



**Learn to Earn**  
Est 1989 A hand up not a hand out

## Learn to Earn

Newsletter

### In this issue - reportback on LtE's Sewing Production Course and campus updates

#### On Track and On Time...

...this is the rallying cry of Christle Bowman, the [Sewing Production Line](#) trainer at [Learn to Earn in Khayelitsha](#). The hallmark of an exceptional production line machinist is meeting targets and ensuring top quality - simultaneously! In the Western Cape, the job losses in the clothing sector which have been taking



place over the last decade or so due to increased manufacturing competition from China and the Far East are finally turning around as recovery plans from government and industry start to bear fruit. Over 170 000 people are employed in the sector and Learn to Earn introduced the Production Line course in 2014 in response to the increased demand for machinists from the industry. This includes demand from the [Business Resource Centre](#) - LtE's own Non Profit Company that produces a range of textile items with a focus on the [conference market](#). In fact - 100% of graduates (7 people in total) were taken on board into the BRC from Class 2 of 2015.

It is a tough learning curve - students complain that there is a giant step from the Basic Sewing course into Production Line - successful completion of the former course is a requirement for acceptance into the latter. "The course has a totally different focus", says Christle, "and students have to be willing to learn and to accept a reprimand". It is also not for the faint-hearted - working in the industry means being active & energetic and willing to face hours of repetition.

Nonetheless - it is a good stepping stone - with opportunities within the industry itself or, by utilising the income from a factory position to study further, to move towards other goals and dreams. Says Phoebe Malgas, a graduate now employed at the BRC - "...the course enlightened me ... now I want to learn more - maybe even Varsity". Phoebe has already been able to attend a free workshop at CPUT's Technology Station on 'Basic Quality Systems for SMMEs'. ~ Susan Wishart & Christle Bowman

If you have been inspired by the work that we do, please consider [donating](#) to Learn to Earn. On average it costs us R12 000 to train one unemployed person in a life-changing market related skill. In general, one economically active person supports up to 7 others.

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[Click here](#) for more ways on becoming involved with LtE

#### Legal Status:

Learn to Earn

NPO No: 005-073

Section 18A Tax Exemption PBO No: 18/11/13/3455

VAT No: 4210172468

the feel good Project tfgP is a Non Profit Company 2009/016429/08

VAT No: 4740254737

PBO No: 930034893

[tfgP on the LtE website](#)

#### Business Resource Centre

The BRC is a Non Profit Company

2002/013281/08 VAT No: 4910227430

[BRC on the LtE website](#)

#### Banking Details

Bank: ABSA

Name: Learn to Earn

Type of Account: Current Account

Number: 450151424

Bank Code: 631 509

## The Unintended Consequences of BBBEE

Roché van Wyk, Learn to Earn's Director recently wrote an article on LinkedIn entitled [The Unintended Consequences of BBBEE](#).



Learn to Earn can provide a company with a comprehensive, simple and meaningful way of bringing change in society while improving the [company's BBBEE scorecard](#) and creating a space for individuals offset their tax liability.

## Khayelitsha Campus

We are in full swing at our Campus. After a very busy period with a constant stream of visitors enquiring about [our courses](#), pre-assessments, registrations, and pre-orientation, we have now settled into the 'normality' of training.



Students have adapted well to the culture of discipline, hard work, respect and love, which is so evident here. Most of our courses for 2016 are full, with some already filling up for 2017. It remains a humbling experience to witness the impact LtE makes in the lives of our students, both past and present, as we continue to strive to fulfill our [Vision and Mission](#). - Des Ulster

## Hermanus Campus

The first [Basic Handyman course](#) for 2016 started on 25 January with a full complement of eight students.

During the first two days, students attended a pre-orientation programme where they were introduced to the campus rules, procedures and three [Life Skill modules](#), *Who Am I*, *Goals and Dreams* and *Work Ethics*. They are now in the third week of the course and have completed five modules: *Health and Safety*, *Housekeeping*, *Tools Identification*, *Access Equipment* and *Woodwork Skills*.



Students are relating well to the training and have found it very practical in application. Part of their learning is to assist with basic weekly maintenance tasks every Friday where they can practically apply their newly acquired skills. - Martin Isaacs

## LtE Association

Swift Code: ABSA ZAJJ  
[www.learntoearn.org.za](http://www.learntoearn.org.za)

## Funding

We remain humbled and thankful for God's provision through the various corporates, individuals, churches, foundations and trusts that have supported our work. We have been able to impact many lives and have heard countless stories of growth and life change from students, whose futures look brighter because of their hard work and LtE.

Through your partnership we have been able to support them on their emotional, spiritual, social and economic transformation journeys. Without our supporters this impact would not be possible - so THANK YOU to all who have given towards the work of LtE, we are extremely pleased to be associated with you and proud of your partnership.

