

### FINANCIAL YEAR: 2020/2021

### **BUSINESS PLAN**

### APPLICATION FOR FUNDING:

### **POVERTY PROJECTS**

TED	:	
RIOD	:	
CLARATION BY P	ERSON SUBMITTING THIS BUSINESS	; PLAN
	CLARATION BY PI	

SIGNATURE :....

- \* Please provide the information required in this format. Respond to all questions accordingly and use additional paper if necessary.
- \* The format applies to all categories of services and can be adapted accordingly, where necessary.
- \* Organisations may request assistance or support from the department to complete their business plans.
- \* Programme herein refers to project or service provided.

NAME OF SERVICE PROVIDER

\* The service provider refers to the organisation or applicant requesting financial assistance.

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### **ADMINISTRATIVE DETAILS** 1.

(Specify the identification details of the service provider. If registered, please provide a certified copy of the registration certificate or if not proof that the service provider is in the process of registering)

### 1.1. Category and Registration

CATEGORY		REGISTRATION				DATE OF REGISTRATION	
	Туре о	f Registrati	on (Tick √ap	plicable bo	x or choose (	one)	
	1	2	3	4	5	6	
NPO							
NGO							
СВО							
FBO							
National Organisations							
Other (specify)							
-							
-							

Attach proof of registration

### Legend

Non-Profit Organisation (NPO)

Trusts 2.

Section 21

4. Affiliation with registered network5. In process applying for registration6. Other (specify)

1.2	Service	Prov	der Contact Details	
1.2.1	<u>Physical</u>	Addr	<u>ess</u>	
1.2.2.	Postal A	ddres	<u>s</u>	
Tel Nu	ımber	:		
Cell N	umber	:		
Fax Nu	umber	:		
Email	address	:		
1.2.3.	Contact	perso	n's details	

NAME (Please print)	POSITION/CAPACITY	TEL / CELL NO	ADDRESS
1.			
2.			
3.			

1.3.	Type	of ap	plication
	.,,,,,,	<b>∵.</b> ∽p	P • • • • • • • • • • • • • • • • • •

(Please note that the service provider may tick more than one box. Provide reasons for the extension of service)

### Tick ✓ applicable box

New Application	
Existing Application	
Geographic extension	
Service extension	

Motivation	

### PROGRAMME DETAILS 2.

2.1. Name / title of the programme (Specify the name/title of the programme for which funds are sought) e.g. Home for orphaned children

	AREA OF OPERATION							
NATURE AND SCOPE OF THE SERVICE	Province	Province Village		Township/Informal Settlement				
eg Orphaned children between 0 – 18 years	Limpopo	Nqwenani wa Themeni	Thohoyandou	Makhado Township				
1.								
2.								
3.								

History of the programme (Explain the background of the programme, how the service provider determined that there is a need for a service of this nature and when was the need identified e.g. three months, or a year etc)

**2.3.** Target Groups (Provide the number of people who will benefit or be part of the programme)

	Beneficiaries	Total Number								
TARGET GROUPS	Age group, e.g. 10 -	African		Coloured		Asian		White		Total No.
	14 years or all	M	F	M	F	М	F	М	F	
1. Children										
2. Youth										
3. Women										
4. Older Persons										
5. Persons with disabilities										
6. Persons with HIV / AIDS										
7. Other (specify)										
-										
-										
-										
Grand Total										

2.3.1.	Describe how beneficiaries (target group) of the programme participate in the planning, implementation, monitoring and evaluation of the programme:

2.3.2.	Are the poor and vulnerable involved? (tick applicable box)	Yes	No	
2.3.3.	Describe how you will reach out to poor and vulnerable.			
2.4.	Purpose of the programme (Describe what the programme wants to achieve in broad terms).		 	
	(Describe what the programme wants to achieve in broad terms).		 	

