



KZN Executive Liaison Indaba 2018:

Collaboration Inputs



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By Phillip Sithole

Deputy City Manager: Economic Development & Planning

eThekweni Metro

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“How do we best broker collaboration between business and government to facilitate investment and speed up project implementation”



- *Agree & Practice Key Principles:*

1. Acknowledge mutual dependency & demonstrate respect
2. Build/reinforce relationship management with value-add
3. Deal with matters swiftly, honestly, & with transparency
4. Co-craft or Consult with Business/Investors on Government legislation, strategy, budgets, & policy before final adoption
5. Seek “PPP”-type solutions to persistent bottlenecks
6. Maintain high standards of ethics & good governance
7. Ensure investment acceleration as a top priority for Gov’t



Some Practical Example



- TIKZN One Stop Shop, facilitating Provincial Catalytic Projects
- National Treasury City Support Program (CSP) – BEPP for infra. ; Catalytic Projects Team ; Invest Durban Unit
- International experts involved (UN, WBG/IFC, etc)
- Team Durban Investment Advisory Forum (Business VIP's)
- Organized Business structure leadership platforms – KZN Growth Coalition; Chamber of Commerce; formalized industrial clusters;
- Provincial Planning Commission & City Planning Commission
- Co-crafted PGDS/P & IDP, along with Town Planning “Package of Plans”
- Project/node specific bulk services infrastructure delivery models (Riverhorse to Cornubia)
- Development Agencies (DTP, RBIZ, E.I., etc)



Catalytic Projects



WORLD BANK GROUP
 THE WORLD BANK
 IFC International Finance Corporation
 IBRD • IDA



RICHARDS BAY INDUSTRIAL DEVELOPMENT ZONE





Additional Opportunities



- Formal PPP financed, built & operated bulk infrastructure (by 3rd Party)
- Jointly strategised, resourced, and executed Civic Pride Campaigns
- Greater spread of Development Agency capacity and land conversion
- Synergised & sustained regional “PPP lobby” with national government sphere (re Act 70/70, WULA, Dept Home Affairs, EIA’s, Bad Buildings,...)
- Continued progress on sub-national Cost Of Doing Business benchmarks
- Greater Business Leadership help in identifying, attracting & securing FDI
- Greater use of technology in Investment Tracking/Reporting Systems
- Better capacitated CRM/Key Client Aftercare Programs
- Pro-bono or Donor financed Engineering Advisory Services fm Pvt. Sector

