



EThekweni Municipality's Economic Development Unit invites partnership proposals from industry specific business organisations (special purpose vehicles/bodies/entities/agencies) for the KwaMashu furniture incubation programme to assist in growing the local economy.

ECONOMIC Development is a Unit (EDU) under the eThekweni Municipality's Economic Development and Planning Cluster and falls under Plan 2 of the City's Integrated Development Programme (IDP). The goal of Plan 2 is, 'To develop the economic wealth of the eThekweni region for the material well-being of all its citizens' and the expected outcome being 'Strong economic growth, sustainable job creation and poverty alleviation.'

Successful city economies are broadly inclusive and provides a good quality of life for all its citizens. In achieving this, the World Bank's Competitive Cities research strongly emphasizes the role of partnerships for growth between the public and private sectors. Based on this approach, the City's Sakha iTheku / Shape Durban strategy aims to build a collaborative approach to growing the local economy. This Strategy comprises of five strategic focus areas (SFAs), one of which focuses on "re-industrializing the economy through localization and investment in targeted industries" while another SFA looks at having a "government that is capable, customer-centric, enabling, efficient and integrated."

EDU's Industry Development Department's (IDD) mandate is to stimulate the local economy by playing a facilitative role to encourage economic growth and job creation, create an enabling business environment for industries and businesses to thrive. This occurs through the development and implementation of industry development programmes in key strategic industries. The work of IDD is underpinned by the National Government's Reimagined Industrial strategy, the City's Sakha iTheku / Shape Durban strategy, District Development Model one plan and the Mayor's 10-point plan. These strategies are the centrepiece of government's vision for re-industrializing the economy, fostering structural transformation and structural change towards localization and investments in targeted strategic, critical, and key industries and technologies. IDD seeks to create an enabling environment for industry to improve employment creation within the eThekweni Municipal area; achieved by implementing interventions that have economic growth potential and potential for new labour absorption.

In line with the above, the Unit seeks to partner with industry specific business organisations (special purpose vehicles/bodies/entities/agencies) for the KwaMashu Furniture Incubation Programme, to manage and operate the facility as well as to provide furniture skills and incubation programmes. The partnership also seeks support for the centre through use of furniture manufacturing equipment. The land and buildings of the KwaMashu Furniture Incubator are owned by the municipality where the facility was designed as a large factory space to house machinery, surrounded by 20 small manufacturing cells for businesses, office space for administration, a show room and upholstery area and wood finishing area. The physical address of the KwaMashu Furniture Incubator is No. 30, 109236 Street, KwaMashu, Durban.

SCOPE OF SERVICES

The services to be rendered by the industry specific

business organisations shall include but are not limited to:

Provide training including SETA accredited courses such as Wood Machining, Cabinet Making, Upholstery and Wood Finishing. Provide business incubation and support services to internal learners, incubatees as well as external businesses including:

- Shared administration services
- Access to machinery
- Business mentorship
- Technical mentorship
- Access to internet
- Meeting rooms
- Marketing support
- Market access opportunities

Governance And Compliance

- Ensuring governance compliance with relevant policies and procedures, internal and external reporting
- Financial management and control services

Relationship management with both public and private sector stakeholders

APPLICATION/PROPOSAL SUBMISSION PROCESS

1. Applications are requested from industry specific business organisations which are formally constituted and registered as a Non-Profit Company (NPC).
2. Applications must consist of a detailed proposal on how the organisation will partner with the city to manage and operate the Incubator and provide furniture skills and incubation programmes.
3. Proposals should clearly detail the organisation's expertise in furniture incubation and training.
4. Provide a detailed financial implication for a 36-month period related to furniture incubation and training.
5. All submitted proposals will be evaluated against the objectives of the City's Sakha iTheku-Shape Durban Economic Strategy and the DDM One Plan, focusing specifically on growing the city's manufacturing base, SMME development and job creation.
6. The outcome of whether the proposal is accepted or declined will be guided by Council's decision with applicants informed accordingly.
7. The application must demonstrate the entity's financial and non-financial contribution to this partnership.

TERMS AND CONDITIONS

1. All applications must be delivered to the Economic Development Unit Offices: 11th Floor, Rennie House, 41 Margaret Mncadi Avenue, Durban, 4001. The applications must also be emailed to Takalani Rathiyaya on **Takalani.Rathiyaya@durban.gov.za**
2. An applicant (NPC) must have a board of directors that is broadly representative of the business community and be active in representing the interests of the business community in eThekweni.
3. A minimum of 3 years' experience in business incubation and training.
4. CV's of the personnel comprising the Management/Board of the organisation must be submitted.
5. The organisations must be broadly representative of business and should ascribe to non-sectarian and non-

discriminatory practices and provide equal opportunities for women, youth and people living with disabilities.

6. In line with the partnership objective of this initiative, the organisation must demonstrate how it will enhance and add value to the Unit's existing mechanisms currently provided by the Municipality. The nature of support and resources required must be qualified and quantified in monetary terms.
7. Submit a proposal indicating the methodology and key outcomes for the 36-months, inclusive of the budget required to implement this initiative.
8. No applications will be accepted after the closing date of **25 March 2024 at 16h00**.
9. Organisations are required to sign a register on submission of their applications at the drop off. Signing of the register is required for record and audit purposes.
10. The submission of an application does not guarantee proposal acceptance or partnership approval.
11. The feedback on whether a proposal has been accepted or not will be communicated in due course.

ADJUDICATION CRITERIA

1. Submit a detailed proposal with clear methodology as to how it will be implemented	10
2. Knowledge and experience of the furniture sector development at a local and international level.	10
3. Knowledge of the furniture sector manufacturing, supply, and retail value chain.	10
4. Knowledge of the South African furniture policy, economic and competitiveness profile.	10
5. Led by a professional with a postgraduate qualification in a relevant field with 3 years' facilitation experience in a leadership capacity.	10
6. Experience in dealing with industry stakeholders.	10
7. Experience in developing, implementing, and facilitating innovative solutions to complex problems in the economy.	10
8. Financial and non-financial contribution to the partnership	10
9. The institution should demonstrate skills and competencies in the areas of research, strategy, facilitation, project management, financial management, and relationship management within the context of running an NPC.	10
10. Led by a board of directors that is broadly representative of the furniture sector	10

For more information contact Mr. Takalani Rathiyaya on Takalani.Rathiyaya@durban.gov.za or call 031-3114227.