

BUSINESS ASSOCIATION PROFILES SOUTHERN AFRICA REGION

ADVOCACY FOR TRADE POLICY



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Acronyms and Abbreviations

| | |
|--------|--|
| ACP | African Caribbean and Pacific countries |
| ALE | Association of Lesotho Employers' and Business |
| ASCCI | Association of SADC Chambers of Commerce and Industry |
| BEMA | Botswana Exporters and Manufacturers Association |
| BOCCIM | Botswana Chamber of Commerce Industry and Manpower |
| BUSA | Business Unity South Africa |
| CBC | COMESA Business Council |
| COMESA | Common Market of East and Southern Africa |
| COSATU | Congress of South African Trade Unions |
| DDA | Doha Development Agenda |
| DFID | Department for International Development |
| DTI | Department of Trade and Industry (South Africa) |
| EAM | Exporters Association of Malawi |
| ECAM | Employers Consultative Association of Malawi |
| EMCOZ | Employers Confederation of Zimbabwe |
| EPA | Economic Partnership Agreement |
| EU | European Union |
| FSE&CC | Federation of Swaziland Employers and Chambers of Commerce |
| ILO | International Labour Organisation |
| IMF | International Monetary Fund |
| IOE | International Organisation of Employers |
| ITC | International Trade Centre |
| LDC | Least Developed Country |
| MCCCI | Malawi Confederation of Chambers of Commerce |
| MGDS | Malawi Growth and Development Strategy |
| MOIT | Ministry of Industry and Trade (Malawi) |
| MRA | Malawi Revenue Authority |
| NABW | National Association of Business Women (Malawi) |
| NWGTP | National Working Group on Trade Policy (Malawi) |
| PEC | Pan-African Employers Confederation |
| PPD | Public-Private Dialogue |
| PS | Private Sector |
| PSD | Private Sector Development |
| SACAU | Southern African Congress of Agricultural Unions |
| SACU | Southern African Customs Union |
| SADC | Southern African Development Community |
| SBF | SADC Business Forum |

| | |
|------|--------------------------------------|
| SEG | SADC Employers Group |
| SME | Small and Medium Enterprises |
| SMTF | Scotland Malawi Trade Partnership |
| SPSF | SADC Private Sector Forum |
| SSA | Swaziland Sugar Association |
| UNDP | United Nations Development Programme |
| WB | World Bank |
| WTO | World Trade Organisation |

Introduction

ITC has recently completed studies which identify private sector organizations in selected African regions and gauge their capacity and areas of interest on trade policy issues and business advocacy. This study focusses on the Southern Africa region, with the findings providing key insights into the state of business advocacy and public-private dialogue in the region. The specific objectives of the studies were to:

- Identify the national and regional private sector organisations that are currently engaged in dialogue with their respective national government and/or regional governing bodies on trade policy issues, or have the potential and interest to become more engaged;
- Identify the needs, weaknesses/strengths and priorities of the organizations. Moreover, for each of the organisations, information was detailed on business advocacy activities carried out; the means available to advocate; the specific trade policy areas of interest, and; the geographic focus of their advocacy (i.e. national, regional or international level).

Why a need for business perspective in trade policy?

ITC supports public-private dialogue for national and regional trade policy decision making owing to the immense benefits it can bring. Governments that recognize the constraints faced by the private sector tend to develop reasonable prioritization plans and workable reforms. Trade policy decisions and negotiation strategies refined through a consultative process that engages legislators, business groups and civil society are frequently more effective. This dialogue ensures that trade policies are better attuned to the commercial environment, which makes the policies more broadly endorsed and sustainable.

Public-private dialogue can help government tap into the experience of firms, a potentially valuable resource for designing public policies. The effectiveness of economic policies would be significantly enhanced if the private sector could provide policymakers with the information they need to anticipate the likely impact of policy changes.

There are myriad different sectors, approaches and actors that governments could choose to prioritize for assistance and policy reforms. Governments must determine which sectors and regulatory reform issues are the major stumbling blocks to effective trade, and devise plans accordingly. Collaborating with the private sector gives policymakers the information they need to set priorities.

As such, ITC brings public and private stakeholders together in a structured process to find solutions for issues affecting business performance and exports.

African regional integration and business advocacy

A particular focus of the mapping exercise was to better understand the current and potential level of capacity and interest of the private sector associations to engage on policy issues particular to their region and specific integration process. This is of particular relevance owing to the African Union's decision to fast track the African Continental Free Trade Area to be completed by 2017 by consolidating sub-African regional integration initiatives. The growth of intra-African trade is seen as the foundation of a stronger and more sustainable economic growth and as a way to drive Africa's EPA negotiations and its engagement with the WTO.

Within this context, ITC is encouraging businesses to identify core issues that inhibit regional trade and in mounting well-informed and structured advocacy campaigns at regional and national levels. Additionally, ITC is providing support to private sector associations to advocate more effectively in this context.

Next steps

Through this mapping exercise, ITC has been able to draw conclusions on both the environment for public-private dialogue of trade policy issues within the nations and sub-regions as well as assess the capacity and interest of each organisation to engage in advocacy on trade policy. The findings of the studies will help ITC in defining areas where technical assistance needs to be provided to ensure a better informed trade policy formulation process based on strong input from the private sector.

It is envisaged that the mapping exercise, which is the first such comprehensive effort of such a nature, will be updated on a regular basis as well as similar studies be undertaken in other African sub-regions.

Study details

The study has been carried out between in 2011 in the following countries: Angola, Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland, Zambia and Zimbabwe. Other Southern Africa Development Community (SADC) countries (including Mauritius and Tanzania) are covered in mapping studies for different African regions.¹ In total 34 business organizations have been surveyed.² Information was collected from the organisations that were surveyed by way of a structured questionnaire as well as telephone and in person interviews where necessary. The questions asked sought to identify and better understand the private sector umbrella organisations themselves, as well as determine their capabilities to contribute to business advocacy and ultimately influence the formulation of the policies.

Section I presents a brief background of Southern Africa Integration process.

Section II presents a brief summary of the findings that have come out of the questionnaires sent to business organizations.

Section III includes analytical profile of each business organization concentrating on business advocacy activities carried out, means available to promote their members interests, the specific trade policy areas of interest and a brief assessment of their capacity to effectively participate in public private dialogue on policy issues.

Section IV presents a narrative description of the outcome of the survey for each business organization.

¹ See: ITC, 2012, A Report on the Mapping of Private Sector Organizations in the East African Region, and; ITC, 2012, A Report on the Mapping of Private Sector Organizations in the Indian Ocean Commission Region

² A list of organizations which have been approached is in the Annex 1.

Section I - Background

Background: The Southern Africa integration process

The SADC Trade Protocol is the primary determinant of the SADC economic integration agenda. The Trade Protocol was signed in 1996 but only came into effect in January 2000 after the requisite ratifications had been lodged. It provides the legal and structural framework for trade liberalisation and makes provision for the phased elimination of trade barriers.³ The objectives of the Trade Protocol include: liberalisation of trade; ensuring efficient production within SADC; improving the climate for domestic, cross-border and foreign investment; enhancing of economic development, diversification and industrialisation; and, establishing a Free Trade Area (FTA) by 2008.⁴ These objectives are to be achieved through a process of: the gradual elimination of tariffs; the adoption of common ROO; harmonisation of customs rules and procedures; attainment of internationally acceptable standards, quality, accreditation and metrology; harmonisation of sanitary and phyto-sanitary measures; elimination of non-tariff barriers; and the liberalisation of trade in services.⁵

The intended FTA was launched in August 2008 by the SADC Heads of State and Government at their Summit, with 85 percent of trade supposedly receiving duty-free treatment. The only SADC members that are not part of the FTA are Angola, the Democratic Republic of Congo and Seychelles. Although the primary objective of the Trade Protocol is trade liberalisation, it has provisions relating to trade facilitation measures such as customs co-operation,⁶ simplification and harmonisation of trade documentation and procedures,⁷ transit trade and transit facilities, and trade development.⁸ Services trade liberalisation is not high on the Trade Protocol agenda⁹, but SADC intends to liberalise Trade in Services as well¹⁰ through a separate protocol that is currently under negotiation.

When the SADC FTA was launched in 2008, 85 percent of the trade should have been taking place on a duty free basis and the tariff phase-downs are supposed to be completed in 2012. It is not entirely clear how much trade in the SADC is taking place on a duty-free basis though.¹¹ There are apparently different understandings of the meaning of the 85% duty free intra-SADC trade with some states adopting a definition of product coverage on a certain percentage of tariff lines using 85% of all HS tariff lines at the 8 digit level while others have based the 85% on the percentage of trade carried out under the preferential ROO.¹² The original tariff phasedown offers were, however, based on tariff lines and not trade volumes.¹³ While SACU has fully implemented all tariff phase-downs, some of the SADC states face difficulties in that respect. An audit in 2011 by USAID yielded the information shown in the table below.

Malawi's tariff phase downs were delayed due to budgetary constraints but it notified the Secretariat in February 2011 that it was in the process of bringing its tariffs in line with its SADC tariff phase-down obligations and also withdrew its previous request for derogation. However, the

³ Trade barriers identified under the trade protocol are import and export duties, quantitative import and export restrictions and non-tariff barriers as are known to and applied by the states. Articles 4 – 8 of the SADC Trade Protocol.

⁴ Article 2 of SADC Trade Protocol.

⁵ SADC Secretariat "Regional Indicative Strategic Development Plan (RISDP)" Section 3.2.2.1.

⁶ Annex II.

⁷ Annex III.

⁸ Annex IV and V.

⁹ Trade in services is dealt with in Article 23 of the Trade Protocol and the provision is only just a mere formal recognition of the importance of trade in services for the development of the economies of SADC Member States. Article 23 reads: Member states recognise the importance of trade in services for the development of the economies of SADC countries. Member states shall adopt policies and implement measures in accordance with their obligations in terms of the WTO's General Agreement on Trade in Services (GATS), with a view to liberalizing their services sector within the Community.

¹⁰ P Kalenga "Implementation of the SADC Trade Protocol: Some Reflections" TRALAC Trade Brief, Nov 2004 www.tralac.org/scripts/content.php?id=3045

¹¹ USAID Trade Hub (2010) '2010 Audit of the Implementation of the SADC Trade Protocol on Trade - Draft for Discussion, (SADC/TNF/40/2010/3[A] ', Gaborone, USAID Southern Africa Trade Hub.

¹² *Ibid.*

¹³ Southern Africa Trade Hub (2011) 'Technical Report: 2011 Audit of the Implementation of the SADC Protocol on Trade' Gaborone, USAID Trade Hub.

study by the Southern Africa Trade Hub has revealed that only 46% of the tariff lines are currently in compliance with the tariff phase down obligations. In the case of Mauritius, there have been reports of discrepancies between the applied and the offered tariffs. However, these discrepancies are likely to become irrelevant in 2012 when all tariff phase downs are expected to be complete.

| Implementation of the SADC Tariff Phase-down, 2011 | | | |
|--|---------------------|--|--|
| | <i>Implemented?</i> | <i>Method</i> | <i>Notes</i> |
| SACU | Yes | South Africa Revenue Service (SARS) Website | SACU Tariff Phase Downs were completed in 2008 |
| Malawi | Partial? | Malawi Revenue Authority website and submissions by Malawi | While Malawi has phased down some SADC duties throughout the course of the last year, as of April 2011, Malawi was still at 2004/2005 tariff reduction levels. |
| Mauritius | Yes - Imminent | Country Visit | During the country visit to Mauritius in April 2011, the Mauritius Revenue Authority advised that the 2011 tariff phase downs were prepared and were to be gazetted in May/June. |
| Mozambique | Yes | Mozambique Revenue Authority | Block approval of SADC tariff phase downs. ¹⁴ |
| Tanzania | Yes | Country Visit | Block approval of SADC tariff phase downs. Derogation requested for sugar and specific categories of paper. |
| Zambia | Yes | SADC Secretariat | Block approval from 2008 through 2012 gazetted through SI 103 of 2008. |
| Zimbabwe | No | Country notification | Zimbabwe has requested and received derogation on tariff phase downs. |

Source: USAID Southern Africa Trade Hub (2011) 'Technical Report: 2011 Audit of the Implementation of the SADC Trade Protocol' Gaborone, Southern Africa Trade Hub.¹⁵

Tanzania requested in February 2011, an ex post derogation for tariff increases for sugar and certain categories of paper, and was allowed to maintain the tariff increases pending a study into the impact of the derogation. Zimbabwe, on the other hand, which has not implemented any tariff phase downs since 2008, requested and was granted derogation from its tariff phase downs in February 2011, pursuant to Article 3 (1) of the Trade Protocol which allows such derogations for industries that are adversely affected by tariff phase downs under the Trade Protocol. It should be noted that, although the table suggests that five of the Member States have fully implemented their tariff reductions, block approval does not necessarily imply implementation, and the information collected during fieldwork was that they had not yet complied.

