



SAMARCOC

SOUTH AFRICAN MARITIME CHAMBER OF COMMERCE

Presented by: Lt. Roland Setlako (on behalf of the Founders)

Venue: Durban, Southern Sun, North Beach

Date: November 04, 2010



Who will be the role of the Chamber?

With this scope defining its role, the Chamber will exist as an important strategic structure to its members. The Chamber's role and functions is defined by the services it will be rendering to its members. The direction of the organization can be undertaken with a view to:

- the implementer of the Maritime BBBEE Charter;
- focusing the Chamber to position it as the principal advocate to government of major policy positions endorsed by the maritime stakeholders;
- undertaking tasks and activities on behalf of its members that will encourage entry into the maritime industry by new entrepreneurs and enhance current entrepreneurs; and
- expanding the membership base of the Chamber.

Consequently, the Chamber will exist to provide strategic support and advisory input to its members. It will facilitate interaction among maritime stakeholders to examine policy issues, business opportunities and other matters of mutual concern to define desirable industry-level stances. Consultation and cooperation within the Chamber system occur on a voluntary basis and do not encroach on the managerial powers or prerogatives of individual members and maritime groups.

Who will benefit from this Initiation?

The beneficiaries of this initiation are in two (2) main groupings i.e. [Special Target Audience](#) as well as [Corporate Target Audience](#)

[Special Target Audience](#)

- Women Entrepreneurs (particularly from the PDI Groupings);
- Youth Entrepreneurs;
- Rural Entrepreneurs;
- Small, Micro and Medium Enterprises (SMMEs) particularly Black-Owned/Black-Empowered
- International Traders
- Military Veterans (particularly from Non-Statutory Forces)

[Corporate Target Audience](#)

- Trade Associations
- Employer Bodies
- Corporate Members
- Sectoral Bodies

What are the Objectives of the Chamber?

The objectives of the Chamber are:

- Development of a world-class African Maritime industry, that will grow in size, stimulate economic growth development trades which comply with international Business Practise
- Actively assist in setting up, nurture and grow viable enterprises and achieving a significant increase in black participation in ownership, management and employment in companies throughout the industry value chain.
- Accelerate and promote procurement from black-owned and empowered enterprises thus creating opportunities for the establishment of new enterprises and develop existing ones for Industry's growth and job creation.
- Development of a transparent platform aimed at increasing access to skills, capital and economic opportunities in order to initiate and raise productivity of employees and enterprises in the industry
- Recruit new black people into the industry, creation of new black entrepreneurs and develop existing ones, who can participate meaningfully in economic opportunities throughout the Maritime Transport and Service Industry
- Embracing Broad-Based Black Economic Empowerment (BBBEE), recognising that it is constitutional, legislative and economically imperative
- Development of number of SA flagged vessels and develop New South African companies that are globally competitive.
- Create business links between SMME's and Sectors Stakeholders
- Development and designing of well thought strategic projects aimed at unlocking the potential in the provinces with considerable infrastructural base.



What Services will the Chamber offer to Special Target Audience?

<p>1. Financial Assistance:</p> <ul style="list-style-type: none"> •For Borrowers •For Prospective Lenders 	<p>2. Business Leads, Contract & Tender Opportunities</p> <ul style="list-style-type: none"> •For Small Business Owners •For Government/ Contracting Officials 	<p>3. Disaster Assistance</p> <ul style="list-style-type: none"> •Basics for Businesses of all Sizes •Office locations •Disaster Preparedness •For Media
<p>4. Education, Training and Development</p> <ul style="list-style-type: none"> •Free Online training •Free Facilitated Training •Personal Development 	<p>5. Counseling and Assistance</p> <ul style="list-style-type: none"> •Veterans Business Outreach Centers •Small Business Development Centers •Women Business Centers •Export Assistance Centers •Mentorship Programs 	<p>6. Laws and Regulations</p> <ul style="list-style-type: none"> •Small Business Advocacy •National Ombudsman Law Library •Hearings and Appeals
<p>7. Compliance</p>	<p>8. Library and Resources</p> <ul style="list-style-type: none"> •Marketing and Outreach •Laws and Regulations •Standard Operating Procedures (SOPs) Templates •Glossary Statistics and Research •Success Stories and Reports 	<p>9. Audio/Video</p> <ul style="list-style-type: none"> •Podcasts •Delivering Success •Really Simple Syndication (RSS) Feed
<p>10. Monthly Web Chats Archives</p>	<p>11. Forms</p> <ul style="list-style-type: none"> •Small Business Forms •Chamber Partner Forms •Government (national and provincial forms) 	<p>12. Special Target Audience</p> <ul style="list-style-type: none"> •Women Entrepreneurs; •Youth Entrepreneurs; •Previously Disadvantaged Individuals; •SMMEs (black owned or black empowered); •Military Veterans (ex-NSF)



What Services will the Chamber offer to Corporate Chamber Audience?

