



**BUFFALO CITY**  
METROPOLITAN MUNICIPALITY

**BUFFALO CITY METROPLITAN MUNICIPALITY**  
**INVESTMENT**  
**CONFERENCE**  
**2019**

**"Power Partnerships – Growing a Better City Together"**

**DATE: 27- 28 November 2019 Conference**

**DATE: 29 November 2019 Site Visits**

**TIME: 09h00- 16h00**

**VENUE: East London International Convention Center**



NO.	TIME	TOPIC	RESPONSIBLE
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**DAY 1:**  
**PROGRAMME DIRECTOR: MS SANDISIWE MBUTUMA**

**1. SETTING THE SCENE: CREATING A CONDUCIVE ENVIRONMENT FOR INVESTMENT**

	8h30 - 9h00	<b>Registration</b>	<b>ALL</b>
1.1	9h00 - 9h10	Outline of the Programme	MS. SANDISIWE MBUTUMA <b>PROGRAMME DIRECTOR</b>
1.2.	9h10 - 9h35	Mayoral Opening and Welcoming	HON. XOLA PAKATI <b>EXECUTIVE MAYOR BCMM</b>
1.3	9h35 - 10h00	Progress since the last Conference	MR. BULUMKO NELANA <b>BCMDA CEO</b>
1.4	10h00 - 10h15	MBSA Investment in BCM – Progress since last Conference	MR. ABEY KGOTLE <b>MBSA EXECUTIVE DIRECTOR</b>

**TEA BREAK (10h15- 10h30):**  
**ECPTA giving you a taste of the Adventure Province**

1.5	10h30 - 10h45	Foreign Funding for Catalytic Projects and Infrastructure	MR. MOREMEDI MOKOTO <b>SACE ITALY CEO</b>
1.6	10h45 - 11h00	Financing Catalytic Property Projects in South Africa's Metros	MR. VUYANI HAKO <b>PUBLIC INVESTMENT CORPORATION CEO</b>
1.7	11h00 - 11h30	<b>Panel Discussions</b>	<b>All</b>

**2. PARTNERSHIPS AND INVESTING IN THE BCMM**

2.1	11h30 - 11h45	Bringing Investment into BCMM, what has worked in the IDZ / SEZ space and what does the future hold?	MR. SIMPHIWE KONDLO <b>ELIDZ CEO</b>
2.2	11h45 - 12h00	Setting-up in the Buffalo City Metropolitan Municipality	MR. AYANDA NTSO <b>YEKANI EXECUTIVE</b>
2.3	12h00 - 2h15	Pulling-in the numbers – Hotel Development and Tourism Promotion	MS. LEE-ANNE SINGER <b>SINGER GROUP EXECUTIVE</b>
2.4	12h15 - 12h30	State of Transformation in the Property Sector in South Africa	MS. PORTIA TAU SEKATI <b>PROPERTY SECTOR CHARTER COUNCIL</b>
2.5	12h45 - 13h15	<b>Panel Discussions</b>	<b>All</b>

**LUNCH (13h15 - 14h00)**  
**A Taste of the Berlin November**

NO.	TIME	TOPIC	RESPONSIBLE
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**3. BUSINESS IMPROVEMENT DISTRICTS (BIDS)**

3.1	14h00 - 14h15	Urban Renewal – the Soweto Experience	MS. BUKELWA NJINGOLO <b>JOHANNESBURG CITY PARKS &amp; ZOO EXECUTIVE</b>
3.2	14h15 - 14h30	A perspective on BIDS: what can we learn from the City of Cape Town	MS. BULELWA NGEWANA <b>FORMER CEO OF CAPE TOWN PARTNERSHIP</b>
3.3	14h30 - 14h45	City Revitalization and Tourism Development, a case of the Durban Metro.	MR. THEMBINKOSI NGCOBO <b>ETHEKWINI METROPOLITAN EXECUTIVE</b>
3.4	14h45 - 15h15	<b>Panel Discussions</b>	<b>All</b>