### **OBJECTIVES**

(List the objectives in column 1 and indicate in column 2 the various areas/communities where the objectives will be achieved. Also specify the number of beneficiaries within each community/target area)

OBJECTIVES	NUMBER OF BENEFICIARIES PER COMMUNITY						
OBJECTIVES	Target area/community	No. of Beneficiaries					
ADVICE AND REFFERAL							
2. SOCIAL PROGRAM							
3. SKILLS DEVELOPMENT							
J. GRIELO DEVELOT MEIVI							
4. ENTREPREBURSHIP							
5. SUSTAINABLE LIVELIHIOODS							
3. 3337 M. V. ISEE E. V. EEN NOODS							

2.5. **Activity Plan** (For each objective listed above, give details of how they will be achieved)

Activities	Performance indicators	Outcome	Number to be reached (as per schedule 1)	Location	Costs
What does the service provider need to do to achieve the objectives? e.g. Establish a substance abuse project.	How are you going to see that you are achieving your objectives? e.g. One project established in 3 communities.	Report on the results of the activities or objectives stated e.g. Community aware of substance abuse.	Provide details of who will benefit and number	Indicate for each activity the area where it will be implemented	What are the financial costs & type of personnel to carry out such activities? e.g. If activity is awareness program – indicate inter alia Venue –R1000, Promotion Material – x10 pamphlets@R5.00 per pamphlet = R50.00.

Objective 1 : ADVICE AND REFFER	AL

ACTIVITIES	PERFORMANCE INDICATORS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	Annual Target	Cost
1.							
2.							
3.							
4.							
5.							
6.							

Objective 2 : SOCIAL PROGRAM ( awareness program, material assistance etc.)

ACTIVIT	TES	PERFORMANCE INDICATORS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	Annual Target	Cost
1.								
2.								
3.								
4.								
5.								
6.								

Objective 3 : SKILLS DEVELOPMENT (Technical, Life Skills and Business Skills)

ACTIVITIES	PERFORMANCE INDICATORS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	Annual Target	Cost
1.							
2.							
3.							
4.							
5.							
6.							

Objective 4 : ENTREPRENEURSHIP (Income Generating projects)				

ACTIVITIES	PERFORMANCE INDICATORS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	Annual Target	Cost
1.							
2.							
3.							
4.							
5.							
6.							

Objective 5 : SUSTAINABLE LIVELIHOODS (projects to be exited receiving starter pack)

ACTIVITIES	PERFORMANCE INDICATORS	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	Annual Target	Cost
1.							
2.							
3.							
4.							
-							
5.							
6.							
U.							

### 2.6.

Summary of cost implications
(Referring to the previous activity table, cluster the items and cost implications using the following specified items as a guide. Refer to attached Schedule 2 and use explanatory notes where necessary)

ITEM	TOTAL NUMBER REQUIRED	TOTAL COST
1. Personnel		
2. Administrative		
3. Operational		
4. Training and Development		
5. Other (specify)		
-		
-		
GRAND TOTAL		

### **GOVERNANCE AND MANAGEMENT** 3.

3.1. Structure and management of the programme
(Provide details each management committee of the programme including race, gender, and disability, if any. Also attach an organigram or schematic representation of the organisational structure as **Annexure E**).

NAME.	DOOLTION	0017407 0574110	ID 11111DED	GENDER		D.1.05	NATURE OF	EXPERIENCE AND SPECIFIC
NAME	POSITION	CONTACT DETAILS	ID NUMBER	М	F	RACE	DISABILITY (Where applicable)	EXPERTISE IN AREA OF SERVICE
1.		Home No.:						
		Tel No.:						
		Cell No.:						
2.		Home No.:						
		Tel No.:						
		Cell No.:						
3.		Home No:						
		Tel No.:						
		Cell No.:						
4.		Home No.:						
		Tel No.						
		Cell No.:						

### 3.2. Profile of staff members

(Provide position of key staff members involved in the programme)

