

A MONTHLY PUBLICATION FROM YOUR BUSINESS ADVOCATE

BUSINESS FOCUS

JULY 2018

Foreword

Quite often, I get approached by non-members and yes by members asking me what exactly we do as Business Botswana. Through our policy advocacy department sectors are identifying easier ways of doing business through advocating for removal of any hindrance to the ease of doing business. As is the norm, the "Know Your Sector" feature is to introduce sectors represented by Business Botswana and in this issue, we are focusing on the Agriculture sector.

Traditionally, the agriculture sector used to significantly contribute to the GDP of Botswana and therefore there is need to revive the sector. Many opportunities exist in the agriculture sector and this is a sector that needs growth and can play a major role in diversifying the economy. For Business Botswana, it is our job to ensure that the most effective trade policies are in place; after all it does influence business competitiveness.

Change is inevitable, and almost always essential. With global market challenges, it is essential to forge strategic partnerships with global markets, especially that Botswana is a landlocked country. In this regard, Business Botswana signed a Memorandum of Cooperation with the China Council for the Promotion of International Trade (CCPIT) to establish trade and investment relations. Further the agreement will establish a mechanism of cooperation, designate special team to coordinate daily cooperation, convene at a proper time to review and evaluate cooperation outcomes.

In addition, Business Botswana, hosted the Ambassador of the Republic of Indonesia, His Excellency, Mr. Salman Al Farisi. The aim of the meeting was to establish working relations with Business Botswana, and see how Botswana and Indonesian business people can do business with each other.

Happy read!!! Until next month...



BUSINESS BOTSWANA ACTING CEO,
MR NORMAN MOLEELE

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In The Know . . .

This month, we focus on
AGRICULTURE SECTOR

Our Team . . .

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BUSINESSBOTSWANA

Labour Relation Tips

This month's issue will focus on the annual leave.

- Employees except casual employees are entitled to a minimum of 15 working days annual leave.
- Minimum annual leave is accumulated at the rate of 1.25 working days per completed month of service.
- A minimum of 8 working days leave must be taken within 6 months of the annual leave-earning period
- Leave may not be accumulated for a period longer than 4 years. All accumulated leave and the leave earned in the fourth year must be taken before the end of the fourth year before it gets forfeited.
- Employees may only forfeit accumulated leave if the employer has not contributed to their failure to take leave, such as declining an employee's request to take leave.
- Employers are not allowed to deduct off days during Christmas shutdown period from an employee's annual leave unless the contract of employment provides that the Christmas shutdown period shall be taken as part of annual leave. These off days are treated as extra off days during which period the employer did not provide the employee with work.
- When a contract is terminated by either party, the employer is required to pay for accrued leave which has not been taken.
- Payment is calculated at the rate of pay at the time the employee leaves employment.

For further clarification
Email: eileen@bb.org.bw



Ms Eileen van der Est

BUSINESS BOTSWANA GOLF DAY PROUDLY BROUGHT TO YOU BY:



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RESORT & CASINO



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thirty
eight
multimedia



WOOLWORTHS



BUSINESS BOTSWANA HOST AMBASSADORS

In an effort to enhance relations as well as strengthen institutional support for promoting business opportunities for Botswana enterprises and their foreign counterparts, Business Botswana in collaboration with the Honourary Consulate of Thailand, Dr Ishmael Nshaka held a luncheon for Heads of Foreign Missions in Botswana to build relations with embassies as a critical business linkage to business.

The President of Business Botswana, Mr. Gobusamang Keebine said Business Botswana plays a fundamental role in creating a conducive environment to start and operate business in Botswana and also to promote foreign trade and investment in Botswana. Mr. Keebine further noted the need to continue forging strategic partnerships with chambers of commerce in particular to advance and facilitate the growth of inter-trade.

In his speech, The Honourary Consulate of Royal Thai, Dr Ishmael Nshaka stated that Chamber of Commerce play a vital role in the economy of a country as they are responsible for ensuring that the ease of doing business is competitive and conducive for domestic and foreign investments. Therefore, Business Botswana has become Botswana's premier business organisation and a valued partner for all of us here as representatives of the diplomatic missions. And thus imperative for Business Botswana to build a strong partnership with embassies so that they can link with respective chambers of commerce.

Heads of Foreign missions were urged to continually engage Business Botswana on issues pertaining to doing business and link Business Botswana with their respective Chambers of Commerce.



BOTSWANA - CHINA BUSINESS FORUM

Botswana Investment and Trade Centre (BITC) in partnership with the China Council for the Promotion of International Trade (CCPIT) held a business forum at the Gaborone International Convention Centre (GICC). CCPIT is a duly sanctioned state entity vested with both chamber of commerce mandate as well as outbound investment from China. The CCPIT delegation was led by the Chairman of the CCPIT, Mr. Jiang Zengwei. The objective of the business forum was to promote trade and investment linkages between Botswana and China, and for CCPIT to enhance and strengthen trade relations with Botswana.

