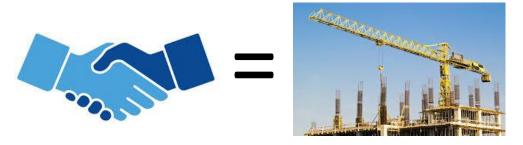


KZN Executive Liaison Indaba 2018: 🔆



Collaboration Inputs



By Phillip Sithole

Deputy City Manager: Economic Development & Planning eThekwini Metro

22 Nov., 2018

"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 State Production of the State of S

- 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)





SOUTHERN AFRICA'S PREMIER
AIR LOGISTICS PLATFORM

DURBAN CHAMBER
COMMERCE AND INDUSTRY

R I C H A R D S B A Y

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