Categories of Staff Members	Number of	REPRESENTIVITY (State number)								
(Identify categories of	staff with	AFRICAN		ASIAN		COLOURED		WHITE		Total Number
personnel from Schedule 1)	disabilities	No. of M	No. of F	No of M	No. of F	No. of M	No. of F	No. of M	No. of F	
1.										
2.										
3.										
4.										
5.										
6.										
TOTAL										

### 3.3. Volunteers

(Provide number of volunteers involved in the programme)

	RACE AND GENDER								
Position of Volunteers	AFRICAN		ASIAN		COLOURED		WHITE		TOTAL
Position of volunteers	No. of M	No. of F	No. of M	No. of F	No of M	No. of F	No. of M	No. of F	
1. Management									
2. Fundraising									
3. Staff									
4. Other (specify)									
4.1.									
4.2.									
4.3.									
TOTAL									

3.3.1.	Does your organisation make use of volunteers?	Yes	No	ı
3.3.2.	If yes, please state the number of volunteers.			
3.3.3.	Do your volunteers receive stipend?	Yes	No	ı
	If yes, indicate amount R		$\neg$	
3.3.3.	Number of volunteers in receipt of stipend, if any.			

3.3.4.	What activities do your volunteers undertake?
3.3.5.	Describe how volunteers participate in the planning, monitoring and evaluation of the service / programme?
	Capacity (In terms of knowledge and skill to implement programme)  Does your organisation have sufficient capacity to implement the programme?  If no, is there anything being done to improve that? If so please specify.
3.4.3.	What is being done to improve the situation?

### 3.5. Affiliation with other service providers / entities

3.5.1. Which networking or co-coordinating structure is the organisation/service affiliated to? This is not applicable to government services/projects.

NAME OF NETWORKING / CO-ORDINATING STRUCTURE	TICK ✓ APPLICABLE BOX	DATE OF AFFILIATION
National Coalition of Social Services (NACOSS)		
National Welfare Forum (NWF)		
Community Based Organisation network (CBO network)		
South African NGO Coalition (SANGOCO)		
National Council (Specify)		
NONE		
Other (Specify)		

### 3.5.2. Networking with other service providers

(List all the service providers known to you that are providing similar or other services in your area of operation)

### (a) similar services

Name of service	Nature of relationships (if any)
1.	
2.	
3.	
4.	

## (b) other services

Name of service	Nature of relationships (if any)
1.	
2.	
3.	
4.	

3.5.3.	Do you have written agreements with other service providers in relation to this or other organizations. If formalised, please submit proof of agreement(s).

4.	SUSTAINABILITY PLAN (Provide ways in which the organisation make plans to sustain itself after cessation of funding from the department)
4.1.	Describe how the organization will sustain itself in the future to ensure continued service provision
4.1.1.	After cessation of funds from the department
4.1.2.	In the event that there are budget cuts
4.1.3.	In the event that the programme is no longer a priority from the funding perspective

4.2.	Are the beneficiaries / affil	liates contributi	ng towards the project / programme through:
	(Tick ✓ applicable box)		
	Membership fees	Yes	No
	Material	Yes	No
	Labour	Yes	No
	Skills	Yes	No
	Cash	Yes	No
4.2.1.	If you answered Yes to an	y of the above	, please specify the amount or nature of contribution
4.2.2	If no, are there any prospe	ects of contribu	tions and how?

### 5. TRANSFORMATION PLAN

(Indicate the plan of the organisation to transform its structures as well as services and/or attach a transformation plan indicating the objectives, activities, time frames, target dates and targets for change or add a separate page if there is more information to be provided, if necessary)

Transformation issue	Expected outcome	Target reached	Timeframe	Challenges	Responsible person
Specify the area of transformation e.g. accessibility of the programme ect.	How will you achieve this transformation imperatives e.g. indicate the distance of the organisation from the community or target group.	Who will benefit from this process?	How long will it take to put in place a transformation plan?	What challenges/problems/concerns do you envisage?	Indicate the person who will be responsible for the transformation plan.