Business Botswana and CCPIT signed a Memorandum of Understanding to establish trade and investment relations. It has been agreed that both Business Botswana and CCPIT will establish mechanism of cooperation, designate special team to coordinate daily cooperation, convene at a proper time to review and evaluate cooperation outcomes in the previous time period, and set up cooperation plans for the following time period.

The President of Business Botswana, Mr Gobusamang Keebine urged Chinese businesses to do business as well as foster joint ventures with Botswana.

The forum was attended by the Minister of International Affairs and Cooperation, Dr Unity Dow, Ambassador of The People of the Republic of China, His Excellency, Mr Zhao Yanbo

BOTSWANA - CHINA BUSINESS FORUM PICTURES



Business Botswana President-Mr Gobusamang Keebine



Participants at the Botswana China Business Forum



Participants at the Botswana China Business Forum



Business Botswana President- Mr Gobusamang Keebine & BITC Communications Manager - Ms Kutlo Moagi

BUSINESS BOTSWANA CREATING BUSINESS LINKAGES FOR ITS MEMBERS WITH INDONESIA



(From Left to Right)- Director, Indonesian Trade Promotion Centre (ITPC), Mr. Pontas P. Tobing, Business Botswana Acting CEO, Mr Norman Moleele, His Excellency, Mr Salman Al Farisi, Business Botswana President, Mr Gobusamang Keebine and Colonel Avam



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2



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Pic 1:- Business Botswana members, Secretariat, BB President Mr Keebine, His Excellency Mr Al Farisi (Centre) and representatives from the Indonesia Trade Promotion Centre (ITPC).

Pic 2: (From left to Right) – Deputy Director, ITPC, Mr Andri Gilang Nugraha, BB Membership Marketing Representative Mogomotsi Tadubana, Director ITPC, Mr Al Farisi, Managing Director - Powernet Engineering, Mr Dumisani Ndlovu and HE, Mr Al Farisi

Pic 3: Business Botswana members at a dinner hosted by HE, Mr Al Farisi. (from left to right)- Bayport Managing Director, Mr Mapongo, Business Botswana President, Mr Keebine and HE, Mr Al farisi.

On the 12th July 2018, the Ambassador of The Republic of Indonesia to Botswana, South Africa, Lesotho and eSwatini, His Excellency, Mr. Salman Al Farisi paid a courtesy visit to Business Botswana (BB), primarily to exchange views on ways enhance bilateral business relations. The Ambassador indicated that investors from Indonesia have interest to invest in Botswana. In welcoming him, the President of Business Botswana, Mr. Gobusamang Keebine expressed his gratitude saying that it is very important for Business Botswana to foster relations with Indonesia and other countries. Furthermore, Mr. Keebine informed HE, Mr. Al Farisi that Business Botswana, in close collaboration with Botswana missions in other countries, periodically organises trade missions to encourage growth by exploring alternative sources of raw material and markets, joint partnerships as well as alternative technologies. And this is due to the fact that Botswana is a small market with a small population and therefore it is important for businesses to explore external markets.

His Excellency, Mr Al Farisi further hosted about twenty (20) Business Botswana members to a networking dinner held at Cresta Lodge. Discussions were based around philanthropic efforts made by the Indonesian government, particularly in education, citing that the Government sponsored two (2) Batswana to further their studies in Indonesia. There is intent to increase support to Botswana.

On Friday, 13th July 2018, His Excellency, Mr Al Farisi accompanied by the Director of Indonesian Trade Promotion Centre (ITPC), Mr. Pontas Parsaoran Tobing visited three (3) members in the agro-processing / manufacturing, cable engineering and small stock sectors, being Parmalat Botswana, Powernet Engineering and President of the Botswana Boer Goat Breeders and Botswana Dorper Sheep Breeders Societies, Mr Thabani Machacha

In this regard, Business Botswana in collaboration with ITPC is organising a trade mission to attend the annual Trade Expo to be held in Jakarta, Indonesia from 24th - 28th October, 2018 themed " **Creating products for global opportunities**".

For more information, kindly contact Ms Maggie Sebegu at msebegu@bb.org.bw or call: 395-3459

www.bb.org.bw

GENERAL ENQUIRY

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FOLLOW US ON :



**BUSINESS BOTSWANA TO HOST A CONVERSATION WITH THE PRESIDENT
THE 15th NATIONAL BUSINESS CONFERENCE**

Business Botswana will be hosting the biennial National Business Conference (NBC) in Francistown from 9th to 11th September, 2018 to discuss reforms to make Botswana's internationally competitive.

In keeping with tradition, the President HE Mr. Mokgweetsi Eric Masisi will open the conference under the theme of ***"Breakthrough to a High-Income Botswana: - the Role of the Private Sector in Charting the Path."*** The theme seeks to identify economic paths to propel Botswana from an upper middle income to a high income economy.

The Conference will also feature an interactive session with His Excellency entitled ***"A Conversation with the President"*** to allow participants sector to appreciate his thoughts on promoting private sector development.

