provincial and Local Government, Business, Public Sector, Financial Institutions, Investors, Stakeholders, ABSA, DBSA, Eskom, IDC, KHULA, NEF, SETAS, TradeInvest, Transnet**

**Previous programmes:** Presidency, Minister of Labour, ABSA, AFD, AfriVula, AIDC, ANC, Anglo, BAM-SA, Banking Council, Business Connexion, Business Partners, B-Tel, BUSA, Callforce, Cape Town, CENTLEC, CHAMSA, Coca Cola, COSATU, CSIR, Deloitte, DBSA, DEAT, DME, DOA, DOC, DOL, DOH, DOT, DME, DPE, DPLG, DPW, DSR, Dti, DWAf, DIPA, ECDC, ECSECC, EDI, Education, Ekta, Ekurhuleni, ELIDZ, Eskom, Ethanol Africa, Embassies: French, German, Israel, 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, NAFCO, 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, TIL, TIKZN, TISA, Transnet, Ubuntu, Ubunye, Ugu, UKDfid, UKZN, UNDP, UYF, World Bank, XStrata, Yebo Coops

**NATGROWTH** is a leading independent **Growth, Development and Investment Centre**, managing Business and Economic Development Programmes, Projects, Partnerships and Investments, as a Strategic Resource for all Stakeholders. Services include Strategic Management, Investment, Financial, Education and Training, in association with **NATGROWTH FUND, NATVEST, NatDevbank, I’Africa Iyathuthuka, I’Africa Foundation (non-profit), Gti Global Trade & Industrial Centres & London School of Business SA**. See [www.natgrowth.co.za](http://www.natgrowth.co.za); [www.londev.co.za](http://www.londev.co.za). **Executives:** Eric Stillerman B SocSc BA Hons B Acc CA (SA) MA CEO, Business & Economic Growth, Development and Investment specialist, life-time experience in the public and private sectors as social & business entrepreneur, executive and consultant; Artie Phatlane NDE COO, business & social entrepreneur and life coach, Allan Dendere MBA Dip Ed, Boniface Okanga LLB Lon MBA (pending), Sphiwe Mathebula Entrepreneur; Luxolo Ngcuthushe DSM; Lisianas Mupambireyi BSc Econ Lon AMD IMM Zim. **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 MUNICIPALITIES, DISTRICTS, COMMUNITIES AND STAKEHOLDERS
- FOR ALL BUSINESSES: **SMALL, MICRO, MEDIUM AND LARGE ENTERPRISES**
- FOR ALL FINANCIAL INSTITUTIONS, INVESTORS AND DEVELOPMENT AGENCIES

1. **Infrastructure:** Transport, Logistics, Construction, Housing and Expanded Public Works (EPWP)
2. **2010 Projects:** Stadia, Infrastructure, Tourism, Trade, Transport, ICT and Business Development
3. **Tourism:** 2010, Accommodation, Domestic & Global Business, Shopping, Trade and Leisure Tourism
4. **Trade: Gti Global Trade and Industrial Centres** in all Provinces serving SADC, Africa and beyond
5. **Energy: Solar** Roll-out, Demand Management, Sustainable Energy Supply and Procurement
6. **Agriculture, Agri-BEE, Agro-processing, Hydroponics,** Land and Water Projects and Partnerships
7. **Call Centres / BPO&O / ICT** Projects with new incentives and more cost-effective telecom access
8. **Industrial Parks and IDZ’s:** Logistics, Distribution, Trade and Investment Projects in all Regions
9. **Industrial Policy Action Plan** Sector Projects & Incentives for Growth, Jobs and Competitiveness
10. **Bio-fuels:** Accelerating and Commercialising Sustainable Biofuel projects and bye-products
11. **Automotive and Components:** new Strategies and Development Programmes in the Global Downturn
12. **Minerals, Metals and Beneficiation:** Diversification of downstream and sidestream value chains
13. **Value-added Manufacturing** Projects in all Sectors including
14. **Appliances** and Mass Consumer Goods
15. **Integrated Forestry,** Pulp, Paper and Wood Products
16. **Clothing, Textiles, Leather and Footwear** Products: adding value, reducing cost, niche markets
17. **Capital and Transport** Goods
18. **Chemicals,** Petro-chemicals, Plastics and Pharmaceuticals
19. **Creative Sectors:** Integrated into the lucrative Tourism, Media and Entertainment industries
20. **Integrated Housing,** Human Settlements, Township and Shopping Centre Development
21. **Integrated Social and Economic** Development Projects
22. **Comprehensive Model Healthcare** and Productive Social Services to eradicate poverty
23. **Pro-active Strategic Leadership Projects** and Active Partnerships for World Class Delivery
24. **Broad-based Growth Projects:** Integrating the “Second and First” Economies
25. **BBBEE: 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, PPP Models, Pro-active Development Finance
28. **SMME, Cooperatives and Enterprise Development** Projects, Partnerships and Incentives
29. **HRDS: HR Development:** Bridging the Education and Skills Gap for Growth and Job Creation
30. **Macro-Economic Management** Projects for Balanced Sustainable Growth and Development
31. **Bold Marketing Projects: Positioning** SA, Provinces and Districts as Centres of the Action
32. **Spatial Development Corridor Projects** Expanding economic development all around the corridors