There are plans for further economic integration beyond the FTA, embodied in the Regional Indicative Strategic Development Plan (RISDP), a political document that sets out the milestones for regional integration for SADC. This was formally accepted by the Member States but does not have the same legal significance as the Trade Protocol. The RISDP sets out the integration

¹⁴ According to the Revenue Authority website, as of this writing, Mozambique is at its 2010 tariff phase down levels. However, in accordance with the block phase down schedule, the changes to the customs tariff traditionally takes place in the second half of the calendar year.

¹⁵ The commentary that follows on the status of implementation in some of the countries in SADC also draws from the same source.

milestones as follows: a FTA by 2008; a Customs Union by 2010; a Common Market in 2015; a Monetary Union with a common SADC Central Bank in 2016; and a regional currency in 2018. Already the launch of the Customs Union, which was supposed to take place in 2010, has been postponed, with the bloc citing the need for further studies on the impact of integration on the economies of the SADC countries.¹⁶ Nevertheless, the heads of state have reaffirmed their commitment to the customs union, although it is clear from our consultations that there is less appetite for the initiative from South Africa. SADC's poor track record regarding the enforcement of the (so far) more than 20 protocols casts serious doubt as to whether the commitment goes beyond lip service.¹⁷ Thus, it is highly doubtful that current efforts at concluding a Customs Union would be completed anytime soon.

Business advocacy in the Southern Africa

There is no provision within SADC treaties for private sector engagement in trade policy issues. The SADC Regional Indicative Strategy Development Programme (RISDP) acknowledges the importance of public private dialogue however the document itself is not legally binding.

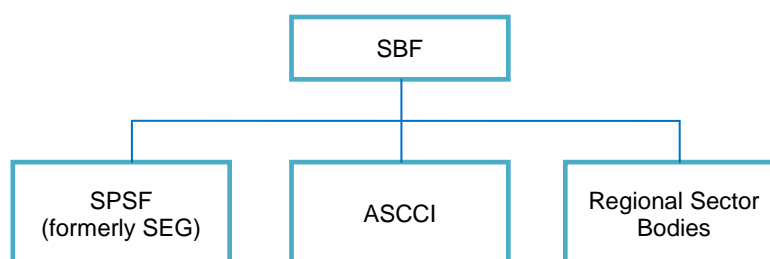
The RISDP affirms the “role of the private sector in wealth creation, employment generation and therefore poverty alleviation”. Indeed, it refers to the private sector in the region as the “engine of growth”. However, the RISDP also acknowledges that “strategies and approaches by which the private sector may be engaged to the mutual benefit of both the States and the private sector are not entirely in place across the region”.

The RISDP includes strategies designed to integrate the private sector in policy and strategy formulation in order to accelerate and achieve sustainable regional economic integration. In doing this, it seeks to promote public-private dialogue and partnerships, increasing the “quality of dialogue between the public and private sector”, the “capacity in the private sector institutions” and SADC Secretariat “to meet the needs of the anticipated partnership and improved dialogue” and improving the flow of information between the public and private sectors, including the SADC Secretariat.

Most recently a draft strategy on “Promoting Public-Private Dialogue in the SADC” has been prepared and is expected to be presented to Ministers in 2012 for adoption.

Regional business bodies

There are a number of regional business organizations operational within Southern Africa. The following is a diagrammatic representation of some of the key structures:



¹⁶ ‘Leaders of SADC postpone launch of customs union’ <http://allafrica.com/stories/201008180923.html>

¹⁷ J B Cronje ‘Implementation of SADC protocols’ http://www.tralac.org/cgi-bin/giga.cgi?cmd=cause_dir_news_item&cause_id=1694&news_id=91436&cat_id=1027

Section II - Key finding

Increased awareness of the importance of engaging with governments and regional organisations on trade policy issues

There appears to be an increasing awareness amongst organised business in the SADC region of the importance of engaging with governments and regional organisations on trade policy issues. This is evidenced through the interest shown by organisations in the survey that was undertaken for the purposes of this study as well as through changes in the focus of regional business bodies such as the SADC Employers Group which has more recently adopted an expanded agenda that includes trade and other regional issues. Some national private sector organisations have demonstrated capacity to engage constructively with government counterparts, including in the area of trade. This varies, however, from organisation to organisation and also depends on the existing relationship in place between organised business and the relevant government. In some countries in the region there is a level of competition amongst business organisations with respect to the space to participate in trade negotiations and in policy making processes. This is the result of an often fragmented private sector and failure among business to identify one representative voice to present their views.

A need for a stronger regional representative voice of the private sector

The divisions among organisations at the national level have led to tensions at the regional level and the failure of the SADC private sector to come together in one broad-based, representative grouping. Attempts have been made in the past, such as through the establishment of the SADC Business Forum, but these have not yet been sustainable or successful. In discussions with the SADC Secretariat, it was clear that from their point of view there is a strong need for one such private sector organisation that can be the focal point for interaction on regional issues. With a proliferation of sectoral bodies and competition between the SEG and ASCCI, the SADC Secretariat has failed to develop a strong platform for public-private dialogue.

Efforts to revitalise the SADC Business Forum should be supported as this is a useful regional initiative that could provide a strong focus for engagement on regional issues for the private sector. These need to be accompanied by cooperative arrangements between SEG and ASCCI who are two key SADC private sector organisations. Initiatives undertaken to support the strengthening of organised business in the region should focus on existing organizations and not attempt to create new ones.

Limited capacity to engage on trade policy

There is limited capacity to engage on trade policy issues among the business associations surveyed. At a national level there is some kind of public-private dialogue in place in all countries but this varies from the legal, formalised structures (such as NEDLAC in South Africa) to more ad hoc, informal consultations (such as those in Zimbabwe).

Lack of information about trade issues

Many of those organisations surveyed complained of a lack of information about trade issues. In those cases where information is provided, it is often done in ways that are not relevant to the private sector (making it challenging to get buy-in and participation from members of business associations). There is still a significant need for capacity in SADC to be able “translate” trade policy issues into language that is accessible for the broader business community. The time constraints given by governments to respond to the information provided as the basis for consultation was also noted by a number of those interviewed for the report.

Unhealthy competition between business organisations

Competition between business organisations exists in a number of countries and here the priority must be to establish working guidelines between the organisations so that limited resources are not wasted on overlapping and duplicative activities.

Business association capacity constraints

Capacity constraints exist in all business associations in the region. These come down to a lack of human and financial resources in many instances. There is a need to improve dialogue on trade policy issues in conjunction with broad-based capacity building programmes for private sector organisations.

Business association need to have better interaction their firm members

Business associations typically have weak interaction at a firm level with those companies involved directly in trading. A lack of interactions results low member input and ability of these organisations to engage on trade policy matters and in trade negotiations. Greater firm level input will provide much needed credibility in the eyes of some governments in the region.

A need to strengthen consultative mechanisms

In many countries there is already a well-established mechanism for consultation between the private sector and government on a range of policy issues. These range from formal institutions, such as NEDLAC in South Africa, to informal or ad hoc arrangements. The predominant focus is often on domestic matters that impact on the private sector but it would be possible to explore opportunities to incorporate dialogue on trade policy where it is not already done so. Best practice lessons could be learnt from the various models in place so as to determine a set of options for engagement on trade policy. This could be done through a process of peer learning and exchange programmes between the national business organisations.

Business advocacy capacity of organizations per country and at the regional level

| | Strong | Average | Weak |
|----------|---|---|---|
| Regional | SADC Banking Association | Mining Industries Association of Southern Africa Federation of Eastern and Southern African Road Transport Association (FESARTA) Federation of Clearing and Forwarding Agents Association of SADC (FCFAAS) Southern African Confederation of Agricultural Unions (SACAU) | SADC Private Sector Forum (former SEG) Association of SADC Chambers of Commerce and Industry Southern Africa Enterprises Network (SAEN) |
| Angola | Angola Chamber of Commerce and Industry | Industry Association of Angola Botswana Exporters and Manufacturing Association | |
| Botswana | Botswana Chamber of Commerce Industry and | | |

| | | | |
|--------------|--|--|---|
| | Manpower (BOCCIM) | | |
| Lesotho | | | Lesotho Chamber of Commerce and Industry |
| Mozambique | Confederation of Business Associations Mozambique (CTA) | Commercial and Industrial Association of Sofala | |
| Malawi | Malawi Confederation of Chambers of Commerce and Industry (MCCCCI) | National Association of Business Woman | Employers Consultative Mechanism of Malawi (ECAM) National Working Party Group on Trade Policy |
| Namibia | Namibia Agricultural Trade Forum (NATF) | Namibia Chamber of Commerce and Industry (NCCI) | Namibian Employers Associations |
| | Namibia Agricultural Trade Forum (NATF) | | |
| South Africa | Business Unity South Africa (BUSA) | | Business Leadership of South Africa (BLSA) South African Chamber of Commerce and Industry |
| Swaziland | Federation of Swaziland Employers and Chambers of Commerce | Swaziland Sugar Association | |
| Zambia | | Zambia Chamber of Commerce and Industry (ZCCI) Zambia Federation of Employers | |
| Zimbabwe | | Zimbabwe National Chamber of Commerce Zimbabwe Business Council (current umbrella structure) Confederation of Zimbabwe Industries Zimtade | Employers Confederation of Zimbabwe Zimbabwe Farmers' Union |

The most pressing issues for private sector stakeholders

At the regional level a number of priority issues were identified by the private sector organisations that were surveyed. Many of these issues have also been reflected in a number of macro level surveys done by the World Bank and World Economic Forum. The following is a short list of some of the main issues raised in stakeholder consultations undertaken:

- Customs and border procedures and policies
- Non-tariff barriers
- Facilitation of the movement of business people and skilled labour
- Regional economic integration, including at the level of the Southern African Customs Union
- Greater access to information about markets and trade opportunities

Role of donors

There has been significant support provided by donors for the private sector in the region. This has tended to take place at the national level in most instances – although in the past ASCCI received significant levels of funding to enable it to pursue regional activities, including the preparation and research for the White Paper as well as a regular investment climate survey. The SADC Employers Group also received some support in the past from the International Labour Organisation on regional matters. The donors involved have tended to be European organisations as well as USAID through its Trade Hub initiative based in Botswana.

The negotiation of the Economic Partnership Agreement (EPA) with the European Union provided an opportunity for some specific donor resources to be accessed in support of trade policy advocacy by the private sector in the region. These programmes have however been concluded in the past two years.

GIZ is currently supporting the SADC Secretariat in the development of its approach to public-private dialogue and this has included aspects of increasing the capacity of the private sector to engage in advocacy at a regional level.

