

A MONTHLY PUBLICATION FROM YOUR BUSINESS ADVOCATE

BUSINESS FOCUS

October - November 2018

Foreword

Business Botswana is continuously advocating government through the appropriate structures to address the hindrances that affect doing business in Botswana. So it is good to note that finally, we have a committee that will focus on improving Botswana's ranking in the World Bank's Doing Business Report. The report has been uploaded in our website (www.bb.org.bw)

The role of the International Labour Organisation (ILO) is imperative, And the ILO is on a mission to assist employer's organisations globally to contribute effectively on issues pertaining to Labour Laws, hence the recent Labour Law Review consultative meetings which aimed at seeking private sector's input in the review of the Botswana Labour Laws (Employment Act CAP 41:01, Trade Disputes Act of 2016, Trade Unions and Employers Organisations Act CAP 48:01 and Public Service Act No. 30 of 2008).

Trade Missions are a great way to get our members out there, to learn and see how other countries do business. Business Botswana acknowledges that trade missions play an important role in the development of any organization, hence the need to utilize the missions to market Business Botswana members and make other executives in international countries. In that regard, Business Botswana President, Mr Gobusamang Keebine led a delegation to Talinn, Estonia.

Through our mandate, Business Botswana continually engages other stakeholders to effectively and efficiently contribute to the socio-economy of Botswana. We aim to feature stakeholders' stories and in this line we have introduced a health column, contributed by the Botswana Business Coalition on AIDS (BBCA).



Please enjoy this publication. Your suggestions for improvement are most welcome. All contributions can be channeled to the editor via publicrelations@bb.co.bw, or like our Facebook and Twitter pages at Business Botswana and @BusinessBOTSPR respectively.

For more information on how you can partner with us please, contact the Public Relations department.

DICHABA MOLOBE
DIRECTOR OF POLICY ADVOCACY

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In The Know . . .

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BUSINESSBOTSWANA

BOTSWANA SLIPS IN THE EASE OF DOING BUSINESS RANKINGS

POLICY EFFORTS

1. UPDATES ON SAND MINING REGULATIONS:

The Mines and Minerals Act Amendment Bill will be finalized after conducting a Stakeholders' Workshop and then instruct AGC to publish (Gazette) it. There is a possibility of the Minerals Policy to be passed by Parliament first, hopefully this November sitting.

The draft Bill proposes stiffer penalties for illegal mining activities (which includes sand mining) for any mineral e.g. gold, sand, etc. Therefore the correct wording is Mining Regulations under the Mines and Minerals Act (MMA).

2. CLUSTER DEVELOPMENT:

With the view to diversify the economy, in particular with exports, Government has prioritised the implementation of the cluster development initiative across a number of sectors. Implementation has begun on three sectors, namely; Tourism, Beef and Financial Services. Business Botswana implores the private sector to actively participate in the initiative as it is a private sector-oriented initiative.

Update on Finance and Knowledge Intensive Business Services Cluster Competitiveness Reinforcement Initiative.

The 2018 Doing Business report has been released and Botswana has slipped from position 81 to 86. Although the trend is worrisome, we are happy with government's response to speed up implementation of the doing business roadmap.

We acknowledge that improving the Botswana ranking on "Doing Business" is an ongoing exercise that strives to make and implement a number of reforms geared at improving the business climate in Botswana. It is worth noting that positive achievement has been made with regards to issues of trade facilitation. In 2017 the Botswana Investment and Trade Centre (BITC) launched the one service stop shop. This service will ease business processes, and also, Companies and Intellectual Properties (CIPA) will be launching the Online Business Registration System (OBRS) in June 2019, this service will speed up registration of companies from 5 days to within hours.

Furthermore, Business Botswana co-chairs the Economic Diversification Trade Council committee with the Minister of Investment, Trade and Industry. The purpose of this committee is to reengineer various aspects of doing business to improve the Botswana rankings. As a stakeholder, Business Botswana anticipates that its representation will urge the implementation processes that will ease setting up of businesses and doing business in Botswana. The long term intent is to facilitate economic growth, diversification and entrepreneurship development in Botswana.

Through its various sectors Business Botswana continues to engage government on issues impeding growth and we therefore encourage members to constantly engage with us by providing comments, suggestions and attending sector meetings.

For more information on the doing business report, download it on our website at <http://www.bb.org.bw>

FIGURE 1.1 What is measured in Doing Business?



Source: Doing business report 2019, <http://www.doingbusiness.org>

THE AFRICAN GROWTH AND OPPORTUNITY ACT (AGOA) NATIONAL RESPONSE STRATEGY

The African Growth and Opportunity Act (AGOA) is a non-reciprocal unilateral trade preference program that provides duty-free access into the United States (U.S.) for qualifying exports from eligible Sub-Saharan African countries.