**+ 10 X 10 PROVINCIAL, METRO AND LOCAL PROJECTS**

33. **Gauteng PGDS and Spatial Projects**
34. **Global City Region Projects**
35. **Joburg Metro Projects**
36. **Ekurhuleni Metro Projects**
37. **Tshwane Metro Projects**
38. **Metsweding District Projects**
39. **Midvaal District Projects**
40. **Sedibeng District Projects**
41. **West Rand District Projects**
42. **GEDA, GEP and GTA Projects**

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

08.00 Registration/Refreshments/Networking

**08.30 OBJECTIVES AND OVERVIEW: GROWING BEYOND 2010 – YES AND HOW WE CAN!**

***PROGRAMME DIRECTOR ERIC STILLERMAN CEO NATGROWTH & ALL PARTICIPANTS***

- **Achieving Broad-based Growth** and Prosperity Beyond 2010
- **Meeting Key Global and National** Challenges and Opportunities: SA’s Response
- **Strategic Leadership**, Confidence, Direction and Change in a Dynamic environment
- **Business Development** Strategies, Projects, Finance and Investment
- **Integrated Social and Economic Development** to halve Poverty and Unemployment
- **Sustainable Job Creation**, Skills and SMME Development
- **The Big 420 + Projects** and Investment Initiatives
- **Finance and Investment:** Unlocking R700b Public and R700b Private Sector Funds
- **Implementation and Management:** Action Plans for Real Results
- **Participant Objectives:** Key Issues, Strategies, Projects and Funding Requirements

10.00 Morning Refreshments/Networking

**10.30 NEW GLOBAL AND NATIONAL GROWTH STRATEGIES, PROJECTS AND INVESTMENTS**

***PANEL INVITED: PRESIDENCY, ECONOMIC CLUSTER, PROGRAMME DIRECTOR***

- **New Global and National Economic** Scenarios, Strategies and Projects
- **New Broad-based Growth** Strategies and Projects
- **New Employment** Creation and Retention Strategies and Projects
- **New Macro-Economic** Monetary and Fiscal Policy and Budget Review
- **New Key Initiatives**, Strategies and Projects Towards and Beyond 2010

**11.15 NEW PROVINCIAL AND LOCAL GROWTH STRATEGIES, PROJECTS AND INVESTMENTS**

***PANEL INVITED: OFFICE OF PREMIER, ECONOMIC CLUSTER, PROGRAMME DIRECTOR***

- **New Provincial Growth and Development** Strategies and Projects
- **New Metro, District and Local IDP and LED** Strategies and Projects
- **New Joint Budgeting** Strategies and Programmes of Action

**12.00 FIFA WORLD CUP 2010 AND TOURISM STRATEGIES AND PROJECTS**

***PANEL INVITED: 2010 LOCAL OFFICES, DEAT, SRSA***

- **New Stadia and Infrastructure** Projects
- **New Tourism and Trade** Strategies and Projects
- **New Business** Development and Procurement Projects

13.00 Lunch/Networking

**14.00 INFRASTRUCTURE PROGRAMMES AND PROJECTS**

***PANEL INVITED: PUBLIC WORKS, TRANSPORT, ECONOMIC CLUSTER***

- **New Transport** Strategies and Projects
- **New Construction** Projects
- **New EPWP: Expanded Public Works Programme** and Projects