If you would like to join LtE in making an impact on unemployment in our country in 2016 please consider donating to the work that we do either via our online donation platform through the LtE website or directly into our bank account. LtE is well positioned to assist your company in achieving your desired BEE points. Do contact us if you have requirements in the areas of skills development, ownership, enterprise development and procurement along with social economic development.

### Ground UP

#### Home Barista Course

Not sure how to get the best out of your home coffee machine? The 6 hour Ground UP home barista course will help you learn the basics from extracting a faultless espresso shot to perfecting your milk foaming skills.

Cost: R1000 (all proceeds go to funding the Ground UP Barista Academy)  
How long: 6 hours  
Where: Ground UP Academy Claremont.

For further information regarding dates etc please contact:  
[info@learntoearn.org.za](mailto:info@learntoearn.org.za) or phone 021 671 2230.  
[www.learntoearn.org.za](http://www.learntoearn.org.za)

### Facebook

For regular updates on LtE please visit our Facebook pages:  
[Learn to Earn South Africa](#)

Long-time [LtE Association](#) member [Fisantekraal Centre for Development](#) launched their new logo to represent a modern reflection of Christ in their identity.



For the last 12 months [The Message](#), has been searching for bigger offices to meet the growth of their ministry - on the 11th February 2016 they moved into their new offices in Salt River. We wish them many years of success in their new home.

We have also started planning the Association Conference that will be taking place later this year.- Lloyd Williams

## LtE Business Resource Centre

“People don’t buy what you do, they buy why you do it.” - Simon Sinek

“Great Execution is the Ultimate Differentiator.” - Margaret Molloy

Contrast the two - Simon is an author and speaker who is active in the not for profit world, whilst Margaret is lead marketer at a strategic branding firm.



The BRC completed 12 000 blankets for the TFG blanket programme in two months. This is proof that the BRC has, with the same cost base, built capacity and has increased sales without compromising quality and as a result for the first time it is highly likely to break even at the end of March. Our focus this year is on sales and we are open to new product ideas and partnerships. For our story and a flavour of what we can do please [see our catalogue](#). - Matt Bertram

## E<sup>3</sup> - Enterprise Development

The [E3 team](#) is excited to welcome Olga Pretorius on to the [E3 programme](#)! She is the third entrepreneur who we are currently mentoring. Olga is a caterer and makes beautiful cakes and treats for all occasions.



Ntombie from the Ground UP Café in Khayelitsha is in her third and final year with LtE. She is currently preparing for a 12-day function where she is catering for 65 people per day. Zayno is doing very well, and has been running his catering business from the Hermanus Ground UP Café for the past 6 months.

Our first Business Skills courses are well underway on both campuses. We hope to have 6 courses running this year. - Gen Kruger

## [Ground UP Academy and Cafes](#)

### Mission

Learn to Earn seeks to develop people,

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especially unemployed people, socially, economically and spiritually.

*Thank you for partnering with Learn to Earn as we look to eradicate unemployment and other legacies of injustice.*

## Ground UP

[Ground UP](#) has had two significant opportunities recently to experience what service under pressure is all about and what it is like to literally produce a coffee a minute for 4 to 5 hours solid at the respective school athletic day events.



Maintaining service standards and quality beverages in such situations comes under serious strain. We were delighted to meet people during and after the event who indicated the queues were long but worth the wait as the coffee was “delicious” “the best coffee I have had in a very long time” “I do not really like coffee much but so enjoyed your coffee”. - Roché van Wyk

## LtE Mobile Training

Towards the end of 2015 we partnered with Prison Care & Support Network - serving the incarcerated and their families through restorative justice and healing. Five PC&SN Restorative Justice participants were trained in Basic Business and Entrepreneurial Skills.



Course participant Michael Bonkolo shared the following during the graduation ‘Before I started this course I [my business] had no direction. This Learn to Earn Course taught me the practical basic business skills that I needed; at the start [of this course] my turnover was R80 per day - now it’s R700 per week and I am confident that it will grow more’. - Lloyd Williams

## the feel good Project

Sales have been good over the last 3 months, with both [Khayelitsha](#) and [Claremont](#) stores trading up on last year. We have also seen an increase in the number of community buyers purchasing directly from the tfgP Distribution Centre, which has had a great contribution in moving the stock on hand.



The current trainees have been performing well on-the-job and have come to embrace and understand their role in helping the Project achieve its objectives. Graduate placement is at 76% on average, with many making inroads in their new jobs. One such example is Retail graduate Lusanda Hlohla, who was recently promoted into a Shift Runner position after only 4 months with TFG Exact. Well done Lusanda! - Keenan Swartz

