

**WELCOME REMARKS BY THE MUNICIPAL COUNCIL OF MANZINI CHIEF EXECUTIVE OFFICER,  
LUNGILE DLAMINI, DURING THE OFFICIAL HAND-OVER AND LAUNCH OF THE PRESIDENT CENTRE  
(ZONE 1) VENDING STALLS; A SPONSORSHIP BY NEDBANK**  
*Tuesday 20<sup>th</sup> October 2015 – President Centre – 10:30am*

- The Honourable Mayor
  - Deputy Mayor
  - Councillors
  - Nedbank Managing Director
  - Management of both institutions
  - Zone 1 street vendors
  - Zone leaders
  - The media
  - Ladies and gentlemen
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- I AM PLEASED TO BE AFFORDED THIS OPPORTUNITY TO WELCOME OUR PARTNERS (NEDBANK) AND EVERYONE IN ATTENDANCE TO THIS IMPORTANT EVENT WHICH MARKS A HUGE MILESTONE IN MANZINI'S STREET VENDING SECTOR.
  - AS THE MUNICIPAL COUNCIL OF MANZINI WE ARE PROUD TO HAVE PARTNERED WITH AN INSTITUTION THAT LIVES UP TO ITS SLOGAN "MAKE THINGS HAPPEN" AND WHAT WE ARE GATHERED ABOUT TODAY IS TESTIMONY THERETO.
  - THE CITY OF MANZINI IS IN HIGH DEMAND BY THE INFORMAL SECTOR DUE TO ITS GEOGRAPHIC LOCATION AND VIBRANCY; AND COUNCIL IS ALIVE TO THE FACT THAT SHE CANNOT WISH THIS SECTOR AWAY AS IT BRINGS FOOD TO THE TABLE FOR HUNDREDS OF PEOPLE. IT ALSO SUPPORTS THE FORMAL BUSINESS SECTOR OF MANZINI IN ONE WAY OR THE OTHER.
  - COUNCIL HAS OVER THE YEARS MADE AN EFFORT TO ENSURE EFFICIENT MANAGEMENT OF STREET VENDING IN THE CITY WITH THE VIEW TO PREVENTING HAPHAZARD AND ILLEGAL TRADING. EACH STREET VENDOR IS REGISTERED AND IS IN POSSESSION OF A COUNCIL PERMIT. CURRENTLY, COUNCIL HAS OVER 1000 STREET VENDORS IN HER DATABASE AND THESE HAVE BEEN ALLOCATED TO THE DIFFERENT TRADING ZONES AROUND THE CITY CENTRE.
  - IN AN EFFORT TO CREATE A CONDUCIVE TRADING ENVIRONMENT FOR THE VENDORS, COUNCIL TOOK A STRATEGIC DECISION TO CONSTRUCT VENDING SHELTERS IN SOME OF THE ZONES; HOWEVER, SHE WAS UNABLE TO PROVIDE VENDING STALLS DUE TO LIMITATIONS IN RESOURCES. THIS RESULTED IN THE VENDORS RESORTING TO THE USE OF PALLETS FOR THE DISPLAY OF THEIR WARES; WHICH UNFORTUNATELY MADE THE STREET VENDING ZONES UNSIGHTLY.
  - THAT IS WHY WE WERE SO EXCITED WHEN NEDBANK AGREED TO SPONSOR CONSTRUCTION OF PROPER STALLS FOR THE ZONE 1 VENDORS. WE ARE EVEN MORE EXCITED TO LEARN THAT THE WAY THE STALLS HAVE BEEN DESIGNED CREATES SPACE FOR THE ALLOCATION OF EVEN MORE VENDORS IN ZONE 1; FROM 40 TO ABOUT 60 VENDORS. WE HOPE THAT THIS WILL HELP REDUCE THE HUGE PILE OF STREET VENDING APPLICATIONS IN THE OFFICE.
  - THE VENDING STALLS WILL BENEFIT BOTH VENDORS AND COUNCIL IN MANY WAYS, INCLUDING;