Section III – Analytical profile of each business organisation

REGIONAL



Source: Flickr

SADC PRIVATE SECTOR FORUM (formerly SADC employers group)

Mr John Mufukare, President

Tel: + 263 473 9647/49

Fax: + 263 473 9630

E-mail: director@emcoz.org.zw/sjambo@emcoz.co.zw

Date of foundation: 2000

Number of secretariat staff: No full-time secretariat staff – plans to employ two in the near future

Number of staff dedicated to advocacy: None

Languages spoken: English, Portuguese

Interests represented: Employers

Key members:

- Association of Lesotho Employers (ALE)
- Association of Tanzania Employers (ATE)
- Botswana Confederation of Commerce Industry and Manpower (BOCCIM)
- Business Unity South Africa (BUSA)
- Confederation of Business Associations of Mozambique (Confederação das Associações Económicas de Moçambique) (CTA)
- Employers Confederation of Zimbabwe (EMCOZ)
- Employers Consultative Association of Malawi (ECAM)
- Federation of Swaziland Employers and Chamber of Commerce (FSE&CC)
- Mauritius Employers' Federation (MEF)
- Namibian Employers' Federation (NEF)
- Zambia Federation of Employers (ZEF)

Senior members of the secretariat:

Mrs Maria Machailo-Ellis, Executive Director, BOCCIM

Email: mellis@boccim.co.bw/lmataboge@boccim.co.bw

Tel: + 267 395 3159

Fax: + 267 397 3142

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The former SEG focused on advocacy related to labour and employment issues. This includes active participation in the International Labour Organisation and International Employers Organisation. At a regional level SEG is recognised as a social partner by the SADC Secretariat for the purposes of the meetings of SADC Labour Ministers.

Ad hoc advocacy has been undertaken on the Economic Partnership Agreement negotiations where research was undertaken by consultants and then position papers were drafted by the SEG Secretariat. These papers were used for advocacy at the national level by some SEG members as well as at the regional level with the SADC Secretariat and Trade Ministers. The papers were further amended and adopted by the EU-SADC Business Council so as to represent business views from both regions. A similar approach was taken with regards to the launch of the SADC Free Trade Area where SEG was given an opportunity to present its views to Heads of State.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

The SEG does not have a formal platform from which to promote the views of its members beyond those mentioned above in relation to labour and employment matters.

SPECIFIC TRADE POLICY AREAS OF INTEREST

- Regional economic integration
- Economic Partnership Agreements
- Trade and employment
- Harmonisation of laws and policies in the region
- Tripartite FTA

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Significant changes are currently underway within the SPSF which will have an impact on its capacity to promote members' interests. The shift of the Secretariat to BOCCIM is yet to be tested and it is not clear if BOCCIM will devote any professional resources to SPSF matters – although it has indicated that it plans to employ two full-time staff in the near future. BUSA had limited capacity (part-time professional staff) but did make some progress with regards to fund-raising for specific projects, creating a website (www.sadcemployers.org) and developing a limited working relationship with the SADC Secretariat. The capacity with regards to trade policy matters is weakened further by the diversity

of membership of SPSF. Some members only represent employer interests and have an agreement at the national level not to be involved in a broader range of issues (e.g. Mauritius Employers' Federation). Other members are broad-based national business associations who have a mandate and interest in trade as well as other relevant issues such as investment and regional integration.

- Funding

There is no membership fee for the SEG. Traditionally the SEG has supported its activities through resources provided by its members (including the Secretariat support provided by BUSA in the past) as well as some donor funding for specific projects. Donors who supported the SEG include the International Labour Organisation (ILO), Southern Africa Trust, ESIPP (an EU funded programme that no longer exists) and the USAID Trade Hub.

The SPSF will charge members an annual cost to join. It is not clear yet exactly how much this will be and there is some dispute as to when it will come into force.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average:

Weak: √ but with strong potential to improve

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 0% |
| Regional level | 30% |
| International level | 70% |

ASSOCIATION OF SADC CHAMBERS OF COMMERCE AND INDUSTRY

Current President: Mr Oswell Binha
 Zimbabwe National Chamber of Commerce
 znccpresident@gmail.com / znccpresidentpa@gmail.com

Date of foundation: 1992

Number of secretariat staff: No full-time secretariat staff – Secretariat currently with BOCCIM in Botswana

Number of staff dedicated to advocacy: None

Languages spoken: English, Portuguese, French

Interests represented: Chambers of commerce and industry

Key members:

Angola Chamber of Commerce and Industry
 Associacao Industrial de Mozambique
 Botswana Chamber of Commerce, Industry and Manpower
 Confederacao das Associacoes Economicas de Mozambique
 Confederation of Tanzania Industries
 Confederation of Zimbabwe Industries
 Federation of Congolese Enterprises
 Groupement des Entreprises des Madagascar
 Lesotho Chambers of Commerce and Industry
 Malawi Confederation of Chambers of Commerce and Industry
 Mauritius Chambers of Commerce and Industry
 Namibia Chamber of Commerce
 Swaziland Chamber of Commerce and Industry

Senior members of the secretariat:

Mrs Maria Machailo-Ellis, Executive Director, BOCCIM
 Email: mellis@bccim.co.bw / lmataboge@bccim.co.bw
 Tel: + 267 395 3159
 Fax: + 267 397 3142

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The stated aim of ASCCI is to create an enabling business environment in the SADC region by effectively representing the business community on major socio-economic issues at national and regional policy decision-making levels. The Association's primary objective is to encourage governments in the region to put

into place policies and legislative instruments that are conducive to doing business in the region. In the past ASCCI has engaged in a number of activities in support of this objective including the annual survey of the SADC investment climate, regional business events and development of a toolkit for SME support.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

ASCCI has a Memorandum of Understanding with the SADC Secretariat that sees it commonly recognised as the focal point for engagement with the private sector in the region on issues of mutual interest.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Regional economic integration |
| Harmonisation of laws and policies in the region |
| Business climate |
| Investment and capital flows |
| SME development |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

ASCCI currently has no capacity to promote members' interests and is effectively dormant since the Secretariat was shut down in 2010. There is interest to attempt to revive ASCCI and an AGM was held in Johannesburg in September 2011. It is understood that a strategy session will take place in late January 2012 where a work plan for ASCCI will be developed.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|----------|
| Strong: |
| Average: |
| Weak: ✓ |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 0% |
| Regional level | 90% |
| International level | 10% |

SADC BANKING ASSOCIATION

c/- Banking Association of South Africa
32 Princess of Wales Terrace
Parktown, Johannesburg
+ 27 11 645 6706

Date of foundation: 1998

Number of secretariat staff: 3 part-time staff

Number of staff dedicated to advocacy: 1 professional part-time staff member

Languages spoken: English, Portuguese, French

Interests represented: Banking

Key members:

The Banking Association of South Africa
Mozambique Bankers Association
Angolan Bankers Association
Mauritius Bankers Association
Bankers' Association of Namibia
Bankers' Association of Zambia
Tanzania Bankers Association
Bankers' Association of Botswana.
Bankers' Association of Malawi
Bankers Association of Lesotho
Swaziland Bankers Association.
Bankers Association of Zimbabwe

Senior members of the secretariat:

Mr Cas Coovadia
Email: casc@banking.org.za

development is through the SADC Committee of Central Bank Governors. The Association is also a founding member of the SADC Business Forum (SBF) and keen to engage on wider regional issues through such a platform.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Harmonisation of laws and policies in the region |
| Business climate |
| Investment and capital flows |
| Trade in financial services |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The Association has strong capacity through its Secretariat based at the Banking Association of South Africa. The professional staff does not however have any specific knowledge on trade policy issues.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|--|
| Strong: <input checked="" type="checkbox"/> but no real interest in trade policy |
| Average: <input type="checkbox"/> |
| Weak: <input type="checkbox"/> |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|------|
| National level | 0% |
| Regional level | 100% |
| International level | 0% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The mission of the SADC Banking Association is to promote an environment in which banks can be profitable, sustainable and be able to broaden financial services in a sustainable way. The primary focus for the Association's current activities is to work with the SADC Committee of Central Bank Governors to establish a platform for integration of the payments and clearing system in the region. It has also provided training in the past on public-private partnerships in six SADC countries.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Support is provided for national level engagement by members. The primary means available to influence regional policy

MINING INDUSTRIES ASSOCIATION OF SOUTHERN AFRICA

c/o Chamber of Mines
5 Hollard Street, Johannesburg, South Africa
P O Box 61809, Marshalltown, 2107 South Africa

Date of foundation: 1998

Number of secretariat staff: 1

Number of staff dedicated to advocacy: 1

Languages spoken: English

Interests represented: Mining

Key members:

Chamber of Mines, South Africa
Botswana Council of Mines
The Chamber of Mines of Namibia
Tanzania Chamber of Mines
The Chamber of Mines of Zambia
The Chamber of Mines of Zimbabwe

Senior members of the secretariat:

Mr Jabu Maphalala
Email: jmaphalala@bullion.org.za
Tel No. +27 11 498 7212
Fax No. + 27 86 524 6619
Cell No. + 27 71 679 2770

The focus tends to be on technical regulatory matters associated with the mining industry. There is limited capacity with regards to trade and regional integration issues.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: √

Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 0% |
| Regional level | 80% |
| International level | 20% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

MIASA engages with the SADC Secretariat on an ad hoc basis on issues related to the mining industry in the region. It is a founder member of the SBF and participates in regional coordination mechanisms with other business associations.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

The Secretariat of MIASA is housed within the South African Chamber of Mines and therefore benefits from the resources available in terms of developing policy positions and advocacy strategies.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional economic integration

Harmonisation of laws and policies in the region

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

MIASA has dedicated capacity within the South African Chamber of Mines that allows it to actively promote member's interests.

FEDERATION OF EASTERN AND SOUTHERN AFRICAN ROAD TRANSPORT ASSOCIATION

c/- Mr Barney Curtis (see below)

Date of foundation: Not known

Number of secretariat staff: One full-time secretariat staff

Number of staff dedicated to advocacy: One

Languages spoken: English

Interests represented: Road transport

Key members:

Road Transport Association, South Africa

Senior members of the secretariat:

Mr Barney Curtis

Email: fesarta@iafrica.com

Tel: 011 468 5277

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The FESARTA Secretariat has built significant relationships around the region which enable it to have good access to policy makers and regional processes of interest to its members. The capacity however tends to reside within one person and it is not clear what plans are in place to build up additional expertise for the future.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: √

Weak:

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

FESARTA is active in lobbying for regulatory harmonisation on road transport issues at a regional level and has had recent success in areas such as weight loading requirements of trucks in Eastern and Southern Africa. At a broader policy level, FESARTA carries out advocacy related to promoting regional integration, including through the proposed Tripartite FTA; infrastructure development; trade facilitation; and the movement of people as it related to commercial truck drivers. FESARTA has strong, well-established relationships with the Secretariats of SADC and COMESA which allow it direct access to policymakers as part of its advocacy activities.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 0% |
| Regional level | 80% |
| International level | 20% |

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

FESARTA relies on its Secretariat to promote its interests. The Secretariat however is not well resourced and is stretched in terms of its ability to cover a wide range of issues. In addition to membership fees, FESARTA is currently receiving support from the DFID funded Trade Mark programme.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional economic integration

Harmonisation of laws and policies in the region

FEDERATION OF CLEARING & FORWARDING AGENTS ASSOCIATIONS OF SADC

Contact details: c/- Mr Joseph Musariri as below

Date of foundation: Not known

Number of secretariat staff: Two full time staff

Number of staff dedicated to advocacy: One person

Languages spoken: English, Shona

Interests represented: Freight forwarders

Key members:
Not known

Senior members of the secretariat:

Mr. Joseph Musariri

E-mail: josephmusariri@gmail.com /
joseph.musariri@yahoo.com

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

FCFAAS engages with regional policy makers on issues of interest for its members. Within SADC this has largely been in the area of customs policies and procedures where the FCFAAS has participated in the public-private dialogue process established at the regional level. The members of FCFAAS have been active participants in the national structures on customs matters that have flowed from the SADC process.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

FCFAAS has limited resources available to promote members interests. It relies on the one professional staff member of the secretariat to represent the organisation at regional policy forums. FCFAAS has built a good working relationship with the SADC Secretariat which assists in promoting its interests but this is not formalised and relies on personal contacts.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Trade facilitation

