FOREWORD

The community impact that Vibramech funding has had on the wider Riversands Incubation Hub eco-system cannot be over-estimated. The team has leveraged the resources for maximum effect and collectively, the entrepreneurs have sought ways to improve others’ lives, thus significantly extending the reach of the money.

Lives have been improved in many ways and the case studies showcased provide a snapshot of what becomes possible when creative entrepreneurs are supported and given the resources to make a difference.

The scale of Riversands Incubation Hub means that the campus is home to a range of businesses with different industries, size and sophistication. The different stories demonstrate how individual entrepreneurs have tackled the challenges associated with setting up and growing a small business and taken advantage of the business support services available from the team.

We thank Vibramech for its involvement in Riversands Incubation Hub and look forward to continuing the relationship.

AGRI-PRENEURS

The three agri-preneurs growing organic vegetables on the plots in the Agri-Hub made possible by Vibramech support a total of 10 people, thus amplifying the impact of the funding.

Every day, Bennet Kekana, Lindiwe Makhanya and Mzingsi Dingane can be found diligently tending their vegetable crops, harvesting to sell to organic outlets in the surrounding area. Subscribers receive a weekly mail with a list of what’s ready to eat, spreading healthy food beyond the confines of the Agri-Hub.

“The training and support I’ve received from Riversands Incubation Hub Agri-Hub has made a huge difference to my life. I’ve managed to build a home in Mount Frere in the Eastern Cape thanks to the income that I’ve generated and my three children have better lives as a result,” commented Dingane.
COMMUNITY PASSION
drives legal beagle

Yolelwa Sikunyana is the entrepreneur behind Sikunyana Inc Attorneys and Conveyancers and she has a passion to “pull others up as I rise”. To action this commitment, Sikunyana started a group known as ‘The Graduate Link’ for legal graduates, junior lawyers and paralegals to offer them mentoring. “There are many LLB graduates who don’t find articles; my aim is to guide them into recognising other opportunities such as becoming a compliance officer.

Sikunyana hosts regular sessions with sponsorship from Riversands Incubation Hub enabled by Vibramech where members of The Graduate Link are invited to gain inspiration from speakers such as the legal manager from Santam and the chief procurement officer for Barloworld. “The objective is to educate the group on the numerous possibilities available in the market. I was gratified to receive a request from a large corporation interested in hiring one of the members of The Graduate Link. This was a direct result of the group – I’m becoming known in the market.”

TIMELESS OPULENCE
runs smoothly thanks to business support

The team at Riversands Incubation Hub has my business’s best interests at heart. I’m privileged to work with a team of professionals.
- Cindy Malaza

Furniture manufacturing tends to be a seasonal business and in the case of Timeless Opulence, this has proved to be the case. Entrepreneur Cindy Malaza is more than cognisant of the support she has received for her business and having survived some lean times, she is now in a position to train interns to pay it forward.

Riversands Incubation Hub has provided Timeless Opulence with a range of support services including:
- Additional subsidy on rental;
- Color Accounting which allowed Malaza to gain insights into how the business is doing;
- Regular consultation with financial mentor to ensure bookkeeping accuracy;
- Regular business mentorship sessions to establish systems and controls.
**DIEP ORGANICS**

Owen Mulaudzi is an entrepreneur with a social conscience. He grows a range of vegetables and herbs on a plot in Northern Farm and delivers surplus produce to two early childhood day care centres in Diepsloot. A total of 78 toddlers benefit from his generosity and would otherwise not have many vegetables in their diets.

To generate a steady income, Mulaudzi sells produce to retail stores, hawkers, restaurants and catering companies in Diepsloot and Alexandra.

Thanks to Vibramech funding, he receives regular admin support for his business and is steadily growing his business.

**RUHAMA WATER & LAB SERVICES**

grows thanks to support

Marketing bottled water and fruit juice would be a challenge to most people and it’s one that entrepreneur Phuti Mathopa has tackled with enthusiasm. Thanks to the support she’s received from Riversands Incubation Hub, she has successfully launched the business and has an established set of regular clients.

“...You don’t understand how excited I am to have my affairs in order. Thanks to the support I’ve received from the Riversands team, I can confidently plan my business journey, capitalising on the regular clients I have and finding new opportunities in the market.”
Most entrepreneurs start their businesses to ensure that their children have a better life than they had while growing up. Manamane Mathabatha started Unity Electrical with this goal in mind and the support that he has received to help him grow his business has resulted in him generating sufficient turnover to register for VAT.

“It’s a good feeling to know that I’m fully up to date with my taxes thanks to the help I’ve had from the finance coach at Riversands Incubation Hub,” commented Mathabatha.

Kelebogile (Kele) Serake radiates enthusiasm for her dressmaking business and has plans to extend the reach of Ekares Twilight through a micro-franchising model.

Other business support services which have contributed to Serake’s optimism include branding, marketing and photography provided by the team at Riversands Incubation Hub.

Thanks to support from the Riversands Incubation Hub team, I am now able to see the areas where I need to push myself. At the moment, that’s sales and I currently have stock in some retail outlets while I push my production team to make enough stock for pop-up shops at shopping centres.
The growth trajectory of Wood Armour, founded by entrepreneur Ivan Skhosana, has been transformed thanks to the intervention of the dedicated financial coach at Riversands Incubation Hub.

Skosana has had regular sessions with Matthew Smart from the Riversands team since he first took premises in August 2016. The first task was to price the varnish and sealer correctly, which proved to be a revelation for Skhosana. The subsequent 22 months of regular guidance has set this enthusiastic entrepreneur on the road to success.

Wood Armour receives support in the form of regular bookkeeping and VAT returns as well as other administrative services such as bank reconciliations and year-end financial statements. In keeping with the Riversands philosophy of empowering individuals, Skhosana is currently mastering Sage software to enable him to do the day-to-day financial tasks himself.

Fashion designer and entrepreneur behind Puny Couture Pulane Mogopodi is optimistic about her prospects for each new season thanks to the business support she has received from the team at Riversands Incubation Hub.

“My sessions with financial coach Matthew Smart have transformed the way I view my business. Add to that a session with CEO Jenny Retief on strategy and my business is set to take off in a big way!” commented Mogopodi.

At the beginning of each season, Puny Couture supplies garments to exclusive boutiques and thanks to advice from Retief, is also making up fabric she had in stock to sell off the peg. “We’ve found that as we produce beautiful dresses, people buy them,” she said.

Remarking on the benefits of the Sage accounting software training she has done, Mogopodi said that she now has a good overview of profitable lines as well as the expenses in her business.
Our Culture Values

Passionate Pride
Entrepreneurial Energy
Self Empowerment
Everyday Excellence
Courageous Caring
Symbiotic Synergy

Vision
A South African economy thriving through increasing numbers of successful small businesses, whose ownership reflects SA’s population demographics, creating jobs and economic opportunity for all.

Mission
Facilitate access to a rich range of entrepreneur development and business support services that committed, talented entrepreneurs can harness to start and grow their businesses.
RIVERSANDS AND ITS ENTREPRENEURS
THANK VIBRAMECH FOR THE SUPPORT!