- 1) THE VENDORS WILL BE SPARED THE BURDEN AND COST OF REPLACING THE PALLETS FROM TIME TO TIME AS THEY GET WORN OUT.
  - 2) THE STALLS COME WITH A PROVISION FOR A SAFE AND SECURE STORAGE OF STOCK.
  - 3) MORE CUSTOMERS AND TOURISTS WILL NOW BE ATTRACTED TO THE ZONE 1 VENDING ZONE DUE TO THE IMPROVED AMBIENCE OF THE SHELTERS.
  - 4) THE CITY'S IMAGE WILL BE ENHANCED AMONG TOURISTS AND MEMBERS OF THE PUBLIC AS A CITY THAT HAS THE INTEREST OF THE SMALL BUSINESSPERSON AT HEART.
- A NUMBER OF OTHER INTERVENTIONS HAVE IN THE RECENT PAST BEEN CHANNELLED BY COUNCIL TOWARDS DEVELOPMENT OF THE INFORMAL BUSINESS SECTOR. THESE INCLUDE ENTERING INTO PARTNERSHIPS WITH RELEVANT STAKEHOLDERS (TECHNOSERVE) TOWARDS CAPACITY BUILDING ON ENTREPRENEURSHIP SKILLS; THE OBJECTIVE BEING TO EMPOWER THE STREET VENDORS WITH TECHNICAL SKILLS ON RUNNING THEIR BUSINESSES.
  - COUNCIL HAS ALSO FACILITATED LINKAGES WITH FINANCIAL INSTITUTIONS (FINCORP) TOWARDS ACCESSIBILITY OF LOAN FACILITIES BY THE INFORMAL BUSINESS SECTOR AT A FAVOURABLE INTEREST RATE. AS COUNCIL WE ARE PROUD TO MENTION THAT A NUMBER OF STREET VENDORS ARE ALREADY BENEFITING FROM THESE LOAN PRODUCTS WHICH ARE TAILOR-MADE FOR THEM. IN FACT, SOME BANKS ARE NOW BEGINNING TO SHOW INTEREST IN THIS SECTOR AND ARE DEVELOPING PRODUCTS THAT ARE TAILOR-MADE FOR STREET VENDORS. WE HOPE THAT NEDBANK WILL NOT ALLOW THIS OPPORTUNITY TO SLIP.
  - ONE MIGHT ADD THAT NOTWITHSTANDING ALL THESE ACHIEVEMENTS, COUNCIL CONTINUES TO EXPERIENCE CHALLENGES. THE NUMBER OF PENDING STREET VENDING APPLICATIONS CONTINUES TO PILE UP DUE TO THE RISING UNEMPLOYMENT AND UNFAVOURABLE ECONOMIC CONDITIONS. COUNCIL HAS FOUND HERSELF UNABLE TO ABSORB MORE TRADERS INTO THIS ALREADY SATURATED SECTOR. AS A RESULT SHE HAS FOUND HERSELF STUCK WITH A HEAP OF ABOUT 1000 PENDING STREET VENDING APPLICATIONS – AND MORE ARE STILL BEING RECEIVED ALMOST ON A DAILY BASIS. THE CONTINUED INABILITY TO ACCOMMODATE THESE APPLICANTS HAS RESULTED IN AN INCREASE IN THE RATE OF ILLEGAL TRADING ON THE STREETS.
  - HOWEVER, COUNCIL IS MAKING AN EFFORT TO FIND A LASTING SOLUTION TO THESE CHALLENGES.

I THANK YOU.

**SPEECH BY MANZINI MAYOR HIS LORDSHIP CLLR KHETHOKUHLE DLAMINI DURING THE OFFICIAL  
HAND-OVER AND LAUNCH OF THE NEW PRESIDENT CENTRE VENDING STALLS; A SPONSORSHIP BY  
NEDBANK**

