



XYLEM ENTERPRISE &
SUPPLIER DEVELOPMENT
PROGRAMME

PROGRESS REPORT

Q3 2023

GREATNESS FOR GOOD

Executive Summary:

The XYLEM program, initiated in 2022, has made significant strides in Q3 of 2023. Through strategic financial allocations, the program is driving socio-economic benefits in alignment with South Africa's economic development goals and BBBEE mandates.

Project Objectives and Scope:

Support and Amplification: Amplify businesses emphasizing efficient water resource use.

Economic Contribution: Promote job creation, economic transformation, and technological commercialization.

Collaborative Approach: Engage with Supplier (SD) and Enterprise (ED) Development partners for comprehensive growth.

Business Overviews:

Kusini Water (SD): A social enterprise dedicated to providing clean, accessible water to communities in Africa through innovative water filtration systems. Kusini Water is deeply rooted in sustainability and community engagement, working hand-in-hand with local communities to address water needs and providing training and employment opportunities to local individuals.

Tim Nectar Farms (ED): An agripreneurial venture that not only focuses on producing high-quality fresh produce but also on developing the skills of the youth in agricultural practices. Tim Nectar Farms is committed to sustainable agricultural practices, supporting local farmers with necessary training and resources, and ensuring fair trade and fair pay within its operations.

Jacobs Jam (ED): A small-scale jam-making enterprise that prioritizes environmentally-friendly processing practices and supports local farmers by sourcing fruit products locally. Jacobs Jam is innovative in reducing water usage in food production processes and is committed to offering a variety of unique and delicious jam flavors, made with fresh, high-quality ingredients.



NECTAR FARMS (ED)

Nectar Farms is building capacity to scale smart production of produce and value add agricultural product (like compost) to this end, the business decided to install irrigation systems into their production facility. They have allocated R30,000 for the third quarter and another R30,000 for the fourth quarter. This investment is projected to result in a 55% increase in production, equivalent to 2 additional tons of produce, but also reduced water usage by 40%, leading to savings of R48,000.

Finally, to improve market access and transport efficiency, the business allocated R200,000 for the purchase of a vehicle. This investment will enable the transportation of produce and resulted in increased productivity. Additionally, it generated an annual savings of R84,000 in transport costs.

Overall, the business will invest a the grant total of R500,000 throughout the year, strategically allocating funds to various initiatives.

These investments lead to significant impacts, including job creation, increased productivity, community empowerment, water conservation, and cost savings.



NECTAR FARMS (ED)

Investment: R 500,000

Initiatives: Staffing, Training, Infrastructure, Resources, Community.

Progress: Over 60 individuals trained at the Diepsloot academy; the tool bank now supports 120+ community farmers.

Impact: Empowerment through skills, sustainable farming promotion, and agricultural output enhancement.

ENTERPRISE DEV

Company Name	Overview of the company	Funds to be used for	Grant Amount		2022 FY	Q1 2023	Q2 2023	Q3 2023	Q4 2023	
			ZAR	\$						
Nectar farms	Tim Nectar Farms is a social enterprise that promotes Agroecology and Bio intensive agriculture through training Township and rural Community members from kids aged 3yrs old to 100yrs old to set up and run their own food gardens. They use permaculture as a design system to boost production. Key to its mission is fighting poverty and hunger by starting sustainable farming enterprises in urban, rural and townships. A key initiative is to run a garden tool bank for the community to use in their own	Employ more staff to expand the business Open a satellite training Academy in Diepsloot township Install irrigation systems in the farm Sponsor the training of 20 aspiring youth on Agriprenurship Launch a sustainable tool bank to service farmers and trainees needs	500 000	31 746		192 500	127500	155000		25 000



JACOBS JAM (ED)

Benefits to Key Retail Partners: The water purification project brought significant benefits to Jacobs Jam's key retail partners. The improved production process allowed for a consistent and timely supply of high-quality jams, meeting the demands of the retail market. The partners could rely on Jacobs Jam's efficient operations to ensure a steady stock of products on their shelves, ultimately enhancing customer satisfaction and driving sales.



JACOBS JAM (ED)

Company Name	Overview of the company	Funds to be used for	Grant Amount		Q1 2023	Q2 2023	Q3 2023	Q4 2023
			ZAR	\$				
Jacobs Jam	Jacobs Jam Company is a, level 1 B-BBEE, female, youth-owned jam and sauce manufacturer, located in the Ceres valley in the Western Cape of South Africa, a mere 140 km north-east of Cape Town.	Water purification project, The system will be designed to purify Municipal water by filtration. The filtered water will be store in a 2000L tank and pumped to the jam preparation tanks at high speed. This will improve our process and speed up our current bottle neck of Municipal slow flow.	250 000	15 873	-	200 000	50000	-

Investment: R 250,000

Initiative: Water purification project.