Customs policies and procedures

Transport

Regional economic integration

Harmonisation of laws and policies in the region

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

FCFAAS have been effective in promoting the interests of its members in SADC debates despite limited capacity within the organisation. This is largely due to the lobbying skills of the Secretariat which could change if key staff members were to leave. Some questions have been raised about the representivity of FCFAAS and its ability to reflect the views of its members as well as to communicate information on regional matters to the national associations of freight forwarders.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: √

Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 0% |
| Regional level | 80% |
| International level | 20% |

SOUTHERN AFRICAN CONFEDERATION OF AGRICULTURAL UNIONS

Contact details: c/- Mr Ishmael Sunga as below

Date of foundation: 1992

Number of secretariat staff: At least three staff

Number of staff dedicated to advocacy: One or two people

Languages spoken: English, Shona

Interests represented: Farmers

Key members:

Agri South Africa (AgriSA)
 Botswana Agricultural Union (BAU)
 Lesotho National Farmers' Union (LENAFU)
 Confédération des Agriculteurs Malagasy (FEKRITAMA)
 Coalition Paysanne de Madagascar – CPM
 Farmers Union of Malawi – FUM
 National Smallholder Farmers' Association of Malawi – NASFAM
 União Nacional de Camponeses – UNAC
 Namibia Agricultural Union – NAU
 Namibia National Farmers Union – NNFU
 Seychelles Farmers Association – SEYFA
 Swaziland National Agricultural Union – SNAU
 Agricultural Council of Tanzania – ACT
 Zambia National Farmers Union – ZNFU
 Zimbabwe Farmers Union - ZFU
 Commercial Farmers Union - CFU

Senior members of the secretariat:

Mr Ishmael Sunga
 Email:
 ishmael.sunga@sacau.org/info@sacau.org
 Tel: +27 12 644 0808

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Regional economic integration |
| Economic Partnership Agreements |
| Harmonisation of laws and policies in the region |
| Tripartite FTA |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

SACAU is well-capacitated to represent its members on agriculture issues but it has limited capacity in relation to broader trade policy matters. Trade and more general regional integration concerns are secondary to the main interests of SACAU which relate to support for farmers.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|------------|
| Strong: |
| Average: √ |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 20% |
| Regional level | 60% |
| International level | 20% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

SACAU provides support for its members across a wide range of areas, including representation in international and regional discussions on agriculture, food security and trade.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

SACAU has strong support from its members that enable it to be effective in promoting the interests of farmers in the region. It has a professional secretariat staff that have a good knowledge of regional processes and issues.

SOUTHERN AFRICAN ENTERPRISE NETWORK

Office of the Regional Secretariat
 P.O. Box 6329, Ausspannplatz, Windhoek, Namibia
 Tel / Fax: + 264 61 272 203
 www.saen.info

Date of foundation: 1999

Number of secretariat staff: 1 part-time staff member

Number of staff dedicated to advocacy: 1 part-time staff member

Languages spoken: English

Interests represented: Entrepreneurs in the following sectors tourism, agriculture, education, finance and manufacturing

Key members:

National networks in Angola, Lesotho, Malawi, Namibia, South Africa, Swaziland, Zambia and Zimbabwe.

Senior members of the secretariat:

Mr Jonas Capôco
 Secretary
 Email: asca@mweb.com.na or enquiries@saen.info

Mr Dannie Kamwaza
 Exco Chairman
 Tel / Fax: + 265-1-823216 / 821142
 Email: danniekamwaza@kdpmalawi.com

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The SAEN network concept and vision is the development of a business friendly environment in the region. SAEN participates in SADC Forums/Steering Committee meetings and COMESA/EAC/SADC Tripartite meetings on trade policy issues. In the past, SAEN has participated in EPA negotiations at the national and regional level as well as through the EU-SADC Business Council. The example of successful advocacy given by SAEN was its work with members to encourage greater trade with the US from the region under AGOA. SAEN has also worked with USAID in advocacy activities related to improving business competitiveness in SADC.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

SAEN has a strong working relationship with the SADC Secretariat which provides access to a range of regional discussions on issues of interest (e.g. customs and SQAM).

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Non-tariff barriers |
| Economic Partnership Agreements |
| Customs |
| Standards |
| Harmonisation of laws and policies in the region |
| Business climate |
| Tripartite FTA |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

SAEN does not currently have a strong capacity to promote members' interests as it does not have the funding for a full-time Secretariat. It relies on the voluntary participation of its members in engagements on trade policy issues. SAEN was a founding member of the SBF and relied on it as a platform from which to engage with other business associations on a range of trade policy issues in the region. Given the current weakness of the SBF, there are further limitations in the capacity of SAEN.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

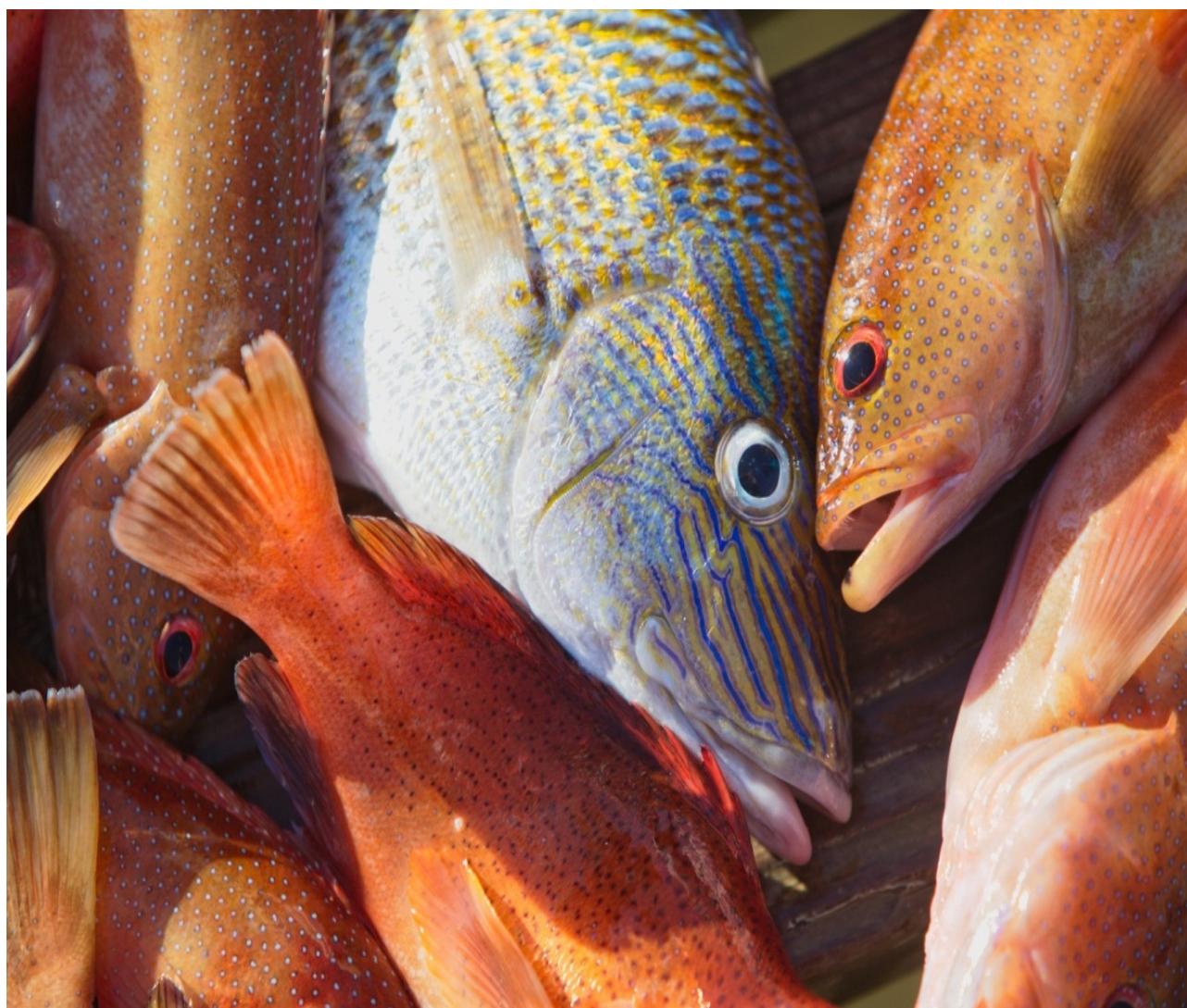
| |
|----------|
| Strong: |
| Average: |
| Weak: √ |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|------|
| National level | 0 0% |
| Regional level | 80% |
| International level | 20% |

SAEN is the Southern African member of the African Enterprise Network.

ANGOLA



Source: Flickr

ANGOLA CHAMBER OF COMMERCE AND INDUSTRY

TELEFAX + (244-2) 444566 E-mail: ccia@ebonet.net

Number of secretariat staff: 7 staff members

Languages spoken: Portuguese, some English

Interests represented: Agriculture, manufactures and services

Key members:

Ahoreshia – Associação De Hotels
 Restaurantes Similares E Catering De Angola
 Assomel - Associação Das Mulheres
 Empresárias De Luanda
 Acomil - Associação Comercial Industrial De Lunda

Senior members of the secretariat:

Alentejo Jose
josercesalentejo@hotmail.com

António Dos Santos
 Presidente
 E-mail: ccia@ebonet.net

António Tiago Gomes
 Secretário Geral
 E-mail: ccia@ebonet.net

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The Chamber promotes economic and commercial relations between its members and other entities and also seeks to enhance the competitive capacity of its members. It is also the blanket organisation that covers all other business associations for the purpose of dialogue with the government on trade policy and other issues. It is also the representative association of business in regional discussions. They cover such issues as access to finance, harmonisation of legal policies, the removal of barriers to trade and the speedy facilitation of visas. The chamber is actively involved in discussions on trade policy at a regional level, through membership of the SADC Association of Chambers of Commerce and Industry and in consultations with the SADC Secretariat.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Open communication channels with the government and lobbying as one voice.
 Good, strong relations with government

departments.
 Participation in negotiations on regional integration through membership of ASCCI. Have been invited in the past to participate in SADC Employers Group activities, including on trade issues.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Regional integration |
| Rules of origin |
| Trade in services |
| Economic Partnership Agreements |
| Trade in agriculture |
| Access to trade finance |
| Harmonisation of laws and policies in the region |
| Elimination of trade barriers |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The Angolan Chamber of Commerce and Industry is active in promoting its members interests, particularly when it comes to regional initiatives such as the SADC Association of Chambers of Commerce and Industry as well as the SADC Employers Group. They actively participate in regional integration and economic partnership agreement negotiations and seem to be recognised by the Angolan government as a critical partner and stakeholder in trade policy issues.
 The Chamber feels it is constrained in its efforts by the lack of adequate financial resources and human capacity. However, they get funding from the Norwegian Entrepreneurs Association for a project aimed at increasing the trade capacity of its members.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|---|
| Strong: <input checked="" type="checkbox"/> |
| Average: <input type="checkbox"/> |
| Weak: <input type="checkbox"/> |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 80% |
| Regional level | 15% |
| International level | 5% |

INDUSTRY ASSOCIATION OF ANGOLA – ASSOCIACAO INDUSTRIAL DE ANGOLA

Rua da Samba 171, Luanda
Tel: +244 2 828 95/338 650

Date of foundation: Information not available

Number of secretariat staff: Information not available

Number of staff dedicated to advocacy:
Information not available

Languages spoken: Portuguese, some English

Interests represented: Manufacturing (2500 companies)

Key members: Information not available

Senior members of the secretariat:
Luciano Luis, Secretario Ejecutivo
Email: domingoscomilo@hotmail.com

| ADVOCACY ACTIVITIES | |
|---------------------|-----|
| National level | 80% |
| Regional level | 15% |
| International level | 5% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