**TEA BREAK (15h15 - 15h30)**

**4. PROSPECTIVE DEVELOPMENT IN THE BCMM, A GLIMPSE INTO THE FUTURE**

4.1	15h30 - 15h45	Marina Glen A Development	<b>BCMDA</b>
4.2	15h45 - 16h00	Sleeper Site Development	<b>BCMDA</b>
4.3	16h00 - 16h15	Sea View Terrace Development	<b>BCMDA</b>
4.4	16h15 - 16h30	Water World Development (Phase 1A)	<b>BCMDA</b>
4.5	16h30 - 17h00	<b>Panel Discussions</b>	<b>ALL</b>
4.6	17h00 - 17h15	Conclusion of Day 1	<b>EXECUTIVE MAYOR BCMM</b>
	17h30 - 19h30	<b>INVESTOR NETWORKING FUNCTION</b>	

NO.	TIME	TOPIC	RESPONSIBLE
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**DAY 2:**  
**PROGRAMME DIRECTOR: MS SANDISIWE MBUTUMA**

	8h30 - 9h00	<b>EC Tourism Picture Exhibition</b>	<b>EASTERN CAPE PARKS &amp; TOURISM AGENCY</b>
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**1. PROPERTY DEVELOPMENT: AN ENGINE FOR GROWTH**

1.1	9h00 - 9h10	Opening of Day 2 and Recap from Day 1	<b>MS. SANDISIWE MBUTUMA PROGRAMME DIRECTOR</b>
1.2	9h10 - 9h25	Structuring Property Deals for Effective Urban Development: The Role of Municipalities	<b>MR. XOLILE GEORGE SALGA CEO</b>
1.3	9h25 - 9h40	Investing in Environmentally Sensitive Spaces	<b>MR. MARK TAYLOR E-LAN PROPERTY GROUP CEO</b>
1.4	9h40 - 9h55	Property Development and Management: Value Chain Opportunities	<b>MR. VUYANI BEKWA ERIS EXECUTIVE</b>
1.5	9h55 - 10h10	Plans for PRASA Properties in East London	<b>MR. LINDELO MATYA PRASA REGIONAL DIRECTOR</b>
1.6	10h10 - 10h25	Investment opportunities in the Port of East London	<b>MR. TERRY TAYLOR TNPA CORPORATE AFFAIRS MANAGER</b>
1.7	10h25 - 10h55	<b>Panel Discussions</b>	<b>All</b>

**TEA BREAK & NETWORKING (11h00 - 11h10)**

**2. TOURISM THE ENGINE OF GROWTH**

2.1	11h10 - 11h30	Provincial Support to Tourism Development	<b>MEC MLUNGISI MVOKO MEC DEDEAT</b>
2.2	11h30 - 11h50	Framing Partnerships for City Events	<b>MS. LOUISE GORDON JOHANNESBURG CITY PARKS &amp; ZOO EXECUTIVE</b>
2.3	11h50 - 12h10	What we Look for in Events we Sponsor	<b>MS. NIKKI BELFORD HOLLARD RELATIONSHIP MANGER</b>
2.4	12h10 - 12h30	Creative Approaches to Brand Activation, how to Build Events	<b>MR. MARK CASTEL STORMTROOPERS CEO</b>
2.5	12h30 - 13h00	<b>Panel Discussions</b>	<b>All</b>

**LUNCH (13h00 - 14h00)**

NO.	TIME	TOPIC	RESPONSIBLE
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**3. FINANCING DEVELOPMENT**

3.1	14h00 - 14h20	Challenges and Opportunities in Property Development in the Inner-City	<b>MR. PAUL JACKSON TUHF CEO</b>
3.2	14h20 - 14h40	Finding Creative Solutions in Funding Property Development	<b>MS. ITUMELENG MOTHIBELI VUKILE PROPERTY FUND MD</b>
3.3	14h40 - 15h00	Innovative Public-Private Solutions for Property Development	<b>MR. SIMPHIWE DZENGWA GAUTENG PARTNERSHIP FUND CEO</b>
3.5	15h00 - 15h30	<b>Panel Discussions</b>	<b>All</b>
3.6	15h30 - 15h45	<b>Special Announcement and Closure of Conference</b>	<b>HON. XOLA PAKATI EXECUTIVE MAYOR BCMM</b>
	18h30 - 21h30	<b>INVESTMENT CONFERENCE MAYORAL DINNER</b>	

TIME	27 NOVEMBER DAY 1	28 NOVEMBER DAY 2	29 NOVEMBER DAY 3	30 NOVEMBER DAY 4
<b>8H30 - 13H00</b>	<ul style="list-style-type: none"> <li>· SETTING THE SCENE - CREATING A CONDUCTIVE ENVIRONMENT FOR INVESTMENT</li> <li>· PARTNERSHIPS &amp; INVESTING IN THE BCMM</li> </ul>	<ul style="list-style-type: none"> <li>· PROPERTY DEVELOPMENT</li> <li>· TOURISM: THE ENGINE OF GROWTH</li> </ul>	<ul style="list-style-type: none"> <li>· SITE TOUR</li> <li>· BERLIN NOVEMBER GOLF DAY</li> </ul>	<ul style="list-style-type: none"> <li>· MORNING PARK RUN (Nahoon Beach 5km)</li> </ul>
<b>14H00 - 16H00</b>	<ul style="list-style-type: none"> <li>· PROSPECTIVE DEVELOPMENT IN THE BCMM, A GLIMPSE INTO THE FUTURE</li> </ul>	<ul style="list-style-type: none"> <li>· FINANCING DEVELOPMENT</li> </ul>	<ul style="list-style-type: none"> <li>· SITE TOUR</li> <li>· BCMM SWITCHING ON OF THE LIGHTS</li> </ul>	<ul style="list-style-type: none"> <li>· BERLIN NOVEMBER</li> </ul>
<b>18H00 - 21H00</b>	<ul style="list-style-type: none"> <li>· INVESTOR NETWORKING FUNCTION</li> </ul>	<ul style="list-style-type: none"> <li>· INVESTMENT CONFERENCE MAYORAL DINNER</li> </ul>	<ul style="list-style-type: none"> <li>· BERLIN NOVEMBER GALA DINNER</li> </ul>	<ul style="list-style-type: none"> <li>· BERLIN NOVEMBER</li> </ul>



**BUFFALO CITY METROPLITAN MUNICIPALITY**  
**INVESTMENT**  
**CONFERENCE**  
**2019**  
**SPEAKERS**



## BUFFALO CITY METROPOLITAN MUNICIPALITY EXECUTIVE MAYOR

**HON. XOLA PAKATI**

Councillor Xola Pakati is the Executive Mayor of Buffalo City Metro Municipality which encompasses East London, Mdantsane, Berlin, Bisho, King Williams Town and surrounding areas. He has been instrumental in leading ongoing substantive change and institutional transformation in the city through effective leadership and guidance to municipal officials.

He is currently serving as the Chairperson of the South African Cities Network Council, a strategic research and advocacy entity in the local government space. He is a National Executive Committee member of the South African Local Government Association (SALGA) where he previously chaired the Urban Agenda and City Development Strategies Working Group. He is currently the Chairperson of the National Capacity Building and Institutional Resilience Working Group at SALGA.



Previously he served as the Deputy Executive Mayor of the City where he was assigned

the responsibility of leading the process towards the development of the City's first ever long-term economic plan, the Metro Growth and Development Strategy (MGDS) Vision 2030. The MGDS has now been adopted by council and it is seamlessly being implemented through the annually reviewed five year Integrated Development Planning process.

Before joining the metro, Councillor Pakati was the Chairperson of the Portfolio Committee on Economic Development, Tourism and Environmental Affairs at the Eastern Cape Legislature. His responsibilities during this period were to provide overall strategic oversight to the Department of Economic Development, Eastern Cape Parks and Tourism Agency (ECPTA), COEGA Development Corporation (CDC), Eastern Cape Development Corporation (ECD), Eastern Cape Gambling and Betting Board (ECGBB), Eastern Cape Liquor Board (ECLB) and the East London Industrial Development Zone (ELIDZ).

He served 23 years in the leadership ranks of the trade union movement and in seven of these years, he was the Provincial Secretary of the Congress of South African Trade Unions (COSATU) in the Eastern Cape. He was the first Deputy President of the South African Transport and Allied Workers Union (SATAWU) after its formation in 2000. He is a dedicated political activist and is the former Chairperson of the African National Congress in Dr WB Rubusana Region.



## SVA MANAGING DIRECTOR

**SANDISIWE  
MBUTUMA**

Ms Sandisiwe Mbutuma has vast experience in the property management profession starting from 1999 with her formative years served with Bathuleng Wallace Raubenheimer, Bham Tayob Khan and Matunda and TFMC respectively.

She progressed in her career by joining Brian Heineberg and Associates in 2005 where she worked on prestigious projects of Maia Luxury Resort in Seychelles and has completed commercial projects within Gauteng gaining herself an associateship position at Brian Heineberg & Associates and a Partner of Brian Heineberg & Partners.

In 2011, she joined Pentad Quantity Surveyors as an Executive Director and Shareholder also serving the firm's BEE portfolio as a chair. Her departure in 2015 propelled her to start up her own firm which is 67% black female controlled and managed, Azzaro Quantity Surveyors. She recently landed a new role as Managing Director of SVA International, one of the largest architectural firms in Africa, a subsidiary of the Gibb Group of Companies.





**BCMDA**  
CEO

**BULUMKO NELANA**

Mr Bulumko Nelana has been CEO of the Buffalo City Metropolitan Development Agency for two (2) years after serving as Managing Director of the Johannesburg City Parks and Zoo.

Under his leadership City Parks and Zoo was able to achieve a number of monumental targets including creating over 40 parks within 4 years. This earned the organisation a number of awards in innovation in park development.

Mr Nelana is an experienced executive who has creatively managed various organisations using modern management practices. He has extensive experience in programme management, investment promotion and economic development as former Head of Department in the Eastern Cape Department of Economic Development, Environmental Affairs & Tourism.



**BMSA**  
EXECUTIVE  
DIRECTOR

**ABEY KGOTLE**

Abey is the Executive Director of Human Resources and Corporate Affairs at Mercedes-Benz South Africa. He joined Mercedes-Benz after a 10-year stint at Platinum mining company Lonmin, which he left after working his way up to become the Executive Vice President of Human Resources.

Prior to joining Lonmin, he worked in Human Resources management roles at Graf Tech South Africa, City of Johannesburg, Samancor Manganese and Denel. He has extensive experience in Human Resources management, labour relations, community investment, and stakeholder relations.

He holds a Bachelor of Social Sciences degree from the North-West University and a Masters Diploma in Human Resources from the University of Johannesburg.



Mercedes-Benz



## PUBLIC INVESTMENT CORPORATION CEO

**VUYANI HAKO**

Mr Hako is currently the Acting Chief Executive Officer of the Public Investment Corporation. Previously he occupied the position of Executive Head in the Properties Division, a position he had occupied since 1 October 2014.

He brings a wealth of executive experience in the property industry in which he has been involved in for 23 years. Of the 23 years, 15 years is in Executive Management. He has worked as Managing Director of Metropolitan Property Services, CEO of Momentum Property Investments and Executive Director at Eris Property Group.

This experience has exposed him to both local authorities and the private sector. Mr Hako is also member of a number of boards that include amongst others: the Board of the V&A Waterfront, the Board of SAPOA, the Board of the Two Oceans Aquarium Trust and Member of the Board of Gateway Delta.



## SACE ITALY/ NOMNGANGA HOLDINGS CEO

**MOREMEDI MOKOTO**

Mr MK Mokoto is the Group CEO of Nomnganga Holdings, an investment company with the sole purpose of unlocking potential in strategic projects in Africa. The company funds its strategic projects mainly with foreign funds from Europe.

Prior to joining Nomnganga, Moremedi was the Head of Capital Projects at Barclays / Absa. In this role he was heading a team responsible for the roll-out of Barclays's Capital Project both in South Africa and the rest of Africa.

He is a seasoned investment specialist with over 18 years of experience. He holds qualifications from Wits University in both Town Planning and Building Science.







## EAST LONDON IDZ CEO

**SIMPHIWE  
KHONDLO**

Simphiwe Khondlo has 18 years of executive directorship experience, and currently leads the East London Industrial Development Zone (ELIDZ), one of the front-runner Special Economic Zones in South Africa, as Chief Executive Officer.

