

Information Sheet- Business and Legal Mentorship Programme

Background

In 2016, a thorough analysis of black wine entrepreneurs by the then SA Wine and Brandy Industry Transformation Committee revealed that Black owned brands and black wine entrepreneurs often require assistance to meet the requirements set out for liquor licencing and funding purposes. Furthermore, the same analysis revealed that tenuous contracting arrangements between entrepreneurs and their suppliers or customers, posed significant risk to these entities.

Purpose

On 24 November 2016 a legal and business service was introduced for the resolution of the following key matters;

1. Generic mercantile (wine trading) contracts;
2. Trade name searches in strategic markets;
3. Liquor licence document preparation and lodgement of applications.
4. Business plans and strategy plans

Through this service, black brand owners would be considered by a delegated TU official for free legal counselling at no charge and for a limited number of consulting hours. Litigation or precursors thereto would not form part of this service funded by the TU.

Rules of engagement

Prospective candidates for this service require the following facets of their business to be in place;

1. **A business plan which reflects that there is a road map towards success;**
2. **Evidence of level one or two B-BEE contribution;**
3. **Evidence of past trade or prospective trade in the SA wine and brandy industry.**

Procedures

1. A written request submitted to the Wine Industry Transformation Unit (TU) by prospective clients;
2. The above three qualifying facets to be tested with the applicant by the presiding TU official;
3. Should applicants meet the said requirements they are introduced to the appointed service provider and or attorneys by way of electronic mail;
4. Service provider / Attorneys and clients are briefed on the rules of the legal mentorship programme and limitations thereto in writing before legal consultation takes place;
5. The client and attorney set a date and engage within a reasonable period of time;
6. The TU pays agreed service fees directly to elected attorneys or service provider provided upon completion of consultation service and provision of relevant source documentation, and subject to limitations.

The SA Wine Industry Transformation Unit reserves the right to recommend a service provider or legal firm for the purpose of the exercise. Prospective service provider or legal firms reserve the right not to assist applicants for reasons which they may deem to be valid, in which case, no fees are payable.

Limitations

The service is subject to budgetary and mandatory and funding policy considerations of the TU. The service can be accessed on a first come first serve basis and cancelled at the behest of the TU for any reason.