***Tuesday 20<sup>th</sup> October 2015 – President Centre – 10:30am***

- The Deputy Mayor
  - Honourable Councillors
  - Nedbank Managing Director
  - Council Chief Executive Officer
  - Council and Nedbank Executive Management
  - Officers from the two institutions
  - Zone 1 street vendors
  - Zone leaders
  - Members of the media
  - Ladies and gentlemen
- ❖ AS THE MUNICIPAL COUNCIL OF MANZINI WE ARE SO EXCITED TO WITNESS THE OFFICIAL HAND-OVER AND LAUNCH OF THE NEW VENDING STALLS; A PRODUCT OF AN EXCITING PARTNERSHIP BETWEEN COUNCIL AND ONE OF THE REPUTABLE BANKS IN SWAZILAND – NEDBANK.
- ❖ FURTHERMORE, WE ARE GRATEFUL TO THE BOARD OF DIRECTORS OF NEDBANK FOR HAVING SEEN IT WORTHWHILE TO CONTRIBUTE TO COUNCIL'S EFFORTS TOWARDS THE DEVELOPMENT OF THE INFORMAL BUSINESS SECTOR IN OUR BEAUTIFUL CITY AS PART OF THEIR CORPORATE SOCIAL INVESTMENT (CSI) PROGRAMME. STUDIES HAVE SHOWN THAT CORPORATE SOCIAL INVESTMENT OFTEN RESULTS IN BUSINESS GROWTH AND INCREASED PROFITS.
- ❖ THAT IS WHY WE HAVE NO DOUBT THAT WHAT NEDBANK HAS DONE HAS NOT ONLY "MADE THINGS HAPPEN" FOR THE INFORMAL BUSINESS SECTOR AND THE CITY OF MANZINI AS A WHOLE BUT SHE SHALL ALSO REALISE A RETURN ON THIS INVESTMENT.
- ❖ ONE OF THE KEY OBJECTIVES OF COUNCIL'S 2013 – 2018 STRATEGIC PLAN IS TO CREATE A FAVOURABLE BUSINESS ENVIRONMENT IN MANZINI AND BY SO DOING INFLUENCE THE GROWTH OF THE VIBRANT CITY'S ECONOMY BY AT LEAST 0.5% ANNUALLY. ONE OF THE PRODUCTS OF THE STRATEGIC PLAN HAS BEEN THE DEVELOPMENT OF A LOCAL ECONOMIC DEVELOPMENT (LED) STRATEGY WHICH FOCUSES ON BOTH THE FORMAL AND INFORMAL BUSINESS SECTORS.
- ❖ ONE OF THE SAD REALITIES THAT COUNCIL HAS UNCOVERED AS SHE IMPLEMENTS THE L.E.D. STRATEGY WITHIN THE INFORMAL SECTOR IS INACCESSIBILITY OF LOANS FROM THE BANKING SECTOR. THIS ELEMENT STIFLES GROWTH OF THE ECONOMY. COUNCIL'S DESIRE IS TO SEE STREET VENDORS AND OTHER PLAYERS IN THE INFORMAL SECTOR ACHIEVING GROWTH AND TAPPING INTO THE FORMAL BUSINESS SECTOR SO THAT THEY CAN CONTRIBUTE EVEN MORE SIGNIFICANTLY TO THE ECONOMY OF SWAZILAND. AS THE MUNICIPAL COUNCIL OF MANZINI WE STRONGLY BELIEVE THAT ONE OF THE CATALYSTS TO REALISATION OF VISION 2022 IS DEVELOPMENT AND SUPPORT OF THE INFORMAL SECTOR.
- ❖ AS THE CEO HAS ALLUDED, WE ARE EXCITED THAT SOME FINANCIERS HAVE REALISED THE BUSINESS POTENTIAL WITHIN THE INFORMAL SECTOR AND HAVE DEVELOPED PRODUCTS

THAT ARE TAILOR MADE FOR THIS BUDDING SECTOR OF THE ECONOMY. AS COUNCIL WE BELIEVE THAT TIME HAS COME FOR RESPONSIBLE BANKS (SUCH AS NEDBANK) WHICH HAVE INTEREST IN THE GROWTH OF THE SWAZI ECONOMY TO ALSO START DEVELOPING SUCH PRODUCTS AND BY SO DOING CONTRIBUTE TO THE ATTAINMENT OF VISION 2022 WHILST ALSO INCREASING THEIR PROFIT MARGINS.

- ❖ COUNCIL HAS ALSO LEARNT THAT THE NEW VENDING STALLS HAVE MADE THE DISPLAY OF FRUITS AND VEGETABLES BY THE ZONE 1 VENDORS ATTRACTIVE TO TOURISTS. THIS SHOWS THE MAGNITUDE OF THE CONTRIBUTION THAT THE BANK HAS MADE TO THE CITY. WE HOPE THAT FROM NOW ONWARDS MORE AND MORE TOURIST BUSES WILL STOP-OVER AT THE PRESIDENT CENTRE BEFORE PROCEEDING TO THEIR VARIOUS DESTINATIONS.
  
- ❖ IN CONCLUSION, WE WISH TO RECOGNISE AND EXPRESS OUR GRATITUDE TO THE OTHER COMPANIES AND ORGANISATIONS THAT HAVE OVER THE YEARS CONTRIBUTED TO THE DEVELOPMENT OF MANZINI'S INFORMAL SECTOR IN ONE WAY OR THE OTHER. WE HUMBLY APPEAL TO OTHER COMPANIES AND ORGANISATIONS TO EMULATE THE GOOD CORPORATE PRACTICE BY THESE STAKEHOLDERS.
  
- ❖ WE FURTHER WISH TO MENTION THAT THE MANY OTHER CHALLENGES THAT THE STREET VENDORS ENDURE WHILST CARRYING OUT THEIR BUSINESSES HAVE BEEN BROUGHT TO THE ATTENTION OF COUNCIL. COUNCIL IS MAKING AN EFFORT TO HAVE THEM ADDRESSED. WE ARE HOPEFUL THAT, WITH INCREASED COLLABORATION FROM OUR STAKEHOLDERS, MOST OF THESE CHALLENGES, INCLUDING THOSE THAT HAVE BEEN HIGHLIGHTED BY THE CEO, WILL SUCCESSFULLY BE ADDRESSED.
  
- ❖ WITH THESE WORDS I WISH TO DECLARE THE PRESIDENT CENTRE VENDING STALLS OFFICIALLY LAUNCHED. FURTHERMORE, I WISH THE VENDORS SUCCESS AS THEY GEAR UP FOR THE FESTIVE SEASON.

I THANK YOU.