AIA represents the interests of employers and industry in discussions with government, including through a dedicated working group on 'social concentration'.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Open communication channels with the government.
Strong network of members.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Harmonisation of laws and policies in the region
Competition policy

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

AIA appears fairly well placed to promote its members interests but it was difficult to really assess this during our limited engagement.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:
Average: √
Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR

BOTSWANA



Source: Flickr

BOTSWANA CHAMBER OF COMMERCE INDUSTRY AND MANPOWER

Boccim House
 Old Lobatse Road
 Plot 5196
 Gaborone
 Tel: + 267 395 3459 - Fax: + 267 397 3142

Date of foundation: 1971

Number of secretariat staff: 17 staff members

Number of staff dedicated to advocacy: 3 professional staff

Languages spoken: English

Key members:

Companies from all industries and sectors in Botswana

Senior members of the secretariat:

Mrs Maria Machiolo-Ellis
 Executive Director
 Email: mellis@boccim.co.bw /
 lmataboge@boccim.co.bw

Mr Norman Moleele
 Email: nmoleele@boccim.co.bw

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

BOCCIM distributes information about a wide range of policy developments at an international, regional and national level to its members. It gets input in return on the priorities with regards to advocacy (including through regular surveys). BOCCIM has an extensive schedule of consultations with the Government of Botswana, including quarterly engagements with Ministers and meetings every six months with the President. There are exchanges between the BOCCIM committees and relevant senior officials as often as once a month if necessary. BOCCIM provides regular networking events for its members and undertakes trade and investment promotion missions abroad as well.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

The extensive relationship that BOCCIM has built up with the Botswana Government is its primary means available to advocate on behalf of its members. The organisation does however have a relatively small professional staff to manage such a busy schedule of meetings. BOCCIM is currently providing the

Secretariat for both ASCCI and the SADC Private Sector Forum. BOCCIM is also an active member of the Pan-African Employers Confederation and International Employers Organisation. These organisations provide means to promote members interests at a regional and international level.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Non-tariff barriers |
| Economic Partnership Agreements |
| Customs |
| Standards |
| Harmonisation of laws and policies in the region |
| Business climate |
| Tripartite FTA |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

BOCCIM has a formal relationship with the Government of Botswana that gives it one of the most advanced platforms for public-private dialogue in the region. As a result, it is relatively well-supported in terms of financial contributions from its members as well as from partners, such as the ILO, ITC and other donors. The Secretariat has been growing in size in recent years and therefore BOCCIM now has a relatively strong human capacity in a range of different areas. It does not however have a dedicated professional staff member dealing with trade and regional economic integration matters. BOCCIM has in the past relied on the support of independent consultants with regards to work in this area.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|-----------|
| Strong: ✓ |
| Average: |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 20% |
| International level | 10% |

BOTSWANA EXPORTERS AND MANUFACTURERS ASSOCIATION

P O Box AD605 ADD Gaborone
 Plot 122 Unit 7G Gaborone international Finance Park
 Tel: + (267) 3911883/4 - Fax: + (267) 3911001

Date of foundation: [Information not available]

have allowed it to provide training, market intelligence and other support for members.

Number of secretariat staff: 3 staff

Number of staff dedicated to advocacy: 1 professional staff member

Languages spoken: English

Interests represented: Exporters and manufacturing companies

Key members: Exporters – recently expanded to include manufacturing companies that do not export

Senior members of the secretariat:
 Previously:
 Mr. Evangelist Loago Raditedu, Secretary
 Email: eaob@exporters.bw
 Not yet aware who is the new Secretary.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---------------------------|
| Export promotion |
| SACU |
| Market access |
| Customs and border issues |
| Trade negotiations |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

BEMA has limited capacity to achieve its objectives. In the past this was largely driven by the Secretary who was a dynamic person who participated actively in trade policy debates. It is not yet clear if the new Secretariat staff will retain the same level of commitment and enthusiasm.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|----------|
| Strong: |
| Average: |
| Weak: ✓ |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The primary focus of BEMA is to promote exports from Botswana to the rest of Southern Africa and beyond. It is servicing a limited constituency with the number of exporting firms in Botswana limited to only 20 to 30. BEMA represents its members in policy debates via its participation in the BOCCIM processes, including regular meetings with the Trade Minister and senior officials. BEMA is invited to provide input into the development of trade negotiating positions. It organises trade missions. With a view to the small size of the exporting community in Botswana, BEMA has expanded its focus in recent years to also look at support for other manufacturing companies. This includes lobbying for support from the Government where necessary.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 20% |
| Regional level | 40% |
| International level | 40% |

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

BEMA has limited means available to promote its members interests. It largely relies on its relationship with BOCCIM to access policy making processes. BEMA has also received support from international organisations (including ITC) in the past that

LESOTHO



Source: Flickr

ASSOCIATION OF LESOTHO EMPLOYERS AND BUSINESS

PO Box 1509, Maseru, Lesotho

Tel: +266 223 15736

Email: alemp@leo.co.ls

Date of foundation: 1961

Number of secretariat staff: 3 staff members

Number of staff dedicated to advocacy: 2 staff members

Languages spoken: English

Interests represented: Employers – mainly medium and large firms including multinationals (less than 100 members)

Key members: Information not available

Senior members of the secretariat:

Mr Thabo Makeka

Executive Director

Email: makeka@leo.co.ls

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average:

Weak: ✓

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 60% |
| Regional level | 10% |
| International level | 30% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The emphasis of the activities of ALE is on legal representation of members and providing advice with regards to labour issues and disputes. It does engage in some broad-based advocacy when it is felt that the rights of employers are being jeopardised.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Through formal social dialogue with government and labour unions as well as through informal communications.

ALE is an active member of the SADC Employers Group, Pan-African Employers Confederation and the International Organisation of Employers.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Foreign direct investment

Trade promotion

Competition

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Capacity is limited especially by the lack of staff within the Secretariat of the organisation. The current Executive Director is due to retire but there is not a strong succession plan in place. Capacity building was identified as a priority by Mr Makeka.

MALAWI



Source: Flickr

MALAWI CONFEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY

Masauko Chipembere Highway
 Chichiri Trade Fair Ground
 P. O. Box 258, Blantyre
 MALAWI
 Tel: (265) 01 871 988/813 - Fax: (265) 01 871 147

Date of foundation: 1892

Number of secretariat staff: 5 staff

Number of staff dedicated to advocacy: 2 staff

Languages spoken: English

Interests represented: All sectors

Key members:

A S Investments
 ADMARC
 Africa Invest Malawi Limited
 Africa Leaf (M) Limited
 Afrox Malawi Limited

Senior members of the secretariat:

Mathews Chikankheni (President) - mccci@mccci.org
 Chancellor Kaferapanjira (CEO)
 Hope Chavula (PPD Manager) - hchavula@mccci.org
 Mrs Grace Amri (PPD)
 Mathews Chikankheni

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

To support the growth of enterprises in Malawi, MCCCCI offers a number of services to its members and the entire business community. The services include the following:

- Providing business and economic information for decision making;
- Issuing export certification documents;
- Organizing trade promotion events;
- Providing business management training;
- Representing the business community at national, regional and international fora; and
- Offering business premises to micro and small enterprises.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

To ensure a conducive environment for private sector development, MCCCCI carries out research and analyzes policies and

regulations to identify obstacles to doing business in the country. The research and analysis provides MCCCCI with a basis for lobbying on issues that need to be addressed by the government. MCCCCI uses a number of platforms in its lobbying and advocacy process. These include but are not limited to:

- Press briefings
- Business meetings
- PPD Forum

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---------------------------------|
| Regional integration |
| Rules of origin |
| Trade in services |
| Economic Partnership Agreements |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

MCCCCI has strategic offices in all the three regions of the country and is also the largest private sector umbrella organisation. It works closely with Ministry of Industry and Trade and other Ministries and Departments. World Bank through BESTAP project is funding PPD forum in order to support its advocacy role in trade policy and trade promotion and public-private dialogue promotion.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|-----------|
| Strong: √ |
| Average: |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 50% |
| Regional level | 30% |
| International level | 20% |

EMPLOYERS CONSULTATIVE ASSOCIATION OF MALAWI

Phone +2651830075 - Fax +2651830075
 Email ecam@ecammw.com - Website www.ecammw.com

| |
|--------------|
| Turin Italy. |
|--------------|

Date of foundation: 1963

Number of secretariat staff: 6 staff

Number of staff dedicated to advocacy: 2 staff

Languages spoken: English

Interests represented: Multinational corporations and SMEs

Key members:

National Bank
 G4S
 Illovo

Senior members of the secretariat:

Beyani T Munthali (beyani.m@ecammw.com)
 Barbra Chidothe (b.chidothe@ecammw.com)

| BUSINESS ADVOCACY ACTIVITIES CARRIED OUT: |
|--|
| Labour Laws Social Legislation Government PSD forums |

| MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS: |
|--|
| Governance structures Board Members Board Subcommittees Secretariat |

| SPECIFIC TRADE POLICY AREAS OF INTEREST |
|---|
| Regional integration |
| Rules of origin |
| Trade in services |
| Economic Partnership Agreements |
| Labour migration |
| Recognition of qualifications |

| REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS |
|---|
| Current capacity is insufficient. The organisation lacks resources (human and material), vehicles for mobility and IT facilities to adequately meet the demands of members. Office space is not suitable for an Employers Organisation. ECAM does not receive any other support except for technical assistance through training from the ILO conducted at the ITC in |

| ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY |
|---|
| Strong: |
| Average: |
| Weak: √ |

| GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES | |
|--|-----|
| National level | 35% |
| Regional level | 60% |
| International level | 5% |

NATIONAL ASSOCIATION OF BUSINESS WOMEN

National Association of Business Women (NABW)
Chichiri Trade Fair Grounds, P/ Bag 56
Blantyre
Malawi

Tel: +265 1 877 812 - Fax: +265 1 874 106

Email: nabw@nabwmalawi.org

Date of foundation: 1990

Number of secretariat staff: 10 staff

Number of staff dedicated to advocacy: 4 staff

Languages spoken: English

Interests represented: SMEs

Key members:

Senior members of the secretariat:

Mary Malunga (mfmalunga@nabwmalawi.org)

Gideon Mwenifumbo

(gmwenifumbo@nabwmalawi.org)

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|------------|
| Strong: |
| Average: √ |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 30% |
| International level | 0% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Centre for International Private Enterprise (CIPE) in the USA funded an advocacy program for women entrepreneurs with emphasis in; Tourism, Handicrafts, Agribusiness, Soft goods manufacture, and professional services through public/private dialogue at country level. ILO-MOWEA is funding an awareness creation and mentoring program for women

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Through provision of loans and entrepreneurship training.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration
Trade in services

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

NABW has offices in all district in the country hence well positioned to represent member interests. NABW has received support from Centre for International Private Enterprise (CIPE) and International Labour Organisation (ILO) among others to support its advocacy role for women entrepreneurs.

NATIONAL WORKING GROUP ON TRADE POLICY

P.O. Box 31764, Chichiri, Blantyre 3, Malawi
 Tel.: +265 888 562 572
 Email: secretariat@ngwtp.mw - Website.: www.nwgtp.mw

Date of foundation: November 1996

Number of secretariat staff: 2

Number of staff dedicated to advocacy: 1

Languages spoken: English

Interests represented: Exporters and importers

Key members:

Geoff Mkandawire (Chairman)
 Dyborn Chibonga
 Symon Itaye
 Hope Chavula

Senior members of the secretariat:

Nelson Nsiku
 Email: secretariat@ngwtp.mw

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The National Working Group on Trade Policy (NWGTP) is the main forum which was set up to facilitate consultations between government and stakeholders on trade policy matters. Formed in November 1996 as SADC National Working Group on Negotiations for Trade Protocol, the forum initially focused on the SADC Free Trade Area signed in Maseru, Lesotho on 24th August 1996. The TPNWG now plays a pivotal role in bringing together major stakeholders encompassing greater private sector, civil society, academia and cross-governmental department involvement on trade policy issues. The group meets regularly to discuss national trade policy issues, and prepares trade policy position papers for Malawi.

