

FUNDING PROPOSAL 2019-2022

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WELCOME

OUR MISSION



**TRANSFORMATION
ADVOCACY**

**SUPPORTING THE
DEVELOPMENT OF
BLACK BUSINESS**

SKILLS DEVELOPMENT

The SA Institute of Black Property Practitioners is a non-profit member-based professional association and transformation advocacy organisation founded in 1996.

SAIBPP has been instrumental in advocating for transformation of the property sector, driving youth participation and supporting black business and professionals in the property sector and built environment through its various programmes and initiatives.

*"ENABLING THE NEXT GENERATION OF
PROPERTY LEADERS"*

SOME OF OUR SUCCESSES

TRANSFORMATION ADVOCACY

- ✓ The drafting and adoption of the National Property Management Empowerment Policy - Department of Public Works
- ✓ The amendment of Section 25 - invitation to make representations in parliament and inclusion of recommendations in the Presidential Advisory Committee on Land Reform report
- ✓ The Inclusion of the Transformation Chapter (Chapter 4) in the Property Practitioners Act and SAIBPP inclusion in consultations on the draft regulations
- ✓ Strategic Partner on the City of Joburg Inner City Revitalisation Programme
- ✓ The Establishment of the Property Transformation Forum for black real estate agents



BLACK BUSINESS SUPPORT AND DEVELOPMENT

- ✓ Launch of the first property sector specific black business directory and B2B online platform

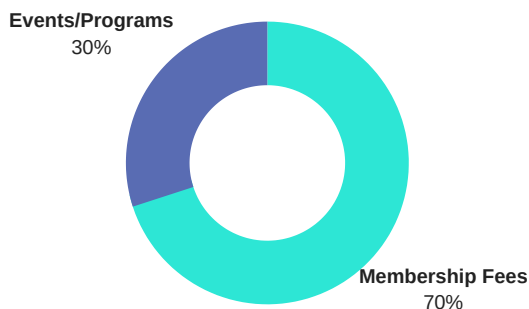
SKILLS DEVELOPMENT AND YOUTH EMPOWERMENT



- ✓ Establishment of 4 SAIBPP Student Chapters at: WITS University, University of Limpopo, University of Johannesburg and University of Pretoria
- ✓ Disbursement of **R2,4m in bursary funding** to black youth pursuing studies in property or property related studies through SAIBPP Bursary Fund
- ✓ Launch of the Property Entrepreneurship Programme in partnership with UCT - 55 entrepreneurs trained to date
- ✓ Establishment of first African chapter of IREM

SAIBPP

OUR FUNDING



Currently SAIBPPs operational funding is derived from a combination of: membership fees 70%, and 'profits' from fundraising activities (30%)

The organisation is currently facing financial challenges and requires assistance with funding our operational budget for 2020 - 2022.

Due to the erratic nature of membership fees and sponsorship/ donations, the organisation is perpetually cash-flow constrained.

This hampers the ability of management to plan accordingly, manage cash-flow and adequately execute and/or scale the many wonderful initiatives that are underway which are positively influencing the industry and advancing the mission of transforming the industry.

This type of upfront long-term commitment will provide the organisation with the necessary certainty to be able to plan and execute more effectively while serving its member base and amplifying its role as a voice for black business and professionals in the property sector and built environment. We also welcome non-financial donations in the form of capacity support. We are counting on your support and thank you in advance for considering this request



OUR FINANCES

FINANCIAL HIGHLIGHTS

R2,5M

ANNUAL OPEX
BUDGET

R3M

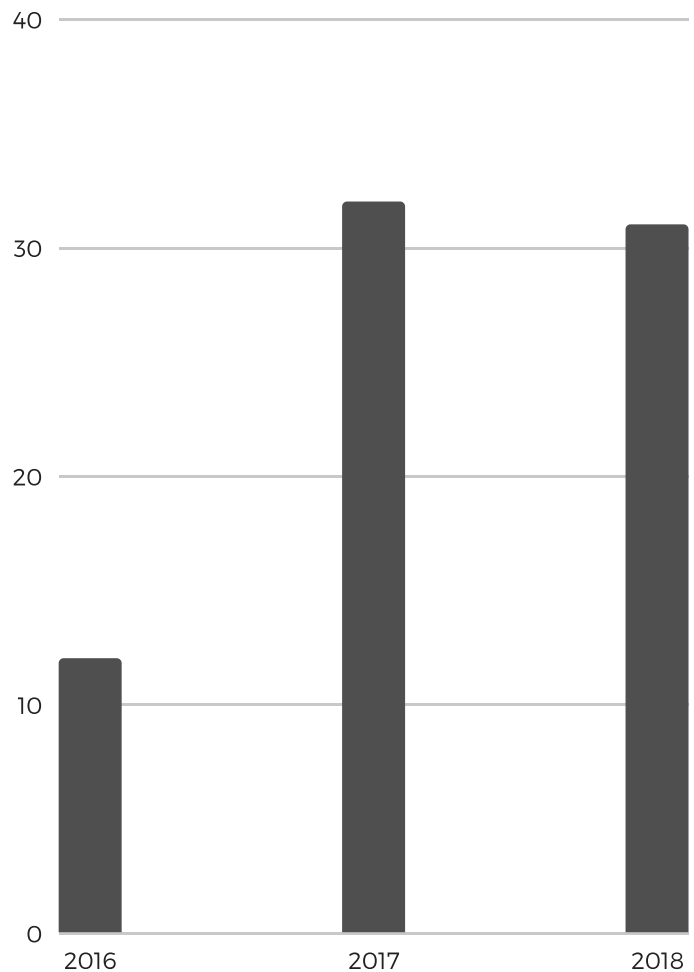
ANNUAL
PROGRAMMES &
EVENTS BUDGET

300%

MEMBERSHIP
GROWTH (3 YEAR)

1100

MEMBERS



Revenue growth (m)

Despite achieving a sustained membership growth of +/- 300% in the last 3 years, growing revenue & reducing our annual revenue shortfall by over R1million while significantly growing our share of voice and presence in the industry, the organisation still has significant financial challenges

SUPPORT SAIBPP

HOW YOU CAN ASSIST?

SPONSOR A NEED

- **Rent & utilities:** R 220K p/a
- **Salaries*:** R1,3m p/a
- **Auditor:** R 30k p/a
- **Accountant & Payroll:** R40k p/a
- **Telephones:** R80k p/a
- **Marketing & PR:** 240k p/a
- **Staff training & wellness:** R60k p/a
- **Business travel & Accommodation:** R50k p/a
- **Dues & Subscriptions:** R80k p/a
- **IT:** R120k p/a
- **Repairs & Maintenance:** R30k p/a
- **Stationary & Printing:** R R50k p/a

SPONSOR A PROGRAMME

- **Annual Fundraising Gala Dinner*:** R300 000.00 (Feb)
- **Property Entrepreneurship Programme (JHB):** R15 000 p/p
- **Business Directory:** R250 000 p/a
- **SAIBPP Magazine:** R 150 000 (March publishing)
- **SAIBPP Annual Convention*:** R 1 500 000
- **Annual Golf Day (November):** R150 000
- **Policy dialogues & networking events:** R20 000 per event (4 x per year)
- **Bursary programme:** +/- R120 000 per student
- **Sponsor a chapter:**
- **Student chapter:** R50 000 per annum
- **KZN:** R100 000
- **Western Cape:** R100 000

* partial sponsorship welcome



LET'S CONTINUE TO PAVE THE WAY FOR THE FUTURE GENERATIONS.

THANK YOU

For all enquiries or details please contact:

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Or visit our website:
www.saibpp.co.za