In June 2015, AGOA was renewed by 10 years to September 30, 2025. The renewal through the AGOA Extension and Enhancement Act of 2015 covers the third country fabric (TCF) provision, which is a special rule that allows lesser-developed beneficiary countries duty-free/quota-free access into the U.S. for apparel made from fabric imported from non-AGOA beneficiary countries. The current 10-year extension of AGOA from 2015 to September 2025 recommends that each AGOA-beneficiary country develops an AGOA utilization (response) strategy. Botswana, through the Ministry of Investment, Trade and Industry (MITI) constituted a reference group with private sector representation that developed a National AGOA Response Strategy to enable the country to take advantage of, and realize the full potential of the AGOA trade initiative.

The specific objectives of the AGOA Response Strategy for Botswana as follows:

- To advise the government on how to more systematically take advantage of AGOA;
- Identify policy responses in targeted sectors to capacitate current and potential exporters in Botswana to increase exports under AGOA;
- Develop an ongoing consultative mechanism between the public and private sector players; and
- Attract investment into identified sectors that can benefit from international trade.

The strategy was launched in September 2017 and is currently being implemented. Business Botswana therefore urges members to fully take advantage of AGOA to contribute to the economic growth of Botswana.





BUSINESSBOTSWANA

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THE ESTONIAN CHAMBER OF COMMERCE & INDUSTRY (ECCI) HOST BUSINESS BOTSWANA

In today's world, every business needs to affiliate with an association that can speak on their behalf, one that plays a major role in economic development and gives its members a networking platform through dynamic conferences & events, one that can open doors to its members through trade missions & business linkages.

As a follow up to the presentation made by the Estonia Deputy Minister for Foreign Affairs, Mr Vaino Reinart at the National Business Conference in September 2018, the Business Botswana President, Mr Gobusamang Keebine led a delegation to Estonia from October 31st until November 3rd 2018. The objective of the mission was to establish trade and investment linkages between Botswana and Estonia, and for Estonian Chamber of Commerce and Industry (ECCI) to formalise relations with Business Botswana and to further appreciate how Estonia managed to become a high income country in a short space of time. Among the delegates was the Minister of Environment, Natural Resources, Conservation and Tourism, Honourable Mr Tshekedi Khama who met with his counter-part in Estonia to discuss and benchmark about the E-Tourism initiative.



Fig 2 : ECCI Director General, Mr Mait Palts and Business Botswana President, Mr Gobusamang Keebine signing the Memorandum of Understanding aimed at increasing business opportunities for businesses in Botswana & the ECCI members & affiliates.

Business Botswana wishes to thank the following organisations that participated in this mission:

- Competition Authority
- Institute of Development Management
- PEEPA
- Ecsponent
- Julesh Motor Consultants
- Venus Media
- Botswana Tourism Organisation
- Ministry of Environment, Natural Resources, Conservation and Tourism



Fig 1: Minister of Environment, Natural Resources, Conservation and Tourism, Honourable Mr Tshekedi Khama and Estonia Deputy Minister for Foreign Affairs, Mr Vaino Reinart giving remarks at the Estonia- Botswana business forum in Tallinn, Estonia.

Estonia is the most advanced country in digital technology in the world with flexible and the best E-solutions (E-Government) for its citizens and residents.

Whilst in Estonia, Business Botswana and ECCI signed a Memorandum of Understanding to coordinate activities and partnership opportunities (to increase business opportunities) for businesses & industries in Botswana & the ECCI members & affiliates. The ECCI has over 3200 members and its members account for over 85% of Estonia's total exports. These enterprises are predominantly in the textile, metal, timber, construction and food industries. And about 95% of its membership comprise of Small, Medium Enterprises (SME) sector.



Fig 3: Group picture of the Botswana delegation led by the Business Botswana President, Mr Gobusamang Keebine (centreback) and Minister of Environment, Natural Resources, Conservation and Tourism, Hon. Tshekedi Khama (centre left) and the ECCI executive team led by the Deputy Foreign Affairs Minister, Mr Vaino Reinart (centre right)

PRIVATE BUSINESS GROWTH AWARDS

CELEBRATE LOCAL BUSINESS WITH GREAT SUCCESS

The 4th edition of the Grant Thornton Private Business Growth Awards were hosted to great success on Wednesday the 31st of October 2018 in Gaborone. The Awards, which seek to recognise privately-held businesses that approach growth from a strategic and holistic perspective, were hosted as part of the Global Expo and in association with Business Botswana and Botswana Investment and Trade Centre (BITC).