15.00 Afternoon Refreshments/Networking

**15.30 WORKSHOPS: PROJECT PLANNING, IMPLEMENTATION AND INVESTMENT**

***ALL PARTICIPANTS, PROGRAMME DIRECTOR***

**16.15 DISCUSSION AND CONCLUSIONS**

***ALL PARTICIPANTS, PROGRAMME DIRECTOR***

17.00 Closure

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

08.00 Registration/Refreshments/Networking

**08.30 NEW INDUSTRIAL POLICY ACTION PLANS, SECTOR STRATEGIES AND PROJECTS**

*PANEL INVITED: DTI, SECTOR SPECIALISTS, PROGRAMME DIRECTOR*

**09.15 AGRI-BEE, AGRICULTURE, AGRO-PROCESSING, LAND, WATER, RURAL DEVELOPMENT**

*PANEL INVITED: DOA, DTI, DWAF, SECTOR SPECIALISTS*

- **AGRI-BEE, HYDROPONIC FARMING AND RURAL DEVELOPMENT PROJECTS**

10.15 Morning Refreshments/Networking

**10.30 MINERALS & ENERGY STRATEGIES AND PROJECTS**

*PANEL INVITED: ARM, DME, ESKOM, SASOL, SECTOR SPECIALISTS*

**11.15 SOLAR POWER ROLL-OUT STRATEGIES**

*PANEL INVITED: CEF, DME, ESKOM, METROS, NASTEP, SESSA*

13.00 Lunch/Networking

**13.45 TRADE AND INDUSTRIAL DEVELOPMENT STRATEGIES AND PROJECTS**

*PANEL INVITED: DTI, IDC, GTI, SECTOR SPECIALISTS*

- **IDZ’S, AUTO, COMPONENTS, CHEMICALS, METALS, PLASTICS, OTHER**
- **GLOBAL TRADE AND INDUSTRIAL CENTRES**

**14.30 ICT STRATEGIES AND PROJECTS**

- **BPO&O, CALL CENTRES, BROAD-BAND, DIGITAL MEDIA**

*PANEL INVITED: DOC, DTI, SECTOR SPECIALISTS*

15.15 Afternoon Refreshments/Networking

**15.30 WORKSHOPS: INTEGRATED SOCIAL AND ECONOMIC STRATEGIES AND PROJECTS**

- **AGRI-BBEE PROJECTS**
- **SOLAR POWER PROJECTS**
- **MINERALS AND ENERGY PROJECTS**
- **TRADE AND INDUSTRIAL PROJECTS**
- **INTEGRATED HOUSING AND PROPERTY DEVELOPMENT**
- **NATIONAL EDUCATION AND SKILLS CAMPAIGN**
- **COMPREHENSIVE MODEL HEALTHCARE**
- **SOCIAL DEVELOPMENT AND SECURITY**
- **SAFETY AND SECURITY PROJECTS: BEATING CRIME AND CORRUPTION**

**16.30 DISCUSSION AND CONCLUSIONS**

- **Project Structuring**
- **Investment Proposals and Deal-making**
- **Action Plans and Implementation**

17.30 Closure

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

08.00 Registration/Refreshments/Networking

**08.30 NEW BUSINESS AND ENTERPRISE DEVELOPMENT STRATEGIES AND PROJECTS**

*PANEL INVITED: PROGRAMME DIRECTOR, BUSINESS DEVELOPMENT SPECIALISTS*

- **New Business and Enterprise Development** Opportunities, Strategies and Projects
- **New Business Strategies** for Competitive Advantage in a Dynamic Environment
- **New Business Planning** for Viability, Sustainability and Bankability
- **New Business Project Packaging**, Partnerships and Investment Proposals

**09.15 WORKSHOP: BUSINESS PLANNING, DEVELOPMENT AND PROJECTS**

*ALL PARTICIPANTS, PROGRAMME DIRECTOR*

10.00 Morning Refreshments/Networking

**10.30 BUSINESS AND PROJECT FINANCE AND INVESTMENT**

*PANEL INVITED: BANKS, DFI'S, DBSA, IDC, KHULA, NEF, OTHER*

- **New Private and Public Finance, Investment and Partnership Models**

**11.30 WORKSHOP: BUSINESS AND PROJECT FINANCE AND INVESTMENT DEAL-MAKING**

*ALL PARTICIPANTS, PROGRAMME DIRECTOR*

12.30 Lunch/Networking

**13.30 WORKSHOPS: PROJECT IMPLEMENTATION AND MANAGEMENT**

*ALL PARTICIPANTS, PROGRAMME DIRECTOR*

- **Business Projects** and Investment:
- **Broad-based Growth:** 1<sup>st</sup> & 2<sup>nd</sup> Economy Integration
- **BBBEE** Projects and Investments
- **LED** Projects and Investments
- **2010 Business** Projects
- **SMME, Enterprise Development** and COOP Projects and Investments
- **Sector Growth and Job Creation** Projects and Investments
- **NatGrowth Fund** Investments, Deal Structuring and Facilitation

15.00 Afternoon Refreshments/Networking

**15.30 FEEDBACK, DISCUSSION AND CONCLUSIONS**

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

16.30 Closure



National and Africa Growth, Development and Investment Centre

**REGISTRATION FORM AND TAX INVOICE**

Fax 011-403-3237; Tel 011-403-5483; Email: [natgrowth@global.co.za](mailto:natgrowth@global.co.za)

**Attention:** Artie Phatlane\_\_\_\_\_ Allan Dendere\_\_\_\_\_ Sphiwe Mathebula\_\_\_\_\_ Luxolo Ngcuthushe\_\_\_\_\_ Boniface Okanga\_\_\_\_\_ 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 \_\_\_\_\_

\_\_\_ **24-26 March National & Gauteng**      \_\_\_ **05-07 May Free State**      \_\_\_ **02-04 June Limpopo**  
 \_\_\_ **30 June – 2 July North West**      \_\_\_ **28-30 July Mpumalanga**      \_\_\_ **25-27 Aug Northern Cape**  
 \_\_\_ **22-24 Sep Eastern Cape**      \_\_\_ **27-29 Oct KwaZulu-Natal**      \_\_\_ **24-26 Nov Western Cape**

**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