

Results Summary

1. Demographics

1. What is your annual turnover (sales)? R1000 = R1K

	Response Percent	Response Total
RO - 300K	23.5%	708
R301K - R500K	13.4%	405
R501K - R1mil	14.7%	445
R1.01mil - R2mil	13.5%	407
R2.01mil - R5mil	15%	454
R5mil - R10mil	8.5%	255
R10mil +	11.4%	343
Total Respondents		3017
(skipped this question)		6

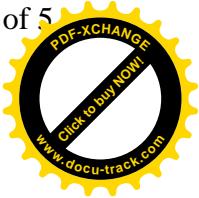
2. BEE legislation clearly differentiates between Black and Non Black, and you don't need to answer this question, but it will sure help me to decode the results of this survey.

What colour would you classify yourself as?

	Response Percent	Response Total
Black	4.3%	129
Non Black	94.8%	2839
Won't Say	0.9%	28
Total Respondents		2996
(skipped this question)		27

3. What is your main trading legal entity?

	Response Percent	Response Total
Sole Prop	16.9%	506
CC	44.9%	1346
Pty Ltd	30.6%	918
Trust	2.1%	63
Inc	1.1%	32
Partnership	2.2%	65
Other	2.3%	69
Total Respondents		2999
(skipped this question)		24



4. What is your highest education level?

	Response Percent	Response Total
Below Matric	2.4%	72
Matric (or equiv)	17.7%	532
1 year Tertiary education (or equiv)	6.3%	189
2 years Tertiary education (or equiv)	7.3%	219
3 Years Tertiary education (or equiv)	21.3%	640
4-5 years Tertiary education	18.2%	546
6+ years Tertiary education	3.8%	113
Post Graduate Degree	19%	570
View Other (please specify)	3.9%	117
Total Respondents		2998
(skipped this question)		25

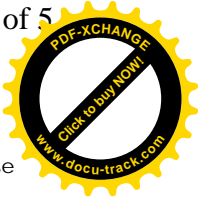
5. Where did you gain the knowledge you used to start your business?

	Response Percent	Response Total
Previous employer(s)	45.7%	1364
Study/Self paid	47.8%	1428
School	4.4%	132
Mentorship/Learnership	17.9%	535
View Other (please specify)	18%	538
Total Respondents		2985
(skipped this question)		37

6. How many times have your business efforts resulted in closure of the then business?

	Response Percent	Response Total
Never	72.7%	2163
1	16.5%	492
2	6.9%	205
3	2.5%	75
4	0.8%	25
5	0.2%	7
6+	0.3%	10
Total Respondents		2977
(skipped this question)		46

7. Choose the sector below that best describes your current business.



	Response Percent	Response Total
Professional	20.4%	611
Trade	6.3%	190
Service	36.5%	1093
Manufacturing	12%	360
Retail	8.8%	263
Other (please specify)	15.9%	476
Total Respondents		2993
(skipped this question)		30

8. How many staff do you employ - excluding yourself. BEE defines 'blacks' as Indians, Coloureds and Blacks, and classifies 'whites' as non-blacks.

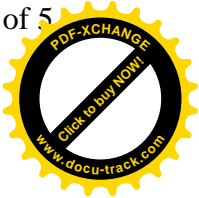
	0	1	2	3-5	6-10	11-20	21-50	51-100	101+	Response Total
Full Time Blacks	31% (812)	16% (406)	10% (258)	15% (383)	11% (279)	7% (191)	6% (162)	2% (60)	2% (47)	2598
Part Time Blacks	43% (787)	25% (459)	13% (242)	9% (159)	4% (74)	2% (39)	1% (26)	1% (14)	1% (20)	1820
Full Time Non-Blacks	25% (591)	17% (408)	15% (349)	21% (491)	12% (277)	6% (152)	3% (77)	1% (19)	0% (9)	2373
Part Time Non-Blacks	52% (758)	26% (376)	11% (156)	7% (107)	1% (20)	2% (22)	1% (8)	0% (1)	0% (6)	1454
Total Respondents										2968
(skipped this question)										54

9. What is your total staffing bill each month?

	Response Percent	Response Total
RO - R10K	35.8%	1057
R11K - R25K	17.3%	510
R26K - R50K	15.4%	454
R51K - R100K	12.5%	370
R101K - R200K	8.4%	247
R201K - R500K	7%	206
R501K +	3.7%	108
Total Respondents		2952
(skipped this question)		71

10. Where is your business mainly located?

	Response Percent	Response Total
Eastern Cape	4.8%	145
Free State	1.2%	37
Gauteng	40%	1195



	KwaZulu Natal		14.2%	426
	Mpumalanga		1.3%	38
	Northern Cape		0.4%	13
	Western Cape		33.4%	998
View	Other (please specify)		4.6%	138
	Total Respondents			2990
	(skipped this question)			33

11. What 'triggered' you starting your own business?

		Response Percent	Response Total
	Wanted new challenges		24.6% 732
	Frustrated with existing job, so started own		26.7% 794
	Was offered opportunity to do my own thing		20.5% 611
	Needed financial independence		23.8% 709
	Couldn't find job		6.3% 187
	Retrenched from previous job		11.6% 346
	Needed money to survive		11.6% 344
View	Other (please specify)		11.5% 342
	Total Respondents		2977
	(skipped this question)		45

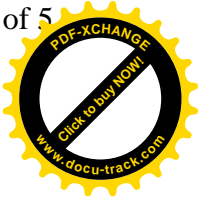
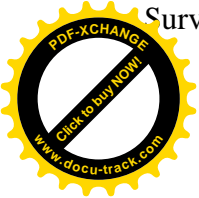
2. Your BEE Status

12. Have you read the BEE draft codes for small business?

	Yes		26.2%	743
	No		69.7%	1977
View	Other (please specify)		4.1%	117
	Total Respondents			2837
	(skipped this question)			187

13. Where have you gleaned most of your information regarding these codes from?

	Newspapers		43.4%	1147
	Magazines		16.2%	428
	Government Communications		7.7%	204
	Accountant		10.9%	287
	Legal Advisor		4.4%	116



	Internet		23.4%	617
	Business Warriors		18.3%	482
	Professional Bodies		10.7%	283
	BEE Consultants		12.9%	341
View	Other (please specify)		14.2%	374
	Total Respondents			2641
	(skipped this question)			381

14. How do you feel about this BEE legislation, based on your current understanding?

	Absolutely Agree	Slightly Agree	Neither Agree nor Disagree	Slightly Disagree	Absolutely Disagree	N/A	Response Average
I am confident about my future.	23% (623)	20% (542)	16% (437)	16% (422)	20% (541)	3% (87)	2.89
I am confident I can comply.	9% (233)	15% (388)	19% (499)	19% (491)	32% (830)	7% (189)	3.53
I think it's good for South Africa.	7% (191)	21% (549)	16% (411)	19% (499)	34% (893)	3% (92)	3.53
I think it's fair.	4% (110)	12% (319)	15% (399)	19% (490)	46% (1200)	4% (103)	3.93
I think it will hurt small business.	56% (1533)	18% (489)	8% (210)	5% (128)	10% (273)	3% (88)	1.91
I am confident about my children's future.	10% (266)	13% (346)	12% (312)	19% (491)	37% (974)	10% (256)	3.65
	Total Respondents						2763
	(skipped this question)						259

15. Which of the following alternatives have you seriously considered when thinking about BEE?

	Response Percent	Response Total
Do nothing, carry on as before	48.4%	1359
Retire	7%	198
Sell the business	19.9%	560
Take on a black partner	24%	674
Take on a non-black partner	2.8%	80
Leave SA	22.6%	634
Set up a joint venture	21.7%	611
View Other (please specify)	11%	309
	Total Respondents	2810
	(skipped this question)	212