



# THE CLOTHING BANK



## Building Sustainable Partnerships

Tracey Chambers – Co-Founder and CEO



# Our Vision

“

*“To inspire, skill and support unemployed South African’s to eradicate poverty in their lives.”*



*“If you HELP a mother, you help a CHILD”.*



*“Don’t GIVE a woman a fish, teach her how to fish AND teach her how to SELL her fish”.*

# Video – The Clothing Bank



# Building Strategic Partnerships

“Creating a strong business and building a better world are not conflicting goals – they are both essential ingredients for long-term success.”

– William Clay Ford Jr. Executive Chairman, Ford Motor Company.

# Sustainable Development Goals

## Working on Multiple Goals



# Our Projects

1

## Enterprise Development Project



Our Clothing Bank Project helps unemployed mothers become informal clothing retailers.

760 mothers = \$2.5m

2

## The Appliance Bank



Our Appliance Bank Project helps unemployed men establish businesses which repair and sell home appliances.  
70 men = \$275 000

3

## Grow Early Childhood



Our Grow Project is a social/micro franchise model which establishes high quality ECD centres in poor communities  
20 Schools = 786 kids

# Clothing Bank and Appliance Bank Model

## Input



8 Retail Partners



1.8 million items pa



100 NPO's

## Output

### Year 1

- 38 Modules
  - ✓ Technical Skills (TAB)
  - ✓ Business Skills
  - ✓ Finance Skills
  - ✓ Life Skills
- Coaching
- Mentoring



### Year 2

- Computers Literacy
- Learnership (ISBP)
- Technical Skills (TAB)
- Mentoring

## Impact

- Business women earning R4,000 pm
- Eradicate Poverty



# Grow ECD – Business Model



**20 Schools**  
**786 Children**  
**87 Jobs**

**R143k**

**School in a Box**



Bringing high quality education to any school



**R28k**

**Business in a Box**



Bringing employment and empowerment to women



**Impact**  
Excellent Education  
Outcomes that are Sustainable

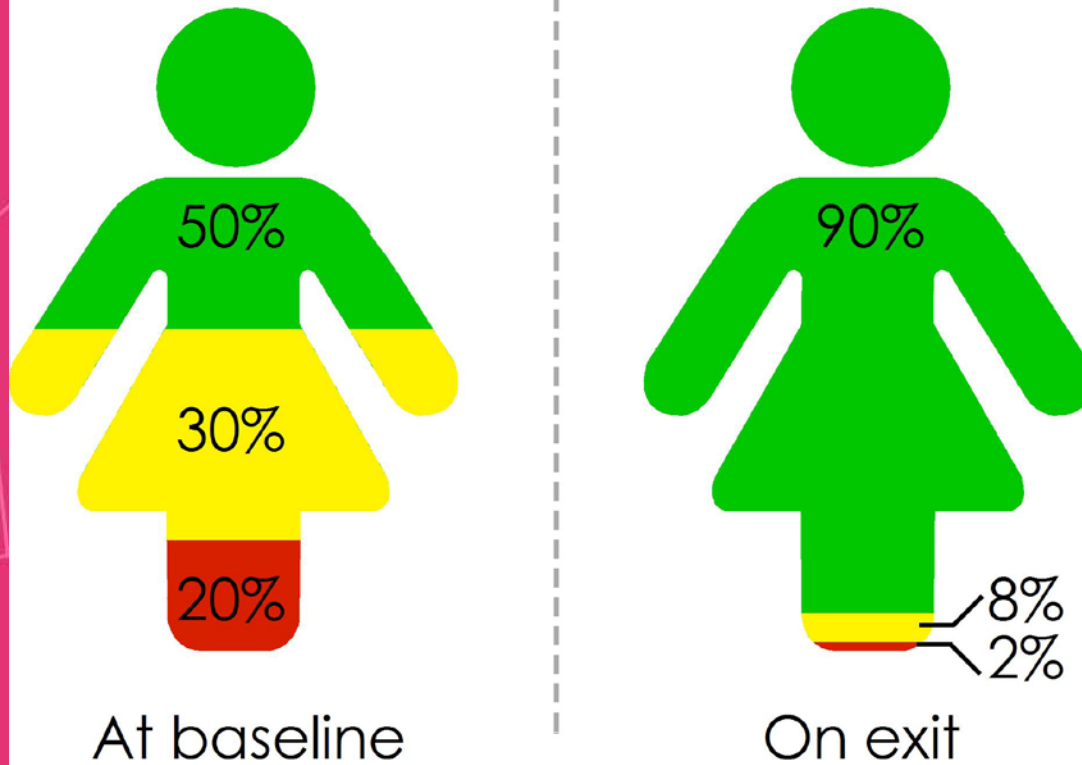




# The Impact



Typical Poverty Spotlight Profiles of Programme Candidates



At baseline

On exit

# Partnerships

- Shared Values
- Shared Value
- Industry Focus - Legislation
- Competitive Advantage
- Win Win
- Business Case
- Cost Effective
- Buy-in from Senior Leaders
- Agreement on T&Cs
- Manage Reputation
- Tell the Story

**TOGETHER we change LIVES**



Shared value is not social responsibility, philanthropy or sustainability but a new ways for companies to achieve economic success.

# Questions?



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