Details: System designed to purify Municipal water, stored in a 2000L tank, and pumped to jam preparation tanks.

Progress: The water purification system is fully operational, enhancing production efficiency by 25%.

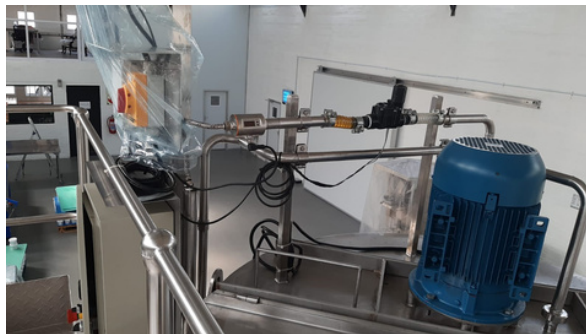
Impact: Resolved the production bottleneck caused by slow Municipal water flow.



"The Checkers deal was a massive breakthrough for us because it was the first formal, national retailer that said, 'we are going to support you'."
 - Nigel Jacobs, co-founder of Jacobs Jam



Western Cape couple Nigel and Christynn Jacobs' business, Jacobs Jam, expanded from supplying 10 Checkers stores to 20 across their home province.



OJJI DEVELOPMENT (ED)

Strategic Grantee Identification: Ojiji has proven adept at identifying and selecting grantees with substantial potential, leveraging its extensive expertise and network within the South African market, and thereby enhancing the program's success rate.

Holistic Grantee Support: Through providing comprehensive support, including funding, mentorship, and training, Ojiji has empowered grantees to navigate challenges, foster growth, and contribute meaningfully to the economy.

Strategic Planning Assistance: Ojiji's guidance in developing and implementing strategic plans has ensured grantees not only meet their business objectives but also align with the program's overarching goals, contributing to key areas like job creation and revenue growth.

Impactful Monitoring and Evaluation: Ojiji's meticulous monitoring and evaluation have been pivotal in refining the program, ensuring it remains effective, and continuously improving by providing data that identifies areas for enhancement and additional grantee support.

Economic and Social Impact: Ojiji's management services have significantly impacted the South African economy and society by facilitating the success of the grantees, contributing to job creation, revenue generation, and the overall development of the black business community.

Ojiji's proven expertise and impactful management services have been integral to the success and impact of the Xylem Supplier and Enterprise Development Programme. Sustaining Ojiji's involvement is not just strategic but essential to continue the positive trajectory and impact of the program on black-owned businesses in South Africa



OJJI DEVELOPMENT (ED)

SUPPLIER DEVELOPMENT				SPENT							
Company Name	Overview of the company	Funds to be used for	Grant Amount		2022	2023				LEFT	
			ZAR	\$	FY	Q1	Q2	Q3	Q4		
Ojji (Pty) Ltd	Ojji is the for profit arm of GrowZA, a social investment agency supporting the social innovation journey of its partners who include community based and progressive development funding entities, corporate citizens and foundations. They work to connect innovative development opportunities to resources in order to accelerate social progress as expressed in the SDG's. Grow ZA has been an Africa Watermark partner for a few years. Enterprise development grants are required to be given to companies owned by black shareholders and not NGO hence the donations to the Grow ZA for profit entity - Ojji (Pty) Ltd.	3 months - Xylem SA Trust Administration, Strategy Development & Execution of projects. For Q4 2022	165 000	10 476	165 000						-

ENTERPRISE DEV				SPENT						
Company Name	Overview of the company	Funds to be used for	Grant Amount		2022 FY	Q1 2023	Q2 2023	Q3 2023	Q4 2023	LEFT
			ZAR	\$						
Ojji (Pty) Ltd	Ojji is the for profit arm of GrowZA, a social investment agency supporting the social innovation journey of its partners who include community based and progressive development funding entities, corporate citizens and foundations. They work to connect innovative development opportunities to resources in order to accelerate social progress as expressed in the SDG's. Grow ZA has been an Africa Watermark partner for a few years. Enterprise development grants are required to be given to companies owned by black shareholders and not NGO hence the donations to the Grow ZA for profit entity - Ojji (Pty) Ltd.	10 months - Xylem SA Trust Administration, Strategy Development & Execution of projects. For 1 January 2023 to 30 October 2023	550 000	34 921		165 000	165 000	#####	55 000	-
		ED (Enterprise and Supplier Development) Programme management - Monitoring & Evaluation and project Management Support	180 000	11 429	36 000	36 000	36 000	36 000	36000	-
		Xylem SA Trust Bursary support and mentorship programme	150 000	9 524	30 000	30 000	30 000	30 000	30000	-

Investment: R 880 000

Initiatives: Ojji has spearheaded initiatives within the Xylem Supplier and Enterprise Development Programme, focusing on strategic grantee selection, resource provision, strategic planning assistance, and meticulous monitoring and evaluation.

Progress: Ojji has facilitated notable progress by successfully identifying and supporting grantees, ensuring effective resource allocation, aiding in strategic plan development, and maintaining a consistent monitoring mechanism to track and support grantee development.

Impact: The impact of Ojji's management services has been profound, contributing significantly to the South African economy, ensuring the success and growth of grantees, enhancing the program through continuous monitoring and evaluation, and laying a foundation for sustainable development within the business sector.



KUSINI WATER (SD)

Operational Expansion through an 8-Ton Truck: To extend their impact and scale their services, Kusini Water made a strategic investment in an 8-ton truck. This robust vehicle became a symbol of progress, enabling Kusini Water to broaden their operational capacity.

Prioritizing Safety with PPE and Safety Equipment: Kusini Water placed a strong emphasis on the safety and well-being of their employees and customers. In line with this commitment, they invested in personal protective equipment (PPE) and safety gear.

Human Capital Development through Additional Staffing: Kusini Water recognized the significance of human capital in their mission and strategically hired additional staff members. The projected creation of 14 jobs (which is on track) will not only enhance local economic development but also provided opportunities for individuals to empower themselves to contribute to the overall growth of their communities.

Manufacturing Capabilities and Quality Control: To meet the growing demand for their products and services, Kusini Water upgraded their workshop and manufacturing equipment. These advancements streamlined their production processes, allowing them to operate more efficiently and effectively.

Furthermore, Kusini Water's upcoming investment in state-of-the-art laboratory equipment is enabling them to conduct rigorous quality control tests in-house. This commitment to delivering the highest quality standards reinforced their reputation and instilled trust among their beneficiaries.

Working Capital for Sustainable Operations: Kusini Water recognized the critical role of working capital in sustaining and expanding their operations. Adequate funds ensured the smooth management of day-to-day activities, enabling them to seize growth opportunities and respond promptly to challenges.



KUSINI WATER (SD)

SUPPLIER DEVELOPMENT			SPENT				
Kusini Water	TOTAL DONATION	\$'000	2022	2023			LEFT
			FY	Q1	Q2	Q3	
6 Water Kiosk Buildout costs + inventory.	780 000	50		110 000	330 000	110 000	230 000
3 WaterBox purification boxes for relief efforts	144 000	9		-	-	-	144 000
1 X Panel van for servicing systems and remote sites	300 000	19		201 450	-	-	98 550
1 X 8 Ton truck for general business expansion	320 000	20		-	-	-	320 000
PPE & Safety items	40 000	3		7 500	14 000	19 000	(500)
Additional staff p.a	250 000	16		96 000	96 000	96 000	(38 000)
Workshop welding and final assembly equipment	120 000	8		78 000	78 000	30 000	(66 000)
In-house laboratory equipment	270 000	17		-	-	50 000	220 000
Working Capital	450 000	29		150 000	150 000	-	150 000
	2 674 000	170		642 950	668 000	305 000	1 058 050

Jobs created	14	-	4	6	4	-	-
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New rural kiosks	6	-	1	3	1	-	1
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Lives impacted per year (every day)	264 000						
Income Generated from new kiosks	2 280 000						

Investment: R 2,674,000

Initiatives: Infrastructure, Equipment, Staffing.

Progress: Five rural water kiosks are operational, serving communities. In-house laboratory equipment installed and under testing.

Impact: 14 new job opportunities created; Kusini's reach extended to an additional 264,000 individuals.



CONCLUSION



Economic Catalyst: Direct support to local enterprises boosts South Africa's GDP growth, benefiting the entire economy.

Empowerment Through Employment: These projects directly address South Africa's unemployment, creating numerous job opportunities.

BBBEE Alignment: Investments align with the Broad-Based Black Economic Empowerment (BBBEE) strategy, promoting economic transformation and black individuals' enhanced participation.

Sustainability: These projects prioritize global sustainability goals, ensuring economic growth doesn't compromise the environment.

The XYLEM program's strategic investments in Jacobs Jam, Tim Nectar Farms, and Kusini Water are shaping South Africa's socio-economic future. These initiatives, backed by the program, are fostering community empowerment, sustainable development, and efficient resource management, thereby contributing significantly towards the achievement of South Africa's economic development goals and BBBEE mandates

THIS IS HOW WE #GROWZA





GrowZA Social Investment Agency
9th Floor, 5th Street
Johannesburg, 2196
www.growza.co.za

Craig Kensley
craig@growza.co.za
Tel: +27 11 282 0658
Cell: +27 82 678 2391