The activities include country level dialogue involving government through Ministry of Industry and Trade representing the public sector, and the private sector on the other hand. In a series of meetings and workshops, the private sector directly articulated issues of interest in the SADC protocol negotiation to the government (as a chief negotiator). This involved all issues in trade in goods. In 2011, the forum will have to mobilize and focus on trade in services. Between 2008 and 2009, activities focused on EPA negotiations. The forum lobbied for signing of the EPA with specific interest in

sugar and improved market access. The forum supported Malawi Chambers of Commerce and Industry in support for signing the EPA. However, the domestic CSO lobbying against the signing of the EPA succeeded in informing government of Malawi's decision not to sign.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

The National Working Group on Trade Policy Forum is a loose member-based organization. It is an interest group which meets quarterly. In each forum, senior government officials at Principal Secretary level represent various ministries and departments. The private sector owns the forum and determines the agenda. The second means is direct contact of the Chairman for the forum with the minister responsible. The secretariat therefore prepares a position paper for the chairman to present, discuss and seek government response on a specific issue. Thirdly, the forum shares information to targeted membership that includes senior corporate members and government officials. On weekly basis, there is communication flowing to and fro among public and private sectors. In all these mechanisms, members' interests are articulated.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---|
| Rules of origin |
| Tripartite FTA |
| Bilateral trade agreements (e.g. with Mozambique and China) |
| Regional integration |
| SADC trade in services |
| Economic Partnership Agreements |
| Agricultural standards |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

NWGTP's current capacity is insufficient this hinders its operations in the promotion of members interests. The NWGTP is financed by the private sector and the general membership in cash or kind. The Government of Malawi, through the Ministry of Trade and Private Sector Development, provide any other support whenever

available. Both the Government and the Private Sector seek donor support to finance the work of the group, its secretariat or its specialized task force.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average:

Weak: √

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 55% |
| Regional level | 40% |
| International level | 5% |

MOZAMBIQUE



Source: Flickr

**CONFEDERATION OF BUSINESS ASSOCIATIONS OF MOZAMBIQUE -
CONFEDERAÇÃO DAS ASSOCIAÇÕES ECONOMICAS DE MOÇAMBIQUE**

Street Castaneda, 120
Maputo, Mozambique
Tel + 258 21 4919 14/64/3089
Fax + 258 21 49 30 94
/ + 258 84 31 11 820 / . + 258 84 31 91 300
www.cta.org.mz

Date of foundation: 1999

Number of secretariat staff: 28

Number of staff dedicated to advocacy:
[Information not known]

Languages spoken: Portuguese, some English

Interests represented: Associations of companies that produce, distribute or sell products or services, and their federations and unions representing various sectors, such as: transport, trade, industry, civil aviation, hospitality and tourism, banking, private security, agriculture, pharmacy, shipping, advertising, public works, consulting, Currency Exchange, aesthetics, etc In total, these associations represent about 3, 500 companies with steady growth.

Key members:
Association of Entrepreneurs
Chamber of Commerce of Mozambique
Association for Enterprise Development

Senior members of the secretariat:
Alima Hussein, Executive Director
E-mail: ahussein@cta.org.mz

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

CTA carries out a wide range of activities on behalf of its members, including:

- Provision of networking opportunities
- Participation in public-private dialogue
- Training for members
- Hosting visiting delegations
- Trade and investment promotion events
- Policy lobbying and advocacy
- Input on draft legislation

One of the flagship events for CTA is its annual conference which is normally an opportunity for engagement with the Government of Mozambique at the highest levels. The event is sponsored by corporate and also assists CTA with fundraising.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

CTA has strong domestic structures with provincial committees which enable it to represent its members interests from the grassroots level up. It has a strong relationship with the Government of Mozambique (some commentators believe it is possibly too close on occasion) which enables it direct access to policymakers on a wide range of issues. CTA participates in the SADC Private Sector Forum, ASCCI and the ICC.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|-------------------------------|
| Customs and border procedures |
| Infrastructure |
| Trade facilitation |
| Regional integration |
| Trade in services |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

CTA is a relatively well-resourced business organisation (thanks to a good capacity to raise funds both from its members and other sources). It has quite a large secretariat staff and also good support from its members who often provide technical input and will represent CTA at meetings, including at the regional level.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 20% |
| International level | 10% |

**ASSOCIACAO COMERCIAL E INDUSTRIAL DE SOFALA
COMMERCIAL AND INDUSTRIAL ASSOCIATION OF SOFALA**

Contact details:
Av Poder Popular No 264 Beira, Mozambique
Tel : +258 23 325997
Website: www.acismoz.com

Date of foundation: 2000

Number of secretariat staff: 2 staff members

Number of staff dedicated to advocacy: 1 staff member

Languages spoken: Portuguese, English

Interests represented: All sectors with the exception of fisheries - companies varying in size from 1 employee to 15,000 employees, with investments of up to 6 billion USD, all legally registered formal business

Key members:

Tongaat Hulett Açucareira de Moçambique SA,
Cervejas de Moçambique, Companhia de Sena,
Delta Trading, Manica Freight Services

Senior members of the secretariat:

Carrie Davies
Email: acis@acismoz.com

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The strongly growing membership base of ACIS would appear to indicate that it has good capacity to promote members' interests. To date the focus has been on issues that are directly relevant to foreign investors and multinational corporations. Here ACIS has a strong capacity with resources available to prepare useful and well-researched information. It is not clear what ACIS' relationship with CTA and the government of Mozambique is – this will have an impact on its ability to participate in meaningful PPD on trade policy issues.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 80% |
| Regional level | 20% |
| International level | 0% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Regular engagements with the Ministry of Trade and Industry, including through the presentation of researched position papers and advocacy documents.
Attempts have been made to engage the SADC Secretariat.
Guides for investors are prepared with support of GIZ funding.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Strong network of members that provides information and input on advocacy issues.
Ability to research and prepare positions on key issues.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---|
| Removal of barriers |
| Regional integration |
| Enforcement of existing laws and requirements |
| Trade in services |

NAMIBIA



Source: Flickr

NAMIBIA CHAMBER OF COMMERCE AND INDUSTRY

No. 2 Jenner Street
 Windhoek West
 Windhoek, Namibia
 Tel. +264 61 228809 - Fax: +264 61 228009
 E-mail: ncciinfo@ncci.org.na - Website: www.ncci.org.na

Date of foundation: 1973

Number of secretariat staff: N/A

Number of staff dedicated to advocacy: N/A

Languages spoken: English

Interests represented: Manufacturing, Services

Key members: N/A

Senior members of the secretariat:

Tarah N. Shaanika, CEO
 E-mail: tnshaanika@ncci.org.na

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

NCCI undertakes activities including the provision of services for members as well as policy advocacy and lobbying on key issues.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

NCCI regularly engages with the Government of Namibia. It participates in the Namibia Trade Forum that is currently being resuscitated. The NCCI was until September 2012 the President of ASCCI.

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

It was not possible to interview the NCCI during the course of this study. The impression is that there is limited capacity in the organisation to engage on policy issues.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: √

Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 20% |
| International level | 10% |

NAMIBIAN EMPLOYERS' FEDERATION

PO Box 90194, Windhoek
 Tel: + 264 61 244 089
 Email: nefsecgen@nef.com.na - Website: www.nef.com.na

Number of secretariat staff: 1

| | |
|---------------------|-----|
| Regional level | 10% |
| International level | 10% |

Number of staff dedicated to advocacy: 1

Languages spoken: English

Interests represented: All sectors – from SMEs to MNEs with 1000 plus employees

Key members:

Abenteuer Africa Safari
 Adcon cc
 Afcor Services (Pty) Ltd

Senior members of the secretariat:

Tim Parkhouse, Secretary General
 E-mail: nefsecgen@nef.com.na

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The focus of NEF activities relates to labour and training. It does not participate in trade policy debates beyond those that arise at the SADC Employers Group and the International Organisation of Employers.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Extremely limited means available to promote members interests in the area of trade policy..

SPECIFIC TRADE POLICY AREAS OF INTEREST

Trade and employment

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

There is little interest or capacity within the NEF to participate in PPD on trade issues. This is largely due to trade not being a priority for this organisation.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average:

Weak: √

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|----------------|-----|
| National level | 80% |
|----------------|-----|

NAMIBIA AGRICULTURAL TRADE FORUM

P.O.Box 5096, Windhoek
 Tel: +264-61-379500/7
 Cell: +264-811283637
 Fax: +264-61-225371

Date of foundation: N/A

Number of secretariat staff: 3

Number of staff dedicated to advocacy: 2

Languages spoken: English, German

Interests represented: Agriculture sector – farmers, processors

Key members: 15 members including agriculture trade unions, industry boards (e.g. Namibia dairies), speciality sector associations, exporters

Senior members of the secretariat:
 Mr Jurgen Hoffmann, Special Trade Advisor

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

The primary activities of the NATF include the collection and dissemination of information to its members on developments related to the trade of agriculture products. The NATF holds regular events with guest speakers to address key issues. It participates in the Namibian delegation to trade negotiations at the regional and international level. It develops policy positions and has been an active player in the Namibia Trade Forum (it seems possible that one of the NATF staff members will take up the position as coordinator of the Forum in 2012).

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

The NATF relies on the skills and experience of its staff to promote members interests effectively. The staff are well-trained and networked into regional and global debates. The NATF works with SACAU at a regional level, especially on SPS matters. It cooperates with NCCI and the Namibian Manufacturers' Association.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---------------------------------|
| Regional integration |
| Economic Partnership Agreements |
| Tripartite Free Trade Area |

| |
|--------------------|
| SACU |
| WTO |
| Trade facilitation |
| SPS |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Despite having a very small Secretariat staff, the NATF has excellent understanding of trade policy issues and a strong ability to lobby on behalf of its members. It has built up a good level of trust from the Government of Namibia and as a result has good access to information. While the focus of the organisation is on the agricultural sector, it tends to be relied on to address broader trade policy concerns as well. The main concern is succession planning for the current professional staff members. NATF believes that one additional professional staff member would take its capacity from average to strong.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|-----------|
| Strong: ✓ |
| Average: |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 60% |
| Regional level | 20% |
| International level | 20% |

SOUTH AFRICA



Source: Flickr

BUSINESS UNITY SOUTH AFRICA

3 Gwen Lane
Sandton
Johannesburg
P.O. Box 652807
Benmore 2010
Tel: +27 (0)11 784 8000 - Fax: +27 (0)11 784 8004

Date of foundation: 2003

Number of secretariat staff: 13

Number of staff dedicated to advocacy: 8

Languages spoken: English

Interests represented: Industry sector bodies, Business professionals, Corporates, Chambers of Commerce and Industry

Key members: Business Leadership South Africa, South African Chamber of Commerce and Industry, Banking Association of South Africa, Chamber of Mines, Chemical and Allied Industries Association, Agricultural Business Chamber

Senior members of the secretariat:

Gus Mandigora
Executive Director: Trade Policy
Mobile: +27 (0)76 072 3091
E-mail: gus.mandigora@busa.org.za

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

BUSA is engaged in a wide range of activities including the following:

- Collection and dissemination of information on policy developments
- Development of private sector views on policy matters
- Advocacy including with Parliament, government officials and other stakeholders
- Participation in trade and investment promotion events
- Regular interaction with media, including through website and regular newsletters
- Limited training activities – largely in the area of anti-corruption

BUSA is an umbrella organisation and, as such, does not provide services directly to its members. Its key focus is on policy matters. BUSA is the recognised voice of business in South Africa but has recently seen some divisions amongst its membership with particular issues being raised by the black

business constituency who believe its voice is not well represented in policy debates by BUSA. This matter remains to be resolved but BUSA is interacting with the Black Business Council.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

One of the primary means available to BUSA to promote members interests is through its representation of the business constituency at the National Economic Development and Labour Council (NEDLAC). NEDLAC is a social dialogue platform which involves government, labour, business and community organisations. It is a statutory body that is required to consider policy developments, including legislation, that can have an impact on South Africa's economic development. There is a Trade and Industry Chamber within NEDLAC which has a technical committee (TESELICO) that specifically deals with trade matters. TESELICO has monthly meetings and provides a platform for BUSA to source information from government and to advocate the views of its members on a wide range of trade issues.

