

TSK Construction Pty (Ltd) trading as TSK Interiors

Thato Setati and Thuso Koboyatau know all about patience and resilience when it comes to business.

In the eight years since their company TSK Construction Pty (Ltd) was formed, they have experienced everything from the highs of acquiring another business to the lows of battling financial solvency.

Also trading as TSK Interiors, this construction and interior design business has fought the industry battles and lived to tell the triumphant tale.

Setati and Koboyatau, respectively the Managing Director and Financial Director, describe themselves as entrepreneurial by nature. This is why they quit their previous jobs as property brokers working for the same private company to venture into construction services and management, with a goal of amassing enough capital to eventually go into property acquisition and development.

However, encountering challenges such as lack of access to market and finance, late-paying clients, and rocky internal management systems among others, proved to be rude awakening for the entrepreneurs.

It was after not making the cut as part of a panel of contractors at Growthpoint that their fortunes began to turn. The rebuff turned out to be a blessing in disguise. Growthpoint referred them to the Property Point programme, where the pair's skills and smarts were harnessed by mentors who imparted the right kind of expertise to help TSK Construction rise to its full potential.

Within two years of completing the programme, the company's revenue increased by 40% and the number of employees shot to nearly a 100, thanks to an increased clientele. They have also been successful in receiving funding from a public bank, something they previously battled with mainly due to a lack of understanding requirements and compliancy matters.

TSK Construction have been able to use the acquired knowledge and skill from the Property Point programme to grow their footprint across the country and diversify into interior design, space planning, furniture design and manufacturing, furniture procurement and joinery, and best of all, they do not get subcontracted to larger firms but subcontract smaller companies for production/service inputs.

The in-depth mentoring has taught the partners tough but valuable lessons, and the list of recommendations from their Property Point business analysis has become their go-to manual to ensure the lessons learnt are never forgotten.

"We have benefited a lot from the Property Point programme. It has helped us access private sector opportunities through leveraging our relationship with Growth Point. The programme

helps those that can help themselves because, as entrepreneurs, we need to be able to turn opportunity into real sustainable businesses.

“The marketing interventions were critical in helping get our brand out, and one of the most notable benefits from the programme was Property Point reviewing the state of the business in a way that made us see that there was still much work to be done and systems to be put in place from our side. This programme is built on the right principles of empowerment and a company that embarks on it will leave equipped with knowledge and business skills.”