Transformation issue	Expected outcome	Target reached	Timeframe	Challenges	Responsible person
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					

6.	FINANCIAL MATTERS
6.1.	Name of the person responsible for managing your financial records
6.2.	What training has this person undergone?
6.3.	Do you currently have any assets (things that you have) and/or liabilities (things you owe)?

### 6.3.1. Assets and liabilities

TYPE OF ASSETS AND LIABILITIES	A = Assets B = Liability (use A or L where applicable)	NUMBER	AMOUNT/VALUE
Buildings			
Motor Vehicle			
Cash at Hand			
Cash at bank			
Prepaid – accounts			
Accounts receivable			
<ul> <li>Debtors</li> </ul>			
Interest -			
Accounts payable:			
<ul> <li>Taxes</li> </ul>			
Creditors			
Rent			
<ul> <li>Interest</li> </ul>			
Accruals			

## 6.4. Summary of projected income and expenditure

(specific to this programme – Schedule 2 and 2.1)

INCOME	Financial Year (Past year) 200 / 200		Financial Year (Current year) 200 / 200		Financial Year (Next two years) 200 / 200	
Expected / Current Income						
International Donor Agencies						
Corporate Business						
National Development Agency						
National Lottery						
Departmental:						
- Financial Award/subsidy						
- Grant (HIV/AIDS)						
- EPWP						
- Poverty Funds						
Other departments						
-						
-						
-						
Membership Fee						
Interest received						
Other (specify)						
-						
Subtotal						

INCOME	Financial Year (Past year) 200 / 200		Financial Year (Current year) 200 / 200		Financial Year (Next two years) 200 / 200	
INCOME						
EXPENDITURE						
Personal Expenditure						
- Salary and Wages						
- Bonus						
- Honorarium						
Office Expenditure						
- Rent						
- Insurance						
- Books and Journals						
- Post & Telecommunication Services						
- Affiliation fees						
- Printed matter						
Other (specify)						
-						
-						
Subtotal						

INCOME	Financial Year (Past year)		Financial Year (Current year) 200 / 200		Financial Year (Next two years) 200 / 200	
INCOME						
Social Relief						
- Food						
- Clothing						
- Accommodation						
Other (specify)						
-						
-						
Subtotal						
Special Services						
- Audit Costs						
- Bank notes						
- Fund raising						
Other (specify)						
-						
-						
Subtotal						
Grounds and Buildings						
- Capital and interest						
- (Private)						
- Capital and Interest (State)						

INCOME	Financial Year (Past year)		Financial Year (Current year) 200 / 200		Financial Year (Next two years)	
INCOME	200 / 200				200	200 / 200
- Maintenance						
- Insurance						
Other (specify)						
-						
-						
Subtotal						
Domestic Expenditure (Facilities only)						
- Food & Groceries						
- Linen						
- Toiletries						
- Medical						
- Pocket Money						
Other (specify)						
-						
-						
Subtotal						
INCOME	Financial Yea	ar (Past year)	Financial Year	(Current year)	Financial Year	Next two years)
INCOME	200	/ 200	200	/ 200	200	/ 200
Special Programme Expenditure						
- Equipment						
- Transport						

- Refreshments		<u> </u>	
- Hiring of			
- Halls/Facilities			
Other (specify)			
-			
-			
Subtotal			
Sundries			
- Research			
- Public Relations & Marketing			
- Security Equipment			
Other (specify)			
-			
-			
Subtotal			
TOTAL INCOME			
TOTAL EXPENDITURE			
SURPLUS / SHORTAGE			

Has your organisation had any funders other than this Department, in the last three years not specific to this programme?