Outside of NEDLAC, BUSA has regular engagements with policymakers, including through a dedicated office to liaise with Parliament in Cape Town. Policy positions on trade are developed via the BUSA Standing Committee on Trade Policy.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|--|
| Trade facilitation |
| Trade negotiations, including WTO, EPA, bilaterals |
| Regional integration, including SACU, SADC, TFTA |
| Infrastructure, especially transport |
| Customs and board procedures |
| Technical barriers to trade |
| Trade related issues, including competition policy |
| Trade in services |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

BUSA is a relatively well-resourced business organisation within the context of the region. Due to the size and nature of the South African economy, it does however have an extremely extensive agenda of policy issues on which it is expected to engage. This can put a strain on the human and financial resources of BUSA with the result that regional issues, in particular, have not been able to be prioritised in recent years.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong: ✓

Average:

Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 60% |
| Regional level | 10% |
| International level | 30% |

SOUTH AFRICAN CHAMBER OF COMMERCE AND INDUSTRY

Chamber House, 24 Sturdee Avenue
 Rosebank
 Johannesburg
 2196
 South Africa

Tel: +27 11 446 3800 - Fax: + 27 11 446 3804
 E-mail: advisor@sacci.org.za - Website: <http://www.sacci.org.za>

Number of secretariat staff: 7

Number of staff dedicated to advocacy: 3

Languages spoken: English

Interests represented: Corporates and sector bodies

Key members: Numerous members – both individual companies and industry associations
Senior members of the secretariat:
 Neren Rau
 E-mail: ceo@sacci.org.za

policy issues and tends to leave this to BUSA. SACCI tends to focus on domestic issues where it has a comparative advantage through its fairly strong public profile. The capacity of SACCI to participate in trade policy debates is currently limited and does not seem to be a priority for its members.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:
 Average: √
 Weak:

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

SACCI is a member of BUSA and engages in policy advocacy largely through the BUSA Chambers Committee. It does develop its own positions on specific issues of interest to members through a small number of technical working groups. These have however been reduced in number of the years to enable a focus on the provisions of services for members instead. One of the flagship activities of SACCI is a monthly business confidence index.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 80% |
| Regional level | 10% |
| International level | 10% |

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

SACCI has a strong media profile and uses this as a means to promote its members interests. This includes good coverage on a regular basis of the business confidence index. SACCI also organises a number of high profile events each year and hosts key policymakers to address its members. TESELICO has monthly meetings and

SPECIFIC TRADE POLICY AREAS OF INTEREST

Opportunities on the African continent
 Infrastructure

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

SACCI does not have any specific professional capacity to engage on trade

BUSINESS LEADERSHIP SOUTH AFRICA

3 Rockridge Road
Parktown 2193
Tel. 27 (11) 356-4650 - Fax. 27 (11) 726-4705

Date of foundation: 1959

Infrastructure

Number of secretariat staff: 5

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Number of staff dedicated to advocacy: 3

BLSA has little internal capacity to work on trade policy matters. It relies on outside consultants to develop positions on issues of interest to its members. Due to changes under President Zuma, BLSA no longer has a fixed platform from which to engage the Government at a senior level and therefore relies on BUSA. The key concerns for BLSA remain domestic matters on which it has stronger capacity.

Languages spoken: English

Interests represented: Top 85 listed companies on the Johannesburg Stock Exchange

Key members: Anglo American, Anglo Gold Ashanti, Standard Bank, Massmart etc.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Senior members of the secretariat:
Thero Setiloane – *Chief Executive Officer*
Friede Dowie – *Director*

Strong:
Average:
Weak: √

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

BLSA focuses on coordinating the interests of its members in a number of priority areas. For 2012, BLSA will look at corruption, education and youth employment. It will develop policy positions and advocacy campaigns that will include the media, events and interaction with senior policymakers. BLSA is an active member of BUSA and tends to allow BUSA to run with trade related issues.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 80% |
| Regional level | 10% |
| International level | 10% |

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

BLSA has significant resources at its disposal through the structures of its member companies. It therefore uses external researchers to assist in the development of its positions. BLSA used to have an annual interaction with the President of South Africa through the Big Business Working Group but this has not been re-established under the administration of President Zuma. BLSA therefore tends to rely on the platforms of BUSA to advance its members interests. BLSA does however coordinate quite a few of the South African private sector engagements at the World Economic Forum (WEF) which is a useful means to monitor global issues.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration

SWAZILAND



Source: Flickr

FEDERATION OF SWAZILAND EMPLOYERS AND CHAMBERS OF COMMERCE

Emafini Business Center, Malagwane Hill
 P.O Box H100, Mbabane
 Tel: +268 404 0768
 Fax: +268 409 0051
 Email: fsecc@business-swaziland.com
 Website: www.business-swaziland.com

Date of foundation: 2003

Number of secretariat staff: 12

Number of staff dedicated to advocacy: 7

Languages spoken: English

Interests represented: Services Sector, Manufacturing and Processing, Building, Construction and Engineering, Entertainment, Hotels, Catering and Tourism, Banking and Financial Services, Transport and Logistics, Information, Communications and Technology, Motor, Agricultural Production and Agricultural Industry, Retail, Textile Garments and Apparel, Agency and Brokerage, Wholesale and Merchandise, Healthcare, Forestry, Timber and Pulp, Property, Education and Training, Professional Services – including SMEs and business women

Key members:

MTN Swaziland
 Ubombo Sugar Limited
 Royal Swaziland Sugar Corporation

Senior members of the secretariat:

Ms Zodwa Mabuza, Chief Executive Officer
 Email: zodwa@business-swaziland.com

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Facilitating trade is one of the key objectives of the FSE&CC. It was active in the (now dormant) National Trade Negotiations Forum where the FSE&CC would provide input to government on a wide-range of trade issues. On some occasions, representatives of the FSE&CC were included in government delegations to trade meetings. The FSE&CC continues to carry out research for the development of positions by the private sector on trade issues and also prepares market intelligence reports when requested. It also engages in trade promotion activities

and some training for traders.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

- Research on trade opportunities and challenges
- Business development services
- Employer of the year awards
- Active member of SADC Employers Group and International Organisation of Employers

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|-------------------------------------|
| Regional integration |
| Trade in services |
| Economic Partnership Agreements |
| Southern African Customs Union |
| Tripartite Free Trade Area |
| Customs |
| Harmonisation of regional standards |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The FSE&CC has strong professional staff with good understanding of trade policy issues. It is active in training and building capacity amongst its team so that there are a number of officers able to represent the organisation on trade matters. Many of these activities however were undertaken in the past with donor assistance. This is becoming less widely available since the global financial crisis.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong: √
 Average:
 Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 10% |
| International level | 20% |

SWAZILAND SUGAR ASSOCIATION

4th Floor, Corner Dzeliwe and Msakato Streets, Nkottotjeni Building, Mbabane
 PO Box 445
 Tel: +268 404 20372/2646/5004
 Website: www.ssa.co.sz

Date of foundation: 1964

Number of secretariat staff: 9

Number of staff dedicated to advocacy: N/A

Languages spoken: English

Interests represented: Growers and millers of sugar cane

Key members:

Swaziland Sugar Millers Association
 Swaziland Cane Growers Association

Senior members of the secretariat:

Walter Matsebula, Marketing Manager

sector. The professional advocacy staff are also well-versed in broader trade policy matters and are active participants in regional discussions.

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 50% |
| Regional level | 20% |
| International level | 30% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

SSA promotes the interests of the sugar industry in Swaziland through engagement on a range of policy issues at the national, regional and international levels. It undertakes marketing activities, provides technical support for the sugar industry, collects statistics and data, and participates in trade negotiations.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

SSA is an active member in the FSE&CC and will often represent the wider Swazi private sector on issues related to trade. It participates in the SADC Technical Committee on Sugar at a regional level. It is also a member of the International Sugar Organisation.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration
 Economic Partnership Agreements
 World Trade Organization
 SADC
 Customs
 Tripartite Free Trade Area

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

SSA is relatively well resourced and has extensive technical knowledge on the sugar

ZAMBIA



Source: Flickr

ZAMBIA CHAMBER OF COMMERCE AND INDUSTRY

Lusaka Show Grounds
 P.O. Box 30844
 Lusaka
 Tel: +260 211 252483 Fax: +260 211 253020
 Email: secretariat@zacci.co.zm

Date of foundation: 1933

Number of secretariat staff: 6

Number of staff dedicated to advocacy: 3

Languages spoken: English

Interests represented: Manufacturing, Services, Agriculture (especially processing)

Key members:

Chambers of Commerce
 Corporate Members
 Academia
 Business Associations

Senior members of the secretariat:
 Mr Geoffrey Sakulanda, President
 Mrs Prisca Chikwashi, CEO

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

ZACCI offers the full range of services expected of a Chamber of Commerce in a developing country, including policy advocacy, training for members, arranging and hosting trade and investment promotion activities, providing networking opportunities, engaging with the government and interacting with the media.

ZACCI is an active member of the Association of SADC Chambers of Commerce and Industry and the Pan-African Confederation of Chambers of Commerce and Industry. In 2011 they were exploring the possibility of joining the ICC.

In the past, ZACCI benefited from participation in a Danish funded programme – East and Southern Africa Member Business Organisations network. This group was supported to develop positions and lobby on national and regional policy issues, such as trade facilitation, taxes, transport, energy, rules of origin etc. This was considered a very useful grouping that enabled ZACCI to carry out a number of advocacy activities that it would not otherwise have been able to do.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

ZACCI has a good relationship with the Government of Zambia and has extensive consultations. There are Technical Working Groups set up under the Ministry of Commerce, Trade and Industry which involve the private sector. The focus tends to be on implementation of the National Development Plan but can cover issues of specific interest for business, such as pre-export checks.

ZACCI has developed strong relationships with other Zambian business organisations as a means to coordinate and better promote its interests.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|-------------------------------|
| Customs and border procedures |
| Trade facilitation |
| Regional integration |
| Harmonisation of standards |
| Tripartite Free Trade Area |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Lack of staff was identified by ZACCI as the biggest challenge for representing members' interests. There has not been an increase in the membership fees charged by the organisation for the last three years which has made it difficult to increase the number of professional staff employed by the Secretariat.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| | |
|------------|--|
| Strong: | |
| Average: √ | |
| Weak: | |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 60% |
| Regional level | 20% |
| International level | 20% |

ZAMBIA FEDERATION OF EMPLOYERS

1st Floor Electra House, Cairo Road, Lusaka
 PO Box 31941
 Tel: +260 21 223 340
 Email: zfe@zamnet.zm
 Website: www.zfe.co.zm

Date of foundation: 1966

Number of secretariat staff: 10

Number of staff dedicated to advocacy: 5

Languages spoken: English

Interests represented: Employers in all sectors but mainly larger enterprises from agriculture, mining, construction, hospitality, manufacturing and tourism

Key members:

Zambia Association of Manufacturers
 Zambia National Farmers Union
 Hotel and Catering Association of Zambia
 Chamber of Mines
 Zambia Construction and Civil Engineering and Building Association
 Zambia Chamber of Small and Medium Business Association

Senior members of the secretariat:
 Mr Harrington Chibanda, Executive Director

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

ZFE offers the following services to its members:

- Information and advice on labour matters
- Assistance in negotiations with labour unions
- Dispute settlement facilities
- Lobbying of government on legislation and policy

ZFE has actively engaged with government and its members on HIV/AIDS in the workplace. It has recently released research on the overall business climate in Zambia.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

- Membership of statutory boards in Zambia, including on broad economic issues.
- Regular interactions with Ministers and senior government officials.
- ZFE is active in the SADC Employers Group and as a member of the International Organisation of Employers.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|---------------------------------|
| Regional integration |
| Economic Partnership Agreements |
| Standards |
| Investment |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

ZFE does not traditionally focus on trade issues and therefore has limited capacity in this area. It is more successful in promoting its members' interests with regards to labour and employment issues where the main experience of its professional staff resides. It is in this area that ZFE can also provide training and consultancy services which help it in raising funds. The main constraint identified by ZFE was a lack of staff that are able to actively participate in trade negotiations.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|------------|
| Strong: |
| Average: √ |
| Weak: |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 10% |
| International level | 20% |

ZIMBABWE



Source: Flickr

ZIMBABWE NATIONAL CHAMBER OF COMMERCE

No. 25 Harvey Brown, Milton Park, Harare
 TEL/FAX: (+263-4)2936818
 EMAIL: INFO@ZNCC.CO.ZW
 WEBSITE: WWW.ZNCC.CO.ZW

Number of secretariat staff: 12

Number of staff dedicated to advocacy: 2

Languages spoken: English

Interests represented: Large and small manufacturing, retail and services sectors

Senior members of the secretariat:

Andrew Matiza, CEO
 Kipson Gundani, Senior Economist
 Sebenzile Mhandu, Information Officer

| GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES | |
|--|-----|
| National level | 80% |
| Regional level | 15% |
| International level | 5% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Regionally, ZNCC is part of the COMESA Business Council (CBC). Also involved in SADC's Associated Chambers of Commerce where the ZNCC's president currently is the Vice President of that body where they lobby for better trade information flows among all members.