The Managing Partner of Grant Thornton, Mr Kalyaraman Vijay expressed his delight at the number of entries for this year's awards. And further cemented Grant Thornton's commitment to the awards and also thanked awards partners, Business Botswana and BITC, for their continued support.

All submissions were assessed by a panel of internal and external judges per the following criteria: Innovation, Market Development, People and culture, and Strategic leadership, as well as financial measures and operational information. The rigorous assessment process was carefully audited by Grant Thornton.

Finalists and winners in the categories are listed as follows:

Medium Enterprise <ul style="list-style-type: none">• Impression House• Brastorne Enterprises WINNER• AT & T Monnakgotla group of companies	Large Enterprise <ul style="list-style-type: none">• Parts Sales Botswana• Mr Veg WINNER• Motovac
Investor of the Year - Manufacturing <ul style="list-style-type: none">• FloTek• Chloride Exide• Bokomo Botswana WINNER	Investor of the Year - Services <ul style="list-style-type: none">• Mont Catering and Refrigeration WINNER• GetBucks• Leseding Interiors
Investor of the Year Award - Expansions <ul style="list-style-type: none">• Bokomo Botswana• Chloride Exide WINNER• FloTek	Exporter of the Year <ul style="list-style-type: none">• Chloride Exide• FloTek• Nortex WINNER

MAN CAVE IN PICTURES



BUSINESS BOTSWANA REVAMPS THE BENEFIT CARD!

Membership Department continues to improve its products and services in response to the needs of its members, currently the department is embarking on restoring the value of the Business Botswana benefit card by entering into new agreements with both existing and new strategic partners. This exercise intends to revive the existing cordial relationship and have an accurate list of discount providers for the convenience of the card holders. The card has proven to be a marketing tool for those businesses desiring to increase sales in their organization.

Members are urged to take advantage of this platform. Kindly contact the membership team on **395-3459** or email: membership@bb.org.bw / phingie@bb.org.bw to know more about this product.

CREATING LINKAGES IN ESTONIA





BUSINESSBOTSWANA

BUSINESS DIRECTORY



REACH ALL THE **25 SECTORS**
REPRESENTED WITHIN BB MEMBERSHIP,
WITH **2500+ MEMBERS**

TO ADVERTISE WITH US

CONTACT US AT **395 3459**

THE MONTH THAT WAS....



Minister of Infrastructure and Housing Development, Honourable Vincent T Seretse (R) with government officials at the Construction Sector Consultative Council Meeting, aimed at improving the ease of doing business in the construction industry. The sector meets with the Minister every quarter



Construction Sector Chairperson, Mr Martin Mogomela (2nd left), Engineering Sector chairperson, Mr Shardrack Kobole (3rd left) and BB members attending the Construction Sector Consultative Council meeting chaired by the Minister of Infrastructure and Housing Development



BB President, Mr Gobusamang Keebine, Estonian Deputy Foreign Minister, Mr Vaino Reinart, Minister of Environment, Natural Resources, Conservation and Tourism, Hon. Tshekdi Khama at the business forum held in Tallinn, Estonia.



Business Botswana members attending the Labour Law Review consultative meeting held in Maun on 17th October 2018. The workshop was facilitated by the International Labour Organisation (ILO).



Private Business Growth Awards winners with the Minister of Investment, Trade and Industry (centre), Business Botswana Acting CEO, Mr Norman Moleele (R).



Business Botswana members and Honourable Tshekdi Khama posing for a picture in Tallinn, Estonia



Policy Advocacy Director, Mr Dichaba Molobe welcoming members at the Labour Law Review consultative meeting held in Gaborone. The workshop was facilitated by the International Labour Organisation (ILO).

1. VOLUNTARY COUNSELLING AND TESTING (VCT) AT WORK PLACE

The Botswana Business Coalition on AIDS (BBCA) is currently running Voluntary Counselling and Testing (VCT) at workplace program in along A1 districts being Lobatse, Mahalapye Palapye, Serowe and Francistown. BBCA has two peer educators in each district that goes around the district mobilizing companies on testing and liaising with BOCAIP and Tebelopele for testing.

2. STAKEHOLDER MEETING-CONDOM DISTRIBUTION

Stakeholder meeting was held on the 12th October 2018 at Business Botswana Boardroom. The purpose of the meeting was to officially introduce the new project "Love Your Partner" to members of the private sector, as well as discussing the monitoring and evaluation tools, order forms and reporting channels. The meeting was well attended and the project was welcomed with appreciation from companies that attended.

