



**Western Cape
Government**

**WESTERN CAPE GOVERNMENT
GROWTH OPPORTUNITY COALITIONS
PROGRAMME
2026-2029**

CALL FOR PROPOSALS

SEPTEMBER 2026

1. PURPOSE

The purpose of this Call for Proposals is to identify and support industry ecosystem enablers that can coordinate, convene, and deliver programmes to unlock growth, investment, and competitiveness in the following industries:

- Manufacturing
- Food and Beverages
- Clothing and Textiles
- Green Manufacturing
- Cosmetics
- Film, Television, Games Development and Animation
- Kelp
- Tomato paste
- Cannabis

2. BACKGROUND

The Western Cape Government (WCG)'s economic growth strategy is known as the Growth for Jobs (G4J). The WCG's provincial cabinet adopted the G4J in April 2023. It identifies investments and entrepreneurship as critical components for driving economic growth in the Western Cape.

G4J casts an ambitious vision for the provincial economy, achieving breakout economic growth to drive significant employment and economic opportunities. Its goal is that provincial GDP will reach R1 trillion in 2035, and that the economy will grow between 4% and 6% per year.

The goal statement for driving growth opportunities through investment and innovation, Priority Focus Area (PFA) 1, is that by 2035, research and development expenditure will increase by 20% in real terms, translating to R200 billion by 2035.

To help achieve these goals, the Western Cape Government (WCG), through the Department of Economic Development and Tourism (DEDAT), invites proposals from industry bodies, industry associations, and industry support entities to participate in the **Growth Opportunity Coalitions Programme**.

The Growth Opportunity Coalitions Programme is a strategic initiative under the Growth for Jobs (G4J) economic strategy, designed to drive inclusive, sustainable, and high-impact economic growth in priority industries by fostering collaboration between government, industry, and social partners.

The programme is designed to translate G4J's high-level priorities into coordinated, actionable programmes at the industrial level, tackling market failures, strengthening collaboration with industry bodies and industry associations, and unlocking private industry investment to drive competitiveness and job creation. By leveraging collective intelligence and shared investment from industry, the coalitions will build stronger, more connected ecosystems capable of adapting to global shifts and positioning the Western Cape as a leader in sustainable and inclusive industrial growth.

2.1 Why Ecosystem Enablement?

- The Western Cape Department of Economic Development and Tourism (DEDAT) recognizes that ecosystem-builders are critical in nurturing a culture of innovation, collaboration, and calculated risk-taking, which are essential elements for the growth and competitiveness of industries such as manufacturing; food and beverages; clothing and textiles; green manufacturing; cosmetics; film, television, games development & animation; kelp; tomato paste and cannabis. By fostering supportive environments, ecosystem-builders enable entrepreneurs and businesses to experiment, learn from challenges, and engage with other stakeholders and enablers. By fostering these conditions, they help build resilient, connected, and knowledge-driven industries that can scale, innovate, and contribute meaningfully to the provincial economy.
- DEDAT will provide ecosystem enablement support per qualifying organisation, subject to budget availability. This support is designed to strengthen the capabilities of organisations within the manufacturing, food and beverages, clothing and textiles, green manufacturing, kelp, cannabis, tomato paste, film, television, and animation industries, enabling them to innovate, grow, and connect with broader industry networks. The Department expects this investment to create a meaningful impact, fostering sustainable growth and a more integrated industrial ecosystem.
- The organisations applying to the fund must be able to demonstrate that they have access to a strong network of collaborative partners in the private and public industries. Organisations should have access to internal stakeholders that allow for knowledge sharing, critical skills development, building business networks, assisting with access to markets, and various options in raising capital (both internationally and locally). Only established organisations will be considered.
- Important Note: DEDAT will adopt a thematic and targeted approach to ecosystem

enablement under the Growth Opportunity Coalitions Programme. Rather than taking a broad or generic approach, support will focus on specific industries and sub-industries where meaningful impact can be achieved, namely: manufacturing, food and beverages, clothing and textile, green manufacturing, kelp, cannabis, tomato paste, and film, television, games development and animation industries. Applicants are required to clearly articulate their domain expertise and specify the particular sub-industry or segment within these industries in which they operate. This ensures that interventions are tailored, relevant, and capable of driving measurable growth, innovation, and collaboration within the identified industries. Applicants will need to specify their domain expertise and targeted industry when applying.

3. PROGRAMME OBJECTIVES

The Growth Opportunity Coalitions Programme aims to:

- Strengthen industry ecosystems by supporting collaborative platforms that enable coordination, knowledge-sharing, and joint action.
- Enhance the competitiveness and productivity of the nine focus industries.
- Support industry-driven initiatives that address systemic challenges, value chain gaps, and growth constraints.
- Foster investment readiness, innovation, skills alignment, and access to markets.
- Enable the development of economic growth opportunity compacts that set measurable targets for growth, employment, and transformation.

4. SCOPE OF SUPPORT

DEDAT will consider proposals that include one or more of the following interventions, tailored to the needs of each focus industry:

4.1. Industry Coordination & Coalition Building

Convening industry, government, and labour stakeholders to align on industry growth plans.

Establishing or strengthening Growth Opportunity Coalitions, working groups, or clusters.

4.2. Competitiveness Enhancement

Improving productivity, operational efficiency, and value addition within the industry. Supporting innovative solutions to meet local and international standards.

4.3. Market Development & Export Growth

Supporting firms to access domestic and international markets. Facilitating partnership for export readiness, compliance, and certification.

4.4. Investment Mobilisation & Industry Promotion

Creating industry investment pipelines and facilitating investor matchmaking. Enhancing the visibility and competitiveness of Western Cape products.

4.5. Enabling economic infrastructure

Unlocking industry-specific enabling infrastructure to catalyse industry competitiveness & promote global positioning through strategic partnerships.

5. ELIGIBLE ORGANISATIONS

Eligible applicants include:

- Industry associations, clusters, or chambers operating in manufacturing, food and beverages, clothing and textile, green manufacturing, kelp, tomato paste, cannabis, or film, television, games development and animation industry.
- Non-profit companies (NPC), co-operatives, or intermediary organisations that convene and support industry networks.
- Public or private business support organisations with a proven track record of industry development or ecosystem facilitation.
- Have been in existence for at least two years.

Applicants must:

- Be based in the Western Cape (or have a permanent operational presence).
- Be formally registered and be tax compliant.
- Demonstrate strong partnerships within their industry ecosystem (e.g., industry, academia, and government).
- Programmes which have a multi-year plan (up to three years maximum) may apply for funding, provided that the applicant demonstrates a plan to sustain, expand, or scale the programme (if the programme is implemented over more than a one-year duration) covering the full support period. The allocation of funds will be at the discretion of the Department, based on evaluation criteria and the availability of budgetary resources.

6. FUNDING FRAMEWORK

DEDAT will provide ecosystem enablement support per organisation, subject to budget availability. Funding is intended to leverage and expand existing industry programmes, not to fund organisational overheads or working capital.

6.1. Qualifying criteria: Qualifying businesses and intermediaries/organisations must meet the minimum requirements listed below as part of the application process.

- The business/organisation must be tax compliant at the time of application. A tax-compliant status (TCS) letter with a valid (not expired) tax PIN must be submitted. Note: Should your organisation be successful, the organisation will also need to be tax compliant on the date of signing.
- The business/organisation applying for support must be formally registered or incorporated. Company registration documents or documents of incorporation (NPO/NPC registration certificate, partnership agreements, sole proprietor tax certificate, etc.) clearly identifying the director(s) of the company or organisation must be submitted.
- The applicant must be a Western Cape-based organisation or national organisation with a Western Cape chapter/representation. Proof of this can include, for example, documents submitted on the letterhead indicating the physical address, the rental agreement for the premises, CIPC document or your public-facing website where the presence of a WC chapter is clearly stated.
- Signed Annual Financial Statements (AFS) for the latest two financial years must be submitted as part of the application process (the guidelines in the Companies Act will be applied). The financial statements will be assessed against the going concern principle and the opinion of the independent auditor or reviewer. Where AFS are audited or independently reviewed, the AFS must be unqualified.
- The business or intermediary/organisation must demonstrate that it can provide its own or third-party funding. A signed letter from the CEO/CFO or similar executive authority confirming the value of own or third-party funding committed for the planned intervention's implementation is required.
- Demonstrate industry-specific experience and a clear understanding of industry growth

challenges and opportunities.

- Present a clear 1-to-3-year (dependent on number of years of the programme) plan with measurable outputs, outcomes, and impact metrics.
- Provide proof of industry collaboration and letters of support from at least three key industry stakeholders.

7. OBLIGATIONS OF THE BENEFICIARY

The Department will exercise a strict and robust approach to monitor the funds transferred to successful companies or intermediaries/organisations. The following will be required from the beneficiaries:

- 7.1.** The beneficiary must create a separate bank account for departmental funds, create a separate cost centre within their financial accounting system, or provide a formal expenditure report/management account on letterhead signed by the Financial Accountant/Bookkeeper.
- 7.2.** Provide the Department with an expenditure report signed by the Chief Executive Officer (CEO) or Chief Financial Officer (CFO), together with the bank statement and source documents for all transactions, in accordance with the timelines agreed to in the signed agreement. Regular signed programme activity reports will be required based on key milestone achievements.
- 7.3.** Grant the Department of Economic Development and Tourism (DEDAT) access to conduct physical site inspections.
- 7.4.** The Department and the beneficiary will agree on the terms and conditions in a formal agreement.

8. DISCLAIMER

As this is only a Call for Proposals, the Department reserves the right not to select any organisation that does not comply with the conditions of this specification or if information is obtained by the Department about the organisation that could put the Department at risk. Applicants will need to submit one (1) application per industry they are interested in.

DEDAT may choose to support a portion of the proposal and reserves the right to negotiate this with the interested parties. As above, all funding is subject to approval and the availability of the budget.

9. APPLICATION PROCESS

Please note the following:

- 9.1. The application process has three parts: (i) Section A: the application form, (ii) Section B: the programme proposal, and (iii) submission of the required supporting documents.
- 9.2. Only applications submitted via the online process will be considered. No emailed or hand-delivered applications will be considered. The onus is on the applicant to ensure that all the required information and the correct documents are timeously submitted.
- 9.3. Completion of the application form, programme proposal and submission of all required supporting documents is mandatory.
- 9.4. All documents requested in section 6 of this Call for Proposals must be submitted to complete the application. Please ensure that all documents submitted are legible. Applications with illegible, damaged or corrupted documents will not be considered.
- 9.5. Proposals from individual companies and intermediaries/organisations will be evaluated regularly against the evaluation criteria. Applicants who meet the criteria will be informed accordingly.

10. ACRONYMS

Acronyms used in this Call for Proposals:

CFP	Call for Proposals
DEDAT	Department of Economic Development and Tourism
G4J	Growth for Jobs - Western Cape economic growth strategy: https://www.westerncape.gov.za/edat/service/western-cape-growth-jobs-strategy

WCG	Western Cape Government
WC	Western Cape

11. APPLICATION FORM OUTLINE

This section details the requirements of the CFP, including the mandatory format of the response.

- a) Complete the online application form available at the following link: [Growth Opportunity Coalitions – Fill out form.](#)
- b) Your proposal should clearly outline the intervention you are putting forward and demonstrate how it contributes to industry growth, competitiveness, and job creation. This section should provide a full picture of what you intend to do, why it matters, who will benefit, and how you will implement it.

11.1. Your programme proposal using the word template provided should answer the following detailed components:

- **Programme Description & Rationale** – Explain the purpose of the proposed intervention, the challenge or gap it seeks to address, and why your approach is appropriate. Provide context on the industry need and how your programme responds to it.
- **Implementation Plan** – Set out a clear delivery plan, including key activities, timelines, geographic focus, stakeholder involvement, and resources required. This should demonstrate that the programme is feasible and well thought out.
- **Budget & Resource Allocation** – Present a breakdown of anticipated costs, allocation of funding across activities, and any additional contributions (financial or in-kind). The budget must align with the scale and ambition for the number of years of the programme (minimum 1 year to a maximum of 3 years). Applicants are required to submit a DEDAT allocation budget that clearly details how DEDAT funding will be utilised.
- **Milestones & Work Schedule** – Identify major milestones, phases of implementation, and expected delivery dates. This should show how progress will be structured and managed.
- **Monitoring, Tracking & Reporting Approach** – Describe the tools, indicators, and processes

you will use to measure progress, report on implementation, and ensure accountability. Include how risks will be monitored and addressed.

- **Anticipated Outcomes & Impact** – Explain the expected benefits of the programme – such as jobs created, skills uplifted, increased productivity, new market access, strengthened value chains, or technology improvements. Clearly state who the beneficiaries are and how results will be measured.

11.2. Consolidated Supporting Documents Checklist:

Kindly upload your completed proposal template together with the following supporting documents:

1.	Organisational registration and incorporation documents.
2.	The latest two years of signed financial statements
3.	Valid Tax Compliance Status (TCS) with PIN
4.	Valid Tax Compliance Status (TCS) with PIN

12. ENQUIRIES

Contact details for enquiries:

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