SPECIFIC TRADE POLICY AREAS OF INTEREST

| |
|------------------------------------|
| Regional integration |
| Rules of origin |
| Trade in services |
| Harmonisation of border procedures |

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Capacity to promote member interests is severely limited by insufficient funds and limited technical staff to lobby. Currently receiving some funds to from GIZ and US CIPE to address national issues but none to address regional trade issues. Could use support to upgrade their technical capacity to address regional trade issues, particularly trade in services.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|------------|
| Strong: |
| Average: √ |
| Weak: |

EMPLOYERS CONFEDERATION OF ZIMBABWE

PO Box 158 Harare
Tel: +263 4 739 647/9

Date of foundation: 1981

Number of secretariat staff: 10 staff

Number of staff dedicated to advocacy:
N/A

Languages spoken: English

Interests represented: Employers from all sectors (55 members in total)

Key members:

Harambe Holdings
ZV Financial Holdings
Engineering, Iron and Steel Employers Association

Senior members of the secretariat:

Mr John Mufukare, Director
Email: director@emcoz.co.zw

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

| |
|----------|
| Strong: |
| Average: |
| Weak: √ |

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 70% |
| Regional level | 20% |
| International level | 10% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Lobbying and advocacy on behalf of employers, including through participation in national, regional and international (e.g. ILO) PPDs. For example, EMCOZ was part of the EU-ACP Social Partnership Forum.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Much of the lobbying activities of EMCOZ take place at informal meetings with government officials. At a regional level, EMCOZ is an active member of the SADC Employers Group and assume the Presidency in June 2011.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration
Trade and employment

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

EMCOZ has limited capacity within the Secretariat on trade policy issues. It largely relies on its members directly affected by trade policy to provide technical input into policy debates. EMCOZ lists lack of financial and human resources as its greatest capacity challenge.

ZIMBABWE FARMERS' UNION

102 FIFE AVENUE, HARARE

Tel: +263-4-251 861-7

Email: pkuipa@zfu.org.zw

Website: www.zfu.org.zw

Date of foundation: 1991

Number of secretariat staff: N/A

Number of staff dedicated to advocacy:
[Information not available]

Languages spoken: English

Interests represented: Small holder farmers

Senior members of the secretariat:

Paul Zakariya, Director

Prince Kuipa, Senior Economist

pkuipa@zfu.org.zw

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average:

Weak: ✓

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 95% |
| Regional level | 5% |
| International level | 0% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Through the Ministry of Agriculture, ZFU is a member of the national SPS Committee and contributes to policy regarding SPS standards and import control in response to SPS issues in trading partner countries. ZFU has also been involved in the formation of Commodity Exchange in Zimbabwe (COMEZ).

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Formal meetings, publication of position papers and has membership in Marketing Technical Committees nationally.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Lobbying for trade policy that protects local industries e.g. concerned about importation of products that come duty free and compete unfairly with local products.

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

The organisation's main constraint is lack of technical capacity. Although strong on organisational capacity there is need for technical assistance to enable the organisation's representatives to dialogue and participate at platforms and forums created for purposes of regional integration.

CONFEDERATION OF ZIMBABWE INDUSTRIES

31 J. CHINAMANO AVENUE, HARARE

Telephone: +263 4 251 490-6

Email : infomail@czi.co.zw

Website: www.czi.co.zw

Number of secretariat staff: 5 staff

Number of staff dedicated to advocacy: 4 staff members

Languages spoken: English

Interests represented: Large and small manufacturing sector

Key members: N/A

Senior members of the secretariat:

Kudakwashe Matare: kmatare@czi.co.zw

Clemence Machadu: smachadu@czi.co.zw

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: ✓

Weak:

GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES

| | |
|---------------------|-----|
| National level | 80% |
| Regional level | 15% |
| International level | 5% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Consultations with regional bodies, e.g. COMESA on the implementation of a Customs Union. CZI has regional meetings and workshops where it engages public and private sector regional bodies of a variety of regional issues, e.g. slow implementation of agreed plans due to bureaucracy. CZI is also part of the (ESA Business Membership Organisation, BMO) with 9 other private sector umbrella bodies. BMO meet quarterly to discuss research based position papers to enable dialogue with public sector.

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Formal meetings, workshops, presentation of research based position papers and informal meetings, e.g. breakfast meetings.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration

Rules of origin

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Would like to do more research to formulate position papers but capacity to do so is constrained by lack of funding as well outdated statistical information. Lack of funding also constrains participation in regional and international forums.

ZIMTRADE

904 Premium Close, Mount Pleasant Business Park, Harare
 TEL: (+263 4) 369 330-41
 EMAIL: CEO@ZIMTRADE.CO.ZW
 WEBSITE: WWW.ZIMTRADE.CO.ZW

Date of foundation: 1991

Number of secretariat staff: N/A

Number of staff dedicated to advocacy:
N/A

Languages spoken: English

Interests represented: Large and small exporting companies

Key members: N/A

Senior members of the Secretariat:

Crispen T Tsvarari, Acting CEO -
tsvaraict@zimtrade.co.zw
 Stanely Tupiri, Senior Trade Advisor

| GEOGRAPHICAL DISTRIBUTION OF THEIR ADVOCACY ACTIVITIES | |
|--|-----|
| National level | 60% |
| Regional level | 35% |
| International level | 5% |

BUSINESS ADVOCACY ACTIVITIES CARRIED OUT:

Lobby for removal of Tariff and Non-Tariff Barriers to trade and to simplification and harmonisation of documentation and interpretation of Rules of Origin particularly at border posts..

MEANS AVAILABLE TO PROMOTE MEMBERS INTERESTS:

Formal meetings, conferences and workshops.

SPECIFIC TRADE POLICY AREAS OF INTEREST

Regional integration

Rules of origin

REMARKS ABOUT CURRENT CAPACITY TO PROMOTE MEMBERS' INTERESTS

Their capacity is strong in terms of regional and international networks. However, resources capacity to carry out studies to enable research based lobbying is severely limited.

ASSESSMENT OF CAPACITY TO CONTRIBUTE TO PUBLIC PRIVATE DIALOGUE ON TRADE POLICY

Strong:

Average: √

Weak:

Section IV – Description of the main business organizations and their capacity to advocate

Angola

Angola Chamber of Commerce and Industry

The Angolan Chamber of Commerce and Industry is active in promoting its members interests, particularly when it comes to regional initiatives such as the SADC Association of Chambers of Commerce and Industry as well as the SADC Employers Group. They actively participate in regional integration and economic partnership agreement negotiations and seem to be recognised by the Angolan government as a critical partner and stakeholder in trade policy issues.

Industry Association of Angola

AIA appears fairly well placed to promote its members interests. Further assessment work is needed to better determine capacity.

Botswana

Botswana Chamber of Commerce Industry and Manpower (BOCCIM)

BOCCIM has a formal relationship with the Government of Botswana that gives it one of the most advanced platforms for public-private dialogue in the region. As a result, it is relatively well-supported in terms of financial contributions from its members as well as from partners, such as the ILO, ITC and other donors. The Secretariat has been growing in size in recent years and therefore BOCCIM now has a relatively strong human capacity in a range of different areas. It does not however have a dedicated professional staff member dealing with trade and regional economic integration matters. BOCCIM has in the past relied on the support of independent consultants with regards to work in this area.

Malawi

Malawi Confederation of Chambers of Commerce and Industry

MCCCI has strategic offices in all the three regions of the country and is also the largest private sector umbrella organisation. It works closely with Ministry of Industry and Trade and other Ministries and Departments. World Bank through BESTAP project is funding PPD forum in order to support its advocacy role in trade policy and trade promotion and public-private dialogue promotion. It is well placed to represent the private sector at both the national and regional levels.

National Association of Business Woman

NABW has offices in all district in the country hence well positioned to represent member interests. NABW has received support from Centre for International Private Enterprise (CIPE) and International Labour Organisation (ILO) among others to support its advocacy role for women entrepreneurs.

Mozambique

Confederation of Business Associations Mozambique (CTA)

CTA is a relatively well-resourced business organisation (thanks to a good capacity to raise funds both from its members and other sources). It has quite a large secretariat staff and also good support from its members who often provide technical input and will represent CTA at meetings, including at the regional level.

Namibia

Namibia Agricultural Trade Forum (NATF)

The NATF relies on the skills and experience of its staff to promote members interests effectively. The staff is well-trained and networked into regional and global debates. The NATF works with SACAU at a regional level, especially on SPS matters. It cooperates with NCCI and the Namibian Manufacturers' Association.

Southern Africa regional level

SADC Banking Association

The Association has strong capacity through its Secretariat based at the Banking Association of South Africa. The professional staff does not have any specific knowledge on trade policy issues but is strong regulatory reform issues.

Federation of Eastern and Southern African Road Transport Association (FESARTA)

The FESARTA Secretariat has built significant relationships around the region which enable it to have good access to policy makers and regional processes of interest to its members. The capacity however tends to reside within one person and it is not clear what plans are in place to build up additional expertise for the future.

Federation of Clearing and Forwarding Agents Association of SADC (FCFAAS)

FCFAAS have been effective in promoting the interests of its members in SADC debates despite limited capacity within the organisation. This is largely due to the lobbying skills of the Secretariat which could change if key staff members were to leave. Some questions have been raised about the representivity of FCFAAS and its ability to reflect the views of its members as well as to communicate information on regional matters to the national associations of freight forwarders.

Southern African Confederation of Agricultural Unions (SACAU)

SACAU is well-capacitated to represent its members on agriculture issues but it has limited capacity in relation to broader trade policy matters. Trade and more general regional integration concerns are secondary to the main interests of SACAU which relate to support for farmers.

South Africa

Business Unity South Africa (BUSA)

BUSA is a relatively well-resourced business organization within the context of the region. Due to the size and nature of the South African economy, it does however have an extremely extensive agenda of policy issues on which it is expected to engage. This can put a strain on the human and financial resources of BUSA with the result that regional issues, in particular, have not been able to be prioritized in recent years.

Zambia

Zambia Chamber of Commerce and Industry (ZCCI)

Lack of staff was identified by ZACCI as the biggest challenge for representing members' interests. There has not been an increase in the membership fees charged by the organisation for the last three years which has made it difficult to increase the number of professional staff employed by the Secretariat.

Zambia Federation of Employers (ZFE)

ZFE does not traditionally focus on trade issues and therefore has limