



# TOURISM ENTERPRISE PARTNERSHIP

## Presentation

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# OVERVIEW

- Non Profit Company
- Flagship public private partnership
- One of the longest standing and most successful enterprise development partners for small tourism businesses in South Africa
- Facilitating the growth, development and sustainability of small tourism businesses
- Offering a number of services that provide hands-on, step-by-step support and guidance and ultimately improves the tourism business' product quality, operational efficiency and market reach

# OBJECTIVES

- 1. Job Creation through Enterprise Support** - To improve the performance and increase the profitability of SMMEs by focussing on skills and product development, quality assurance and access to finance thereby actively supporting the creation of new jobs and maintenance of existing jobs.
- 2. Transformation** - To increase the participation of black tourism enterprises by focussing on skills development, enterprise development and market access for enterprises that are predominantly black-owned.
- 3. Sustainability through Market Access** - To increase market access for SMMEs, thereby actively supporting the creation of new jobs and maintenance of existing jobs through increased turnover in excess of inflation.
- 4. TEP Impact and Sustainability** – To actively source programme and grant funding and provide fee-generating services to the tourism sector as to enhance the impact and sustainability of TEP.

# ACHIEVEMENTS

- Managed investment volumes of over **R500m** since 2000
- National footprint with representation in all **9 provinces**
- Contributed to revenue increase of **R5,7 billion** since its inception
- Facilitated the creation of approximately **70,000 job opportunities** country wide
- **Trained 23,600** and **mentored 319** small tourism businesses
- Client base of over **3,000 tourism SMME's** include accommodation, car hire, travel agencies, entertainment, conference centres, restaurants, tour operators, activities, attractions, storytellers, artists, performers, lifestyle products and museums, all combining to form the social and heritage product network of South Africa

# OPERATING STRUCTURE

**TEP BOARD OF DIRECTORS**

**TEP HEAD OFFICE**

**Chief Executive**

**General Manager:  
Operations**

**Business Support  
Services**

**Skills Development**

**Manager: Finance,  
Technology & HR**

**Finance and Statutory**

**Office Management**

**Human Resources**

**Technology**

**Manager: Market Access and  
Research**

**Marketing & Branding**

**PR and Communications**

**Market Access & Sales**

**Manager: Enterprise  
Development and  
Sustainability**

**Fundraising**

**Special Projects**

**SERVICE PROVIDERS AND INFRASTRUCTURE SUPPORT**

**9 x Provincial Service  
Providers**

**IT Service Provider**

**Public Relations, Research  
Service Provider**

# VISION, MISSION & VALUES

- **Vision:** To be the premier enterprise development partner for small tourism businesses in South Africa
- **Mission:** To facilitate the development and sustainability of micro, small and medium enterprises so as to contribute to job creation, economic development and transformation in the tourism sector
- **Values:**
  - Entrepreneurial spirit
  - Promote innovation
  - Responsible tourism
  - Exceed expectations
  - Foster partnerships
  - Total quality delivery
  - Sustainability

# FUNDERS & BOARD MEMEBERS

## FUNDERS

Funding for TEP's tourism SMME's development interventions is provided by the National Department of Tourism as well as the private sector who, after the winding up of Business Trust in September 2011, continue to invest in TEP through its Enterprise Development Portfolio (EDP).



*Mr. Rick Menell  
CEO  
TSC Advisory (Pty) Ltd  
(Chairman)*



*Ms. Itumeleng Dlamini  
Head of African Legacy &  
Special Projects  
2010 FIFA World Cup Organising  
Committee SA*

## BOARD MEMBERS

TEP's Board of Directors consists of individuals from large and small public and private organisations, representing tourism as well as other industry sectors.



*Mr. Bernard Marobe  
Managing Director  
Mankwe Safaris*



*Mr. Brian Whitaker  
Chief Executive  
Business Trust*



*Mr. Moeketsi Mosola  
CEO  
Imperial Holdings  
Tourism Division*



*Mr. Grant Gelink  
CEO  
Deloitte & Touche*



*Mr. Clifford Ross  
Chief Executive  
City Lodge Hotels Limited*



*Dr. Crispian Olver  
Businessman  
(former DG DEAT)*

# REPORTING METHODOLOGY

- Upon registration with TEP, the tourism SMME provides baseline information on the number of full time and part time employees, as well as annual turnover.
- Once the SMME has received assistance from TEP, they are required to provide monthly progress reports to indicate current employment and turnover figures.
- TEP's targets of job opportunities created and turnover increased are based on incremental growth figures from baseline on both employees and turnover.
- TEP is audited by PriceWaterhouseCoopers and Gobodo.



# TEP PRODUCTS & SERVICES



# ENTERPRISE DEVELOPMENT PORTFOLIO

TEP offers private sector companies the opportunity to participate in tourism economic development through its Enterprise Development Portfolio (EDP). This is an innovative and unique, verified and audited development fund which is used to assist the over 3,000 previously disadvantaged South African SMMEs registered with TEP.

TEP developed the EDP in response to the challenge that many South African companies experience in complying with the Enterprise Development component of the Codes of Good Practice. Organisations and corporate companies wishing to contribute to the development and transformation of the South African tourism industry can now easily channel funds through the EDP and earn their B-BBEE points for Enterprise Development.

TEP's EDP offers:

- Up-front certification of Enterprise Development points for B-BBEE scoring
- Tax deductibility on certain investments
- Robust reporting procedures on fund deployment and impact
- National footprint and a database of 4,100 small tourism businesses of which approximately 3,000 are previously disadvantaged
- Enhanced public brand profiling





# Thank you

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TEP co-funded by:

TEP an initiative of:

