

2006 Enablis Member Survey Results

Prepared for



March 2007



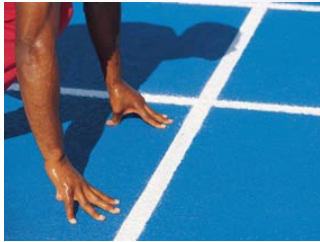
Research approach

1. Second annual survey, the first one in 2005 was Internet-based.
2. Telephone interviews were conducted by Markinor by means of CATI from 8 and 18 December 2006.
3. Enablis supplied a list of 147 entrepreneur members (Gauteng, Cape Town & Northern Cape) to be used for the interviews and 97 responded.
4. Figures for the Northern Cape could not be analysed individually because the samples were too small.





Type of business



51% of businesses are at the start-up or concept stage!

	97 (100) %
Still in concept stage	8
Start-up business	43
Small firm	38
Established firm	19
Franchise	3
None	1

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Why entrepreneurs join Enablis

56% of entrepreneur members surveyed joined for networking opportunities!

	Total 2006 97 (100) %	Cape Town 34 (100) %	Gau- teng 53 (100) %	White 37 (100) %	Black 45 (100) %	<1 Year 50 (100) %	1 Year+ 47 (100) %	Male 65 (100) %	Fe- male 31 (100) %
Networking opportunities	56	65	55	51	58	56	55	62	45
Skills development	41	32	43	41	42	48	34	39	45
Funding	37	21	40	46	36	28	47	37	39
Other	40	38	32	30	38	46	34	37	45

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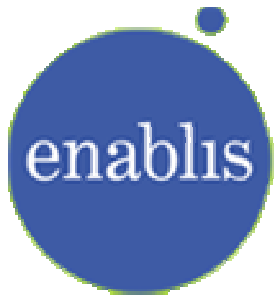
The change in their company's turnover since joining Enablis

41% of entrepreneur members reported an increased turnover since joining the Enablis network!

	97 (100) %
Reduction in turnover	7
No change in turnover	37
1-24% increase	22
25-49% increase	6
50-74% increase	2
75-100% increase	7
> 100% increase	4
Not applicable	14

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New employment positions created in the past year

388 full & part-time jobs were created by Enablis entrepreneurs for 4 jobs on average per member surveyed!

	Full time	Part-time
	97 (100) %	97 (100) %
1	16	18
2	16	17
3	7	5
4-5	9	10
6-10	7	3
More than 10	2	3
Don't know	43	44

206 new, **full-time** jobs were created by 55 members

182 new, **part-time** jobs were created by 54 of the members





The extent to which Enablis has developed their business skills

44% of entrepreneur members said that Enablis has greatly impacted their business skills!

	Total 97 (100) %	Male 65 (100) %	Female 31 (100) %
Very great	14	11	23
Great	30	32	23
Neither great or small	14	17	10
Small	29	28	32
Very small	11	12	10
Don't know	1	-	3

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