For more information, kindly contact the event managers, Premiere and speak to **Vanessa Beylevend and Carolyn Wilson 395- 2878** or email: vanessa@premiere.co.bw / carolyn@premiere.co.bw



DOING BUSINESS IN BOTSWANA

WITH CATHY MALEJANE
every **WEDNESDAY** @
1645hrs-1650hrs

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We Are The Voice Of Business



NATIONAL BUSINESS CONFERENCE

FRANCISTOWN
SEPTEMBER 09 - 11
ADANSONIA HOTEL

2018

THEME: Breakthrough to a High Income Botswana -
the role of the Private Sector in Charting the Path

SUB-THEMES FOR DISCUSSION:

1. Innovation as a catalyst for economic growth
2. Building international competitiveness
3. Increased productivity



OFFICIAL OPENING: His Excellency, The President Mokgweetsi Masisi

FEES:

EARLY BIRD:
P 3920
(before end of July 2018)

REGULAR:
P 4032
(as at 1st August 2018)

ON SITE:
P 4256
(9th and 10th September 2018)

SPONSORS



CONFERENCE LINK: <http://www.bb.org.bw/index.php/business-nbc/>

or contact the Event Coordinators, Premiere on 395 2878 and talk to Vanessa Beyleveld / Carolyn Wilson or email: vanessa@premiere.co.bw / carolyn@premiere.co.bw / mmaje@bb.org.bw

BE PART OF THE PRIVATE BUSINESS GROWTH AWARDS

Grant Thornton in association with Business Botswana and the Botswana Investment and Trade Centre (BITC) will be hosting the 4th annual Private Business Growth Awards (PBGA) will be held on the 31st October 2018 at Fairgrounds Holdings.

The tripartite event aims to honour private businesses that have achieved strategic, sustainable and holistic growth and also contributed to economic growth. With view of the above, these awards aims to grow Botswana businesses, contribute to economic diversification and improve corporate reputation (CSR) as well as encourage the private sector to bring out their innovative thinking. Further, the PBGA aim to grow Botswana businesses, contribute to economic diversification and improve corporate reputation (CSR) as well as encourage the private sector to bring out their innovative thinking.

We encourage members to actively participate in these awards. And should you require more information, please contact the **PBGA Desk on 395-2313 or email: pbga@bw.gt.com**



CANCELLATION OF BOTSWANA EXAMINATION COUNCIL (BEC) FEES FOR PRIVATE STUDENTS

Botswana Examination Council (BEC) Subvention to private primary institutions on examination fees (PSLE).

Business Botswana education sector has been advocating for cancellation of BEC fees for the past two (2) years. We are pleased to announce that through the Ministry of Basic Education the government has committed to pay examination fees for Primary School Leaving examinations.

In this regard, no private primary institution will be billed for Exam fees by the BEC.



FINANCIAL LITERACY BREAKFAST SESSION FOR SMALL MEDIUM ENTERPRISE

Topmarket Capital with the support of Business Botswana will host a financial literacy breakfast session on the 28th August 2018 at Ave Maria Pastoral Centre. The overarching objective of this support is to promote regional growth within the Small Medium Enterprise (SME). This event will be held under the theme "promoting finance" with 300 SME's in attendance. The targeted group will consist of SMEs from the construction and manufacturing industry, supplies (general supplies, stationery, medical supplies and business), information technology and so forth.

For more information, kindly contact Topmarket Capital on 3162642





Know Your Sector

The Business Botswana Agriculture sector plays an advocacy role through dialogue and engaging government through the Ministry of Agriculture and Food Security in policy issues affecting the Agriculture landscape. Key issues discussed range from policy dialogue to issues pertaining to the ease of doing business.

Below are some of the pertinent issues discussed with the Ministry:

1. Liberalization of the beef export Market

Currently export of beef is restricted to the BMC, including approval of live cattle for export. This restriction in market access and competition has stifled the growth of the meat industry and the participation of the private sector in the growth of the industry. Our views are that liberalizing the beef industry for export will open huge opportunities for private investment and yield more returns for investment in the sector. There are no other remaining options for reviving the beef sector in Botswana. Negotiations are still on.

2. Requirement for agricultural labour permit

Farmers can now engage temporary employees to help them with weeding and harvesting at short notice. The regulations were amended to accommodate farmers' requirements through BB intervention.

3. Payment of suppliers-ISPAAD

Delays in payment of ISPAAD suppliers have been streamlined through BB intervention and most suppliers have been paid. There are many other ISPAAD related issues that are continuously discussed with the Ministry, including implementation logistics. It is important that ISPAAD is implemented properly with decisions made in time to allow the private sector to prepare for the farmers and Ministry requirements. Knee-jack decisions are detrimental for proper implementation of this program.

Members' participation to the agenda of the Ministry is crucial to take the sector forward and resolutions from the Sector Level Consultative Council (SLCC) meetings should be implemented on time.

For more information on the sector, contact the **chairperson Dr Fanikiso Musa** at fanikiso@gmail.com and copy secretariat at dsmolobe@bb.org.bw or **call: 395-3459**



BUSINESSBOTSWANA

Announcement

RENEWING MEMBERS...

Business Botswana (BB) thanks the 520 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.

- **High Altitudes**
- **Organisational Life Focus**
- **Quali-Quest**
- **Shemconsult (Pty) Ltd**
- **Radio Grapher Society**

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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