



## Social & Enterprise Development Investment Opportunities



**sasix**

SASOCIALINVESTMENTEXCHANGE

An easy, effective and responsible way to invest  
in South Africa's development

***GreaterCapital presents an inspiring range of investment opportunities in innovative projects that will make a real difference in the lives of South Africans in need. View a full listing of these and other investment opportunities at [www.sasix.co.za](http://www.sasix.co.za)***

GreaterCapital identifies and assesses social investment opportunities on SASIX. GreaterCapital is a social enterprise (Registration number: 2005/026508/08), part of the GreaterGood group and a level 4 BEE contributor.

## Introduction

South Africa's first online social investment exchange – the **South African Social Investment Exchange (SASIX)** – is a place where anybody can invest in social and enterprise development. Organisations that are achieving a **measurable social impact** are selected to list on the exchange, giving you the opportunity to make a difference for as little as **R50 per share**.

**Example:** A project needs R75 000, we issue 1,500 shares of R50 each.

We see these contributions as **investments** because, while they don't offer a financial return, they do lead to real, measurable social change.

## Our investment philosophy

Through our work with hundreds of good causes in South Africa, and our research into international best practices, we have identified five core **principles for social investment** that, when adhered to by organisations, make concrete social results much more likely.

These principles are that organisations should:

1. Be driven by results and provide evidence of impact
2. Have a holistic strategy aimed at solving a clearly defined social problem
3. Understand their beneficiaries and include them in the running of projects
4. Prioritise their organisation's sustainability
5. Demonstrate a collaborative approach

## The investment cycle

|                                  |   |
|----------------------------------|---|
| <b>Project identification</b>    | • Evaluators source projects with a high potential social return on investment                                      |
| <b>Initial screening</b>         | • We check that organisations have the appropriate legal structures and fit into our investment sectors             |
| <b>Desk-based research</b>       | • Evaluators analyse the organisation and compare its approach with international best practices                    |
| <b>Peer review</b>               | • Evaluators present projects to the research team, who together decide whether or not to advance the project       |
| <b>Site visit</b>                | • An evaluator spends a full day on-site with the organisation to see how their model works in practice             |
| <b>Listing</b>                   | • If approved, the project is listed on SASIX, making it available for public investment                            |
| <b>Grantmaking</b>               | • Once the project is fully funded, SASIX makes the first payment to the implementing organisation                  |
| <b>Monitoring and evaluation</b> | • Implementing organisations report on their progress and challenges up to 6 months after the project is completed. |

## 5 reasons to invest in SASIX

1. **Earn SED and ED points** – we provide all the documents required to have projects verified by accredited BEE agencies.
2. SASIX provides **high impact investment opportunities** for small businesses that don't have a dedicated CSI department.
3. Get **professional reports** that can be included in your annual sustainability reporting.
4. **Peace of mind** that your investment is thoroughly evaluated, tracked and monitored.
5. Access to your **social investment portfolio** around the clock, around the world.

# Enterprise Development

## Helping Rural Blind Build a Business

*Two blind associations from rural settlements in the Northern Cape and the Free State have identified an opportunity to create an income by manufacturing detergents.*



|                   |                                     |
|-------------------|-------------------------------------|
| Organisation:     | S.A. National Council for the Blind |
| Province:         | Northern Cape                       |
| Sector:           | Enterprise Development              |
| Project budget:   | R 113,400                           |
| Project duration: | 12 months                           |
| Shares issued:    | 2,268                               |
| Shares available: | 1,063                               |

***Invest in this project and earn up to 15 points on your BEE scorecard.***

### Overview

Members of the two participating blind associations from Groenwater and Qwa-Qwa have identified the need for locally made, affordable household detergent products in their communities. By establishing cooperatives to manufacture these detergents, they believe they can meet this demand and create a sustainable source of income for themselves.

Both associations include members who have basic financial management skills as well as experience in the manufacturing and selling of detergents. In establishing their businesses, the two associations will continue to receive support from the South African National Council for the Blind. The Council is experienced in assisting blind associations with setting up similar businesses, most of which have been successful at creating a sustainable source of income for their members.

Through its SASIX listing, the Council will provide the necessary start-up capital for these micro-enterprises, which will provide a sustainable source of income for the 43 members of these associations.

### Impact highlights

On average, the Council has found that similar businesses can pay about R600 per month to each member. This will provide the 43 beneficiaries of this project with a valuable income to supplement their disability grants, making them more independent and feel less of a burden on their loved ones. Finally, the project will provide these largely poor, rural communities with locally made and affordable detergents.

***GreaterCapital has carefully considered the relevant B-BBEE codes to assess all Enterprise Development opportunities. Necessary project documentation for each opportunity is ready to be reviewed by a certified B-BBEE verification agency.***



## Education

### Skills training for the hospitality sector

*A skills training and job placement programme in the Stellenbosch hospitality industry for 40 unemployed people will help reduce poverty.*



|                          |                    |
|--------------------------|--------------------|
| <b>Organisation:</b>     | Bergzicht Training |
| <b>Province:</b>         | Western Cape       |
| <b>Sector:</b>           | Education          |
| <b>Project budget:</b>   | R561,400           |
| <b>Project duration:</b> | 12 months          |
| <b>Shares issued:</b>    | 11,228             |
| <b>Shares available:</b> | 11,226             |

*Invest in  
this  
project  
and earn  
up to 5  
points on  
your BEE  
scorecard*

### Overview

Bergzicht is dedicated to poverty alleviation through skills development for marginalised people. The organisation offers unemployed and semi-skilled people accredited, innovative and affordable learning opportunities and empowers them to secure living-wage employment or to start their own business.

The Bergzicht Catercare training programme is designed to prepare individuals for a wide spectrum of jobs in the hospitality and tourism industry. This includes training in food preparation and food service skills for jobs as kitchen assistants, guest house workers, wine stewards and waiters in the hospitality and tourism sectors. Training will be implemented in four cycles over a one year period, empowering 10 beneficiaries per cycle. While the course is fully sponsored, learners will be required to pay a nominal registration fee of R70 as indication of their commitment.

### Impact highlights

An investment of R561,400 will enable Bergzicht to conduct training and provide an opportunity for 40 learners to gain practical experience within the industry. Upon completion of the course they will be placed in jobs within the tourism and hospitality sector, enabling them access to the mainstream marketplace and providing an opportunity to support their families.

Estimated cost per life change at R 2,334 per participant.

***An estimated 3 million South African adults are illiterate and another 8 million are functionally illiterate. Only 30% of the population over 25 had completed Grade 12 in 2003. Investing in education and skills development is an investment in South Africa's future.***

### Helping Hearing Impaired Children Communicate

*Screening underprivileged children for hearing impairments will help with early detection and intervention and help the hearing impaired to develop their communication skills.*



|                   |                      |
|-------------------|----------------------|
| Organisation:     | Carel du Toit Centre |
| Province:         | Gauteng              |
| Sector:           | Health               |
| Project budget:   | R 136,250            |
| Project duration: | 12 months            |
| Shares issued:    | 2,725                |
| Shares available: | 1,941                |

***Invest in  
this  
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and earn  
up to 5  
points on  
your BEE  
scorecard***

### Overview

The Carel du Toit Community Hearing Outreach Project offers a free hearing screening programme for children throughout the Tshwane and Metsweding districts. Results of the tests are recorded as the testing occurs and follow up appointments are made for those with inconclusive or negative tests.

Families of children diagnosed with hearing impairments receive information about their child's condition and support services from trained staff. Hearing aids and assistive devices are sourced for the children with hearing difficulties who, with the help of the correct equipment, can begin their journey towards improved hearing and communication.

### Impact highlights

This project will directly benefit the 3688 children who will be tested for hearing impairments through the local clinics and schools. The children who are found to have hearing difficulties will be scheduled for follow-up visits. This project will also indirectly benefit all of the children's families – an estimated total of 15 808 people. Through educating the parents about hearing difficulties the Community Hearing Outreach Project also aims to assist these communities in accepting people with hearing difficulties, thereby fighting the stigma that all too often accompanies hearing impairments.

***With no visible symptoms, infant hearing loss often escapes early detection. While not life-threatening, left untreated this common impairment can pose a serious threat to a child's quality of life by impacting negatively on her opportunities for education and employment as well as his / her ability to integrate socially.***

## Vulnerable people

### Helping Umkhanyakude Support Vulnerable Children

*An ongoing programme brings physical, emotional, psychological and economic services to one of the most deprived regions of South Africa.*



|                   |                       |
|-------------------|-----------------------|
| Organisation:     | Ingwavuma Orphan Care |
| Province:         | National              |
| Sector:           | Vulnerable People     |
| Project budget:   | R 3,430,850           |
| Project duration: | 36 months             |
| Shares issued:    | 68,617                |
| Shares available: | 68,469                |

**Invest in  
this  
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scorecard**

### Overview

Umkhanyakude is described as one of the two most deprived districts in the country. Ingwavuma Orphan Care coordinators work with 120 community members drawn from the local churches who visit vulnerable children in their communities giving them practical support. Each of these community workers will have 10 families in need of support that they will meet with once or twice a week. The project partners with *Clowns Without Borders* to run workshops to provide psychosocial support to children and their caregivers as well as doing a tour of schools.