Yes	No
	_

6.4.2. If your answer to the previous question is Yes, complete the following:

Source of Income/Name of Funder	Amount received	Purpose for which funds were awarded	Funding Period
Departmental:			
- Financial Award/subsidy			
- Grant (HIV/AIDS)			
- Extended Public Works Programme			
(EPWP)			
- Poverty Funds			
International Donors			
Corporate Business			
National Development Agency (NDA)			
Source of Income/Name of Funder	Amount received	Purpose for which funds were awarded	Funding Period
National Lottery			
Other Departments:			
-			
-			
Other (Specify)			
-			
l			

6.4.3. Has your organisation received any other donations (in kind) in the last 3 years?

|--|

No

## 6.4.4. If Yes complete the following:

Name of Donor organisation	Type of donation received	Purpose for which donation was used	Date received
1.			
2.			
3.			
4.			

### 7. MONITORING AND EVALUATION PLAN

(How will the organization monitor or measure their performance against set goals and objectives)

### 7.1. Balanced scorecard

Financial perspective	Customer perspective	Organisational (internal business perspective)	Innovation and learning Perspective
How will you manage your finances to ensure achievement of your objectives in line with the Policy on Financial Awards? e.g. report on progress	How will you ensure that customers are satisfied with the services provided? e.g. conduct a customer satisfaction survey	What will you do to make your organization work or what will you do to ensure there is continuous improvement in the way the organization works? e.g. monthly progress reports	How will you ensure that your organization learns new things that will enable it to work better? e.g. training and capacity building programmes

Financial perspective	Customer perspective	Organisational (internal business perspective)	Innovation and learning perspective
1.			
2.			
3.			
4.			
5.			

7.2.	How often will monitoring and evaluation be conducted?
8.	Who assisted you to compile this business plan? (If any).

### For Official Use

Comments on the Business plan	
Compliance with the Progress Report	
Issues for discussion within the Department	
issues for discussion within the Department	

Issues for discussion with the Service Provider
Recommendations
I, the undersigned, hereby declare that the information supplied is true and valid.
NAME AND SIGNATURE OF PROGRAMME MANAGER / DIRECTOR
DATE:

NAME AND SIGNATURE OF CHAIRPERSON
DATE:
NAME AND SIGNATURE OF TREASURER
DATE:



### **CHECK LIST 2018/2019FY**

Check if the following documents have been submitted. Please tick applicable box.

NAN	ME OF SERVICE PROVIDER:	
1.	Business Plan	
2.	Constitution	
3.	Organizational Structure (Organogram)	
4.	NPO Registration Certificate	
4.	Staff profiles	
5.	Board members profiles	
6.	Proof that the service provider is in process of registering	
7.	Confirmation of Banking Details	
8.	Financial Policy	
9.	Certified Bank Statement	
10.	Audited Financial Statement (if previously funded by department)	
11.	Six monthly progress report (if previously funded by department	
12.	Cashflow statement	
13.	HR Policy	
14.	Others (Specify)	
ature	9S:	
	NPO Rep GDSD Rep	

Any Other F	Remarks			

**ANNEXURE B** 

### **CONFIRMATION OF BANKING DETAILS**



## **ENTITY MAINTENANCE**

#### **DEPARTMENT OF SOCIAL DEVELOPMENT**

**Bank Details** 

The Director General: Department of Social Development

I/ We hereby request and authorise you to pay any amount, which may accrue to me/ us to the credit of my/ our account with the mentioned bank.I/ We understand that the credit transfers hereby authorised will be processed by computer through a system know as the "ACB ELECTRONIC FUND TRANSFER SERVICE", and I/ We also understand that no additional advice of payment will be provided by my/our bank, but details of each payment will be printed on my/our bank statement or any accompanying voucher.(This does not apply where it is not customary for banks to furnish bank statements).

I/ We understand that a payment advice will be supplied by the Department in the normal way, and that it will indicate the date on which funds will be available in my/our account. This authority may be

Initials and Surname	Authorised Signature  Date dd/mm/yy	<u> </u>
Name of Bank		
Name of Branch		
Branch Code		
Account Number		
Type of Account	Current Account Other (please specify)	
	Savings Account	
	Transmission Account	
DATE STAMP OF BANK BANK ACCOUNT PARTICUL CERTIFIED AS CORRECT	ADDRESS TO SEND THE PAYMENT STUB	

### ASSURANCE IN TERMS OF SECTION 38(1)(J) OF THE PUBLIC FINANCE MANAGEMENT ACT, 1999 (ACT 1 OF 1999)

In terms of Section 38 (1) (J) of the Public Finan	nce Management Act, 1999 (Act 1 of 1999), the Department of Social
Development requires a written assurance, that	your entity implements effective, efficient and transparent financial management
and internal control systems)	
I, the undersigned	in my capacity as
	of hereby declare that
	(service provider) implements effective, efficient and transparent financial
management and internal control systems.	
Signed at	on this day of 20
Signature :	
Witness	
1	Capacity:
2	Capacity:

# CONDITIONS AND REMEDIAL MEASURES TO COMPLY WITH THE PUBLIC FINANCE MANAGEMENT ACT (SECTION 38 (1) (J), ACT 1 of 1999)

In the case where written assurance cannot be obtained from the entity that effective, efficient and transparent management and internal control systems exist, the following conditions and remedial measures will apply:

- The service provider will not use any funds allocated by the department and paid into their bank account, until the department gives them written permission to do so.
- The service provider will implement and adhere to the financial control system prescribed by the department.
- The service provider will subject itself to monitoring and inspection of financial records on a regular basis as conducted by the officials of the department or it's representatives.
- The service provider will submit quarterly financial expenditure and progress reports as prescribed by the department.
- The service provider will take appropriate measures to ensure that it improves its capacity to implement effective,
   efficient and transparent management and internal control systems.

I,	the	undersig	ned								in	my	capacit	/ as
						of						hereby	declar	e that
						(service	provider)	implements	effective,	efficient	and	transpa	arent fir	nancial
ma	nagem	ent and in	nternal co	ontrol sys	stems.									
Sig	ned at						on this	day of	f	20				
Sig	nature	9	:											
\\/i+	ness													
VVII	11622													
1						Capaci	ty :							
						•	•							
2						Capaci	ty :							



## CERTIFICATE OF REGISTRATION OF NONPROFIT ORGANIZATION

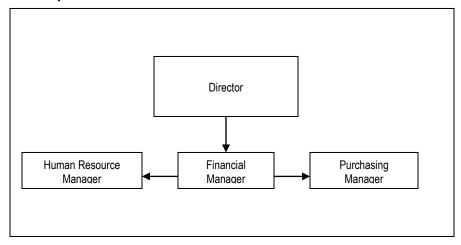
In terms of the Nonprofit Organisation Act, 1997, I am satisfied that					
	(name of the nonprofit organization)				
meets the requirements	or registration.				
The organisation's nam	was entered into the register on(date)				
Registration number					
Director's signature					
Date	·				

Department of Social Development



## Organisational Structure or Organogram

# Example



### **SCHEDULE 1**

Category	Required Human Resources
Managers	Administrative Managers
Managers	Professional Managers
	Social workers
	Youth workers
Professional personnel	Probation officers
	Community Development Worker
	Child and Youth care workers
	Social auxiliary workers
	Assistant probation officers
Assistant naroannal	Auxiliary Chile and Youth Care Workers
Assistant personnel	ECD care givers
	Home and community based care givers
	Sign language interpreters
	Medical practitioners
	Physiotherapists
	Speech therapists
	Occupational therapists
Professional support	Nursing Personnel
	Psychologists
	Psychiatrists
	Researchers
	Information Management Specialists
	Information Technology Specialists
	Administrative officers
	Typists
Administrative support	Drivers
personnel	Data captures
	Cleaners
	General assistants
	Security Personnel
Other	Volunteers
	Student social workers
	Interns
Temporary personnel	Contract workers
	Escorts
	Student child and youth care workers

It should be noted that this list may not be exhaustive.