Prior to the ELIDZ leadership role, he was at helm of the Amatole Water Board, and provided strategic leadership in the development of the water utility that supplied treated bulk water and managed a network of state-owned dams.

Mr. Khondlo has more than 15 years of non-executive directorship experience across significant state-owned entities, non-government organizations, municipal entities, a sporting body and academic institutions.

He is a Chattered Director (SA) through the IODSA, and holds a Masters in Engineering Management (MEM) from the University of Pretoria. He is also a member of Institute of Agricultural Engineers, and the Water Institute of South Africa.



## SINGER GROUP MARKETING DIRECTOR

**LEE-ANNE SINGER**

The Singer Group is a well-known travel and hospitality company with a track record of over 58 years. Lee-Anne has 20 years' experience in the travel and hotel industry, and drives business development for the Group, identifying new business opportunities and partnerships.

Passionate about leadership, empowerment and social entrepreneurship, she is involved in various community and entrepreneurship programs that drive social change and job creation. These include pop-up shops, events and art exhibitions at their properties, as well as mentorship programs in the business.

Prior to joining the Singer Group, Lee-Anne worked in various roles within the media industry, including CNBC Africa, The Property Magazine and Top Women in Business and Government.







## PROPERTY SECTOR CHARTER COUNCIL CEO

**PORTIA TAU-SEKATI**

She is currently the Consultant CEO of The Property Sector Charter Council, the organisation that is entrusted with developing the strategy and Programs that become an enabler for the stakeholders of the property sector to achieve transformation in the Property Sector.

Portia has extensive knowledge and experience in dealing and lobbying government. She has also gained reputation in the market as an expert on issues of transformation in particular in the Property sector. She has led and facilitated the discussions on transformation targets with the major stakeholders and aligned property sector requirements to BBBEE Codes of Good Practice.

Portia also currently convenes all the 12 sector codes in south Africa that drive transformation. She one part of the sub-committee of first Presidential BBBEE advisory council. Portia is also as lectures at Unisa SBL and UCT Graduate School of business and UJ on BBBEE and transformation.



## JHB CITY PARKS & ZOO CHIEF OPERATIONS OFFICER

**BUKELWA NJINGOLO**

Ms. Njingolo's division provides strategic direction to the broader City Parks with a special focus on environment and infrastructure programmes.

Identification and co-ordination of sustainable programmes, translating the environmental sector plan, facilitating the capital budgeting, ensuring compliance with legislative frameworks are many of the activities she undertakes.

Ms. Njingolo's interest in the environment grew when she joined Johannesburg City Parks in 2002 as a Project Co-ordinator. It was here where she discovered the fulfilment of giving back to nature.

Ms. Njingolo believes that recreational parks make a huge difference in people lives; they improve self-esteem and worth in communities.





## CPT PARTNERSHIP (FORMER) CEO

**BULELWA  
NGEWANA**

The former CEO of the Cape Town Partnership, Bulelwa is a town planner with extensive experience in managing and coordinating public-private partnerships for area based management.

An urban revivalist at heart, she has spent the last twelve years with the Cape Town Partnership managing, developing and promoting Cape Town's Central City as an economically thriving, creative and valued public and private space in which to live, work and play.

Prior to joining the Cape Town Partnership Bulelwa Ngewana was the Senior Manager for Africa programs at the Centre for Conflict resolution.

In this role she led teams of conflict resolution and mediation practitioners contracted to assist with peace building efforts in key African countries.



## ETHEKWINI MUNICIPALITY HEAD OF PARKS, RECREATION & CULTURE

**THEMBINKOSI  
NGCOBO**

For the past two years, eThekweni Municipality has been the proud winner of the National Arbor City Award.

This accolade is due to the fact that we are not simply a City that plants trees but rather one that is passionate about the practise of urban forestry and its value relevant to urban biodiversity and the people of eThekweni.

Our City is developing innovative programmes in citizenship education and the creation of novel ecosystems that takes the simple act of tree planting to a new level.





## E-LAN PROPERTY GROUP CEO

**MARK TAYLOR**

Founded in 1997 and headed by CEO Mark Taylor, the eLan Group has become a leader in real estate marketing & sales, sales of hospitality investment projects and more recently diversified into other investment opportunities.

The group has also developed a unique model in its hospitality division; allowing existing hotels to convert their property into sectional title hotels. In doing so, they offer individual investors a return and existing hotel owners an immediate payback on their capital.

This was the model used with the iconic Riverside Hotel in Durban; Southern Africa's most profitable sectional title hotel (in terms of ROI) and a true eLan success story.



## ERIS PROPERTY GROUP HEAD OF FUND MANAGEMENT & INVESTMENTS **VUYANI BEKWA**

Vuyani started his career in 1995 helping develop South Africa's first socially responsible unit trusts by conducting research for the Community Growth and Income funds.

He joined Eris Property Group as the Head: Fund Management & Investments in August 2015. Eris, a subsidiary of Momentum, have set up a number of funds together, such as Momentum African Real Estate Fund, which is domiciled in Mauritius, investing into the rest of Africa, ex-Common Monetary Area (CMA) with SA, and the Momentum Property Opportunities Fund, which is 75% SA-focused and 25% SADC.

Eris is busy with capital raising for a student accommodation fund. Vuyani sits on all the funds' Investment Committees.





## JHB CITY PARKS & ZOO EXECUTIVE

**LOUISE GORDON**

Louise Gordon believes municipalities can be very effective at business and excellent at partnerships despite the legislatively heavy environment in which we operate in local government.

She has been within local government for the last 31 years and has achieved various degrees of success in long lasting partnerships and creating a receptive environment for investment.

As Executive Manager of Business Development for Johannesburg City Parks and Zoo she is responsible for the financial sustainability of the entity through the creation of alternative revenue streams. This is underlined by a revenue generation strategy and optimizing of processes to get projects implemented with minimum time delays. She shares success and challenges in the exciting world of Business Development.



## STORMTROOPERS CEO

**MARK CASTLE**

Mark is a passionate, determined, goal – driven and dynamic professional who continually tries to inspire others to achieve optimal results.

He has over 25 years' experience in sales/marketing & business management in the finance, premium brands and media industries, 20 years of which have been in a senior management position.

He has founded and built many brands over the last 10 years and is currently a Director at Gibraltar Corporate Capital and CEO of Stormtroopers events company.





**TUHF**  
CEO

**PAUL JACKSON**

Paul is the CEO of TUHF, a specialist mortgage lender in South Africa, focussing on inner city residential rental property.

He has been TUHF's CEO since inception in 2003 and has been involved in development finance since 1987 when he joined the Development Bank of Southern Africa.

In addition to various Executive Director roles in the TUHF Group, Paul is also a Director for Brickfields Housing Company, Centre for Affordable Housing Finance and Diversity. Paul holds a BSc (Hons) in Agricultural Economics.



**VUKILE PROPERTY**  
MANAGING  
DIRECTOR

**ITUMELENG**  
**MOTHIBELI**

Itumeleng Mothibeli is currently the Managing Director of the Vukile Property Fund - Southern Africa. He has a great passion for sustainable developments and bridging the chasm between the formal and the informal retail environments.

His background for the past 12 years has been in asset management, both in the listed and unlisted environments. He currently oversees the strategic direction of Vukile's R15.5bn Southern African portfolio comprising of 61 properties.

He is described as a creative and innovative thinker, who's mind is preoccupied with how we can make SA better for the majority of the populous, using real estate as a tool. In his free time, he's an ultra-marathon runner.





Simphiwe has worked extensively in the area of Government and Developmental Finances; Banking, Policy Development, Strategy Execution, Project Management and others. He generally considers himself a developmental activist.

He has extensive experience in government having worked with all the three spheres mainly in the areas of finance, policy development, capacity building, project management, monitoring and evaluation, research and innovation, and others.

Simphiwe has also worked in senior managerial roles within the private sector and has led various initiatives both nationally and internationally.





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# **BUFFALO CITY METROPLITAN MUNICIPALITY**

## **INVESTMENT CONFERENCE**

**"Power Partnerships – Growing a Better City Together"**

DATE: 27- 29 November 2019 - VENUE: East London International Convention Center