"Love Your Partner" is a new Private Public Partnership (PPP) initiative by BBCA to successfully distribute condoms in the workplaces of the private sector. The project came in as a result of a long cry of shortage of condoms in the workplaces of the private sector at national level and at districts. BBCA with effect from September 2018 is now an official distributor of condoms to private sector work places. The project has been designed in such a way that private sector uses their supply chain logistics including transport to make sure condoms are always available in the workplaces, and accessed by workers at all convenient times. BBCA orders from Central Medical Stores, companies order and collect from BBCA Head Office and take the responsibility to transport condoms to all their branches or where they do business in the country. The project started in September 2018 and discussions and plans are underway to have the project launched successfully.

3. PALAPYE-HIGH LEVEL PRIVATE SECTOR PARTNERSHIP FORUM

BBCA held forum at Palapye (CrestaBotsalo) on the 18th October 2018. The purpose was aimed at giving private sector members an update on the developments made towards ending AIDS by 2030. The updates included among others the national and districts HIV/AIDS situational analysis. Following is a photo showing the events of the day.



Executive Director giving update on developments made towards ending AIDS BY 2030

4. FRANCISTOWN-HIGH LEVEL PRIVATE SECTOR PARTNERSHIP FORUM

BBCA held forum at Palapye (CrestaMarang Gardens) on the 18th October 2018. The purpose was aimed at giving private sector members an update on the developments made towards ending AIDS by 2030. The updates included among others the national and districts HIV/AIDS situational analysis.



Participants sharing their best practice (Pick&Pay)



Group photo, after a successful forum (Francistown)

NORTHERN TRAININGS

Customer Service
Disciplinary Hearing & Grievance Procedures
Supervisory Skills
Customer Service

CUSTOMER SERVICE

20- 21 November 2018, Maun

DISCIPLINARY HEARING & GRIEVANCE PROCEDURES

03- 04 December 2018, Palapye

SUPERVISORY SKILLS

06- 07 December 2018, Maun

CUSTOMER SERVICE

12- 13 December 2018, Kasane

Registration fee P3 500

For more information contact **Boitshwarelo** on **2414622** / Email: **brammo@bb.org.bw**

ANNUAL GALA DINNER

Business Botswana invites members to a business-networking and awareness opportunity event, to be held on **Friday, 23rd November 2018 at Ba Isago Convention Centre** starting at **18:30 for 19:00hrs**, themed **"Accelerating private sector participation."**

The Secret Garden inspired theme is the main attraction for the event. This was prompted by the need to revamp the dinner and make it more exciting.

It would be an honour to host members at the 2018 secret garden inspired dinner, the one of its kind in Botswana's corporate market!

Tickets for this event cost: **P1 000.00 per person or
P 10 000.00 for a corporate table.**

To book a table or ticket(s), please contact the public relations team on **395-3459** or email patience@bb.org.bw / bontle@bb.org.bw / kewame@bb.org.bw.



Guest Speaker:

His Excellency, Mr Jan Sadek
Head of EU Delegation to
Botswana and SADC

**23rd November
2018**



ANNUAL GALA DINNER

THEME: "Accelerating private sector participation"

TICKET PRICE

INDIVIDUAL	CORPORATE TABLE
P1 000 1 ticket	P 10 000 10 tickets

Venue: Baisago Convention Centre
Date: 23rd November 2018
Time: 1830 For 1900Hrs
Dress Code: Black Tie

FOR MORE INFORMATION CONTACT **PATIENCE / BONTLE / KEWAME**
ON **3953459 / 71250086**

EMAIL: patience@bb.org.bw / bontle@bb.org.bw / kewame@bb.org.bw



BUSINESSBOTSWANA

Announcements

RENEWING MEMBERS...

Business Botswana (BB) thanks the **576** companies for renewing their commitment and support to Business Botswana. Our voice is unified with your continued support!!!!

NEW MEMBERS...

A thriving private sector starts here.. Business Botswana would like to welcome the following companies to the BB Family!!!! And we encourage businesses to affiliate with us.

Montle Logistics

Xstra Care Security(pty)Ltd

Food Creel (pty)Ltd t/a City & Safari International

Montle Logistics (pty)Ltd

Tholo Holdings(Pty) Ltd

Travellers(pty)Ltd t/a Travellers Funeral

Leaf Holdings(pty)ltd

ParkLend Enterprise(Pty)Ltd

Alliant CPA Associates

We believe with your support and participation, BB can transform the private sector landscape in Botswana. BB will continue to be your resource for information and assistance. Apply online at www.bb.org.bw and our membership team will get in touch.

Alternatively, contact the membership Department on **395 3459** or Email: **membership@bb.org.bw**

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