Social workers and paralegals assist orphan families to access foster care grants and then a foster care supervisor monitors the families. These grants are often the only source of income for families in the district and can represent a dramatic improvement in their quality of life.

This project also provides training and skills building for the staff, family members and volunteers in areas such as psychosocial support, HIV prevention, money management and gender issues. The support and training provided, as well as the practical assistance in accessing grants, leaves the community in a much stronger position, both socially and economically, to care for its vulnerable children.

### Impact highlights

The project will directly support an estimated 1,260 children. The organisation will train approximately 120 volunteers drawn from the community in basic childcare and memory work.

Through their partnership with *Clowns without Borders*, the programme will reach over 10,000 learners, entertaining and allowing children to relieve stress through laughter. They will also facilitate psychosocial support workshops to assist children and caregivers who are in need of further assistance.

**59% of the population in Jozini Municipality is aged below the age of 20. Local therapists have found that 10% of children are living with some kind of disability. Among adults, less than 5% of the population is employed.**

# Food Security and Agriculture

## Supplementary fresh foods produce for a school feeding scheme

*Providing training in permaculture farming and ecology will boost a school garden project and enable learners and educators to improve their nutrition, health and environmental knowledge.*



|                          |                                    |
|--------------------------|------------------------------------|
| <b>Organisation:</b>     | Midlands Meander Education Project |
| <b>Province:</b>         | KwaZulu-Natal                      |
| <b>Sector:</b>           | Food Security                      |
| <b>Project budget:</b>   | R 56,250                           |
| <b>Project duration:</b> | 10 months                          |
| <b>Shares issued:</b>    | 1,125                              |
| <b>Shares available:</b> | 664                                |

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## Overview

The Midlands Meander Education Project (MMEP) will provide training in permaculture and related ecology topics and will monitor an organic vegetable garden in a farm school in Karkloof outside Howick in KwaZulu Natal. The three educators and 65 learners at the school will benefit from a steady supply of high quality food, as well as improving their knowledge of the environment.

Since 2004 MMEP has provided curriculum support in 20 rural and peri-urban schools on the Midlands Meander Tourist Route. Their focus is on regular, ongoing educator support through co-teaching in order to support the UNESCO Goal of Education for Sustainable Development. MMEP fieldworkers bring specialist knowledge, enthusiasm and a new dimension to learning, which they believe has a positive impact on the development of the 3,000 learners participating in the programme.

## Impact highlights

An investment of R 56, 250 will enable:

- 3 educators to learn the theory and practice of organic vegetable farming necessary to run a successful vegetable garden as well as to integrate environmental principles into the school curriculum;
- 65 children to benefit from an improved daily nutritional intake as well as improved learning about ecology and vegetable farming.

The estimated direct life change is R827.20 per person.

**According to Statistics South Africa, around 35% of the total population, 14.3 million South Africans, are currently vulnerable to food insecurity.**



# Environment and Conservation

## Environmental education for rural schools

*Two rural schools get support to achieve eco-school status with structured guidance and training on environmental education.*



|                          |                            |
|--------------------------|----------------------------|
| <b>Organisation:</b>     | Lapalala Wilderness School |
| <b>Province:</b>         | Limpopo                    |
| <b>Sector:</b>           | Environment                |
| <b>Project budget:</b>   | R 56,150                   |
| <b>Project duration:</b> | 12 months                  |
| <b>Shares issued:</b>    | 1,123                      |
| <b>Shares available:</b> | 868                        |

***Invest in this project and earn up to 5 points on your BEE scorecard***

## Overview

The Lapalala Wilderness School (LWS) works to build the capacity of young people to make informed decisions on environmental issues. The LWS works mostly with schools and offers camps and overnight educational programmes on environmental education.

While many of the schools that attend LWS courses come from resourced schools that pay fees, at least 40% of the school year calendar is reserved to accommodate schools from disadvantaged communities. LWS arranges sponsorship to cover the costs of these camps.

This project will make it possible for 90 learners and eight of their educators from two disadvantaged community schools to attend a three-day environmental education course at LWS. The targeted schools have expressed interest in obtaining 'eco-school status', an accreditation awarded by the Wildlife and Environment Society of South Africa (WESSA). The two schools will be sourced from within the Mogalakwena Municipality in the Waterberg district.

The camp will be part of a 12-month structured interaction with the schools to assist them in being awarded eco-school status. LWS maintains contact with community schools for at least one year and as long as five years for ongoing support.

## Impact highlights

A funding grant of R 49,920 would make it possible for 90 learners and 8 of their educators from 2 disadvantaged schools to attend an Environmental Education course at LWS for two nights and three days. Estimated direct life change is R509 per participant.

***South Africa is the third most biologically diverse country in the world, but has the highest known concentration of threatened plants and the highest extinction estimates for any region in the world.***

## How to invest:

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