<p>1. Target Audience</p> <ul style="list-style-type: none">•Trade Associations•Sectoral Bodies•Employer Organizations•Corporate Members	<p>2. Business Leads, Contract & Tender Opportunities</p> <ul style="list-style-type: none">•International Leads•For Government/ Contracting Officials	<p>3. Disaster Assistance</p> <ul style="list-style-type: none">•Disaster Preparedness
<p>4. Library and Resources</p> <ul style="list-style-type: none">•Marketing and Outreach•Glossary Statistics and Research	<p>5. Audio/Video</p> <ul style="list-style-type: none">•Podcasts•Delivering Success•Reality SindicationS	

How will the Chamber be sustained?

The Chamber will be established and driven by membership. This is to ensure that it sustains itself without burdening any organization and/or. There will be various membership categories that will be created in order to recruit and retain membership. The various categories of membership will be as follows:

- [Special Target Audience Membership;](#) and
- [Corporate Membership.](#)

Membership to the Chamber will further be divided into various 'Status'. The membership status will either be "[Platinum,](#) [Gold,](#) [Silver](#) or [Bronze](#)". Each Status will be linked to specific benefits.

What are the Benefits of membership to Special Target Audience?

Membership to [Special Target Audience](#) .

- Direct access to business opportunities (both government contracting and projects presented by local and international opportunities).
- Assistance on putting proposals and submissions together.
- Technical assistance and back-up.
- Participation in SAMARCOC SMME & BEE annual conferences.
- Participation in the SAMARCOC match-making / empowerment forum.
- Participation in SAMARCOC SMME Toolkit Rollout.
- Entrepreneurship & Networking training.
- Maritime industry training, information and advice.
- Assistance on Sourcing of new suppliers.
- Assistance on finding and securing partnerships.
- Participation on Mentorship Program.
- Sharing of business experience.
- Introduction to new contacts.
- Profile in the Annual Members Directory.



What are the Benefits of membership to Special Target Audience?

Membership to [Special Target Audience](#).

- Profile your company in SAMARCOC's quarterly publication.
- Sponsorship information and opportunities.
- Members' **HUBZone (Historically Underdeveloped Business Zone – Rural areas inclusive)** on the website with facility to offer and promote one's services.
- Practical business briefings and business advice days.
- Information on incentive schemes, funding and grants, policy and legislation, import / export advice, research and enquiry service and tender monitoring service.
- Having a say on key issues through SAMARCOC campaigning, lobbying and representation.
- Meeting government ministers, senior officials and advisors.
- Join SAMARCOC's policy committees, forums and task committees.
- Tax information and advice.

What are the Benefits of membership to Corporate Members?

Corporate Members: Platinum Status

- Executive placement of company branding on SAMARCOC's website and all other publications.
- Opportunity to sit on SAMARCOC's committee's and forums.
- Have the first right to sponsor SAMARCOC's events and conferences with executive exposure.
- Have preferred opportunity to speak at SAMARCOC's events.
- Participation in SAMARCOC's conferences with exposure of branding.
- First option to sponsor conference seminars and workshops.
- Opportunity to place adverts in our publications quarterly.
- Access to write articles for our publications.
- One free table at SAMARCOC's gala dinner - maximum three conferences per year.
- 10 X delegates to attend at all conferences.

What are the Benefits of membership to Corporate Members?

Corporate Members: Gold Status

- Placement of company branding on SAMARCOC's website and in all publications.
- Opportunity to sponsor SAMARCOC's events.
- Access to all trade missions co-ordinated by SAMARCOC's.
- Access to write articles on our publications.
- One free table at SAMARCOC's gala dinner - maximum two conferences per year.
- 10 X delegates to attend at all conferences.

Corporate Members: Silver Status

- Placement of company branding on SAMARCOC's website and publications.
- Access to all trade missions co-ordinated by SAMARCOC.
- Access to write articles on our publications subject to screening.
- One free table at SAMARCOC's gala dinner - 1 conference per year.
- 10 X delegates to attend at all conferences



What are the Benefits of membership to Corporate Members?

Corporate Members: Bronze Status

- Placement of company branding on SAMARCOC website and publications.
- Access to all trade missions coordinated by SAMARCOC.
- 10 X delegates to attend at all conferences.

What entails the membership of the Chamber?

Classification	Description	Annual Fee	VAT	Total
Special Target Audience	Individual Membership	R 350	N/A	R 350
Special Target Audience	Group Membership	R 350/person	N/A	TBD
Special Target Audience	Cooperatives	R 350/member	N/A	TBD
Special Target Audience	Associations	R15000	N/A	R15000
Special Target Audience	NGOs/NPOs/CBOs	R15000	N/A	R15000
Platinum Membership	Includes STA & Corporates	R 45000	N/A	R 45000
Gold Membership	Includes STA & Corporates	R 40000	N/A	R 40000
Silver Membership	Includes STA & Corporates	R 35000	N/A	R 35000
Bronze Membership	Includes STA & Corporates	R 25000	N/A	R 25000
Honorary Membership	Includes STA & Corporates	R 20000	N/A	R 20000

How will the Chamber be Sustained?

The chamber will be sustained in the following manner:

- Chamber Membership although recognized that it will not suffice;
- Chamber Events and Activities;
- Projects, Projects and more Projects.
- **Identified Projects:**
 - Aquaculture Projects – provincial roll-out. Sourcing of Funding. Target Audience: Cooperatives.
 - The establishment of Agro-Parks – provincial roll-out. Sourcing of Funding. Target Audience: Cooperatives.

What will be National Structure of the Chamber?

Ex-Officio Senior Executives
 Mr. Sipho Mseleku (ASCCI)
 Ms. Nosipo Sobekwa (NDOT)
 Mr. Bheka Zulu (NDOT)
 Mr. Moeketsi Sekhudo (NDOT)
 Ms. Raisibe (DPE)
 Mr. Greg Munyai (DTI), CIPRO
 Mr. Humbulani (NYDA)
 s. Nobuhle Nkabane (Sisonke-DM)
 Parastatals (TNPA, TPT, Eskom)
 DAFF, DWA
 SARS

Ex-Officio Senior Executives
 PUT
 DUT
 Maritime Schools Reps.
 Maritime Agencies & Associations
 Banks
 DST
 Provincial T&I Divisions
 TETA
 TETA
 SEDA, NEF, IDC, DBSA
 Telecommunications Companies

Chief Executive Officer:
 Mr. Roland Setlako

Chief Operations Officer:
 Mr Vido Cavor

Director (Office Chamber Management):
 Ms. Amanda Ndlela

Secretariat:
 NDOT

Office of IT, HR & Legal
 GM: IT, HR & Legal
 Vacant

Office of Finance
 CFO
 Vacant

Office of Entrepreneurial Development
 GM: BUS DEVELOPMENT
 Ms. Nana Sabelo

Office of Industries Development
 GM: BEE CHARTERS
 Mr. Bongani Mthembu

Advisory Office of Maritime Transport Regulation
 GM: SHIPPING
 Mr. Roberto Cordovez

Rec & Selection Office
 Executive Director: Vacant

Legal Services Office
 Executive Director: Vacant

Administration Office:
 Executive Director: Vacant

EE Office:
 Executive Director: Vacant

Policy Office:
 Executive Director: Vacant

Training & Development
 Executive Director: Vacant

Industrial Relations:
 Executive Director: Vacant

ICT Office:
 Executive Director: Vacant

Financial Management
 Executive Director
 Vacant

Investment Wing
 Executive Director
 Vacant

Surety & Guarantees
 Executive Director
 Vacant

Lender Oversight
 Executive Director
 Vacant

Financial Assistance
 Executive Director
 Vacant

Marketing:
 Executive Director:
 Vacant

SMME Development:
 Executive Director:
 Vacant

Women Development
 Executive Director:
 Vacant

Contracts Management:
 Executive Director:
 Vacant

Business Development:
 Executive Director:
 Vacant

Pubic Relations:
 Executive Director:
 Vacant

Youth Development:
 Executive Director:
 Vacant

BEE Implementation:
 Executive Director
 Vacant

Community Develop:
 Executive Director
 Vacant

Veterans Development:
 Executive Director
 Director
 Manager
 Vacant

Disabled Development:
 Executive Director
 Director
 Manager
 Vacant

Maritime Safety:
 Executive Director
 Mr. Vusi Nkosi

Maritime Security:
 Executive Director
 Ms. Gugu Ndebele

Bilaterals/Multilaterals:
 Executive Director
 Mr. Chuma Mphahlwa

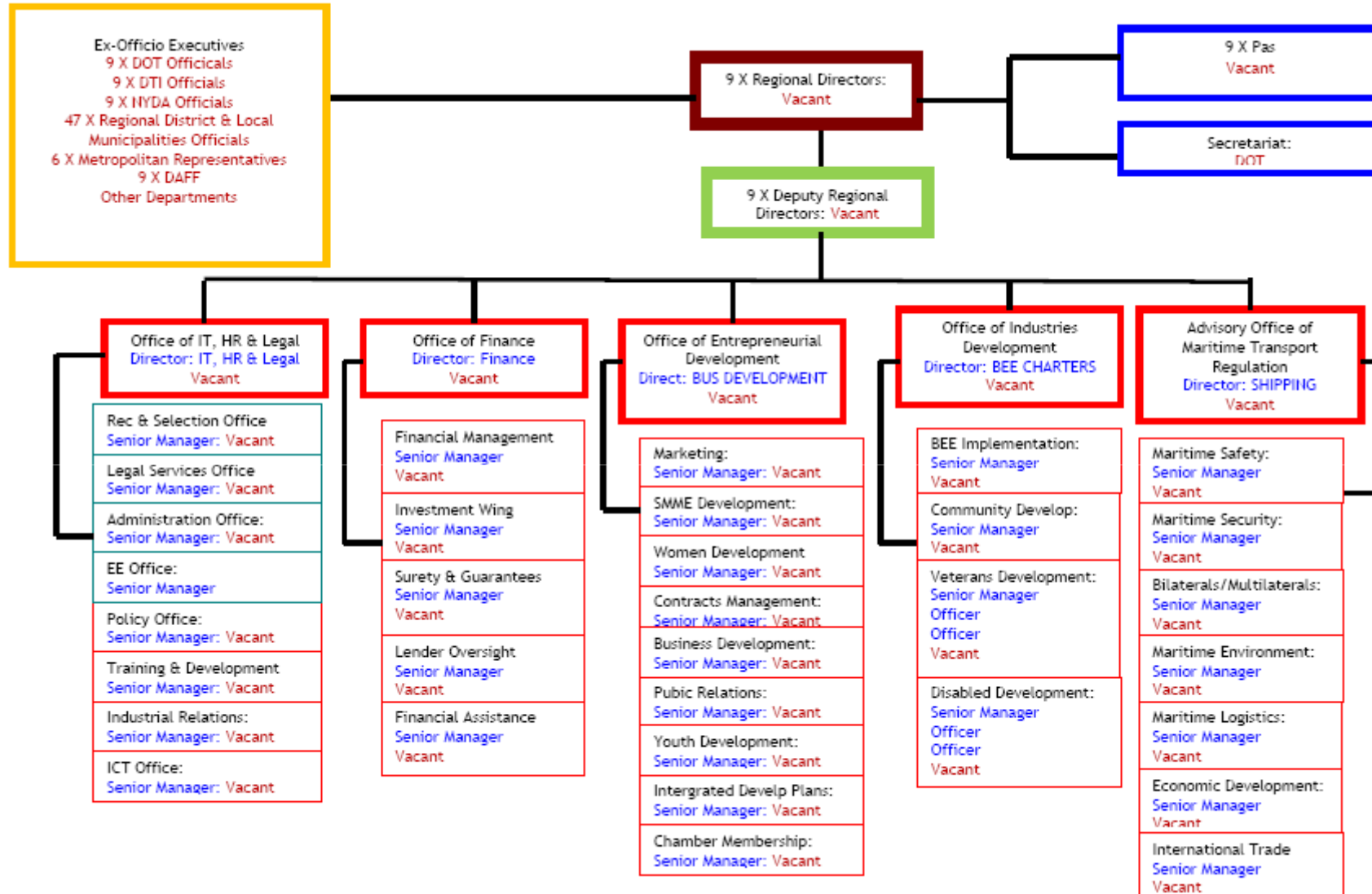
Maritime Environment:
 Executive Director
 Mr. Terence Mabuela

Maritime Logistics:
 Executive Director
 Ms. Mpume Dweba

Economic



What will be Regional Structure of the Chamber?



Who should be at National Footprint Proposed Structure - Provincial, District & Local?

Generic Criteria for Appointments:

- Nominations will be done by the regions
- Appointments will be made by the Senior Executive Management at the Head Office
- All appointments will be guided by various SA Legislations including the EEA, BCEA, etc
- Equity Candidates (particularly African Females) will take preference
- The Chamber's targets for appointments at Senior positions will be 50/50 representation i.e. 50% female and 50% male representation
- Individuals are required to be entrepreneurs or Pro-Entrepreneurship
- Individuals nominated for appointments must be Pro-Change (particularly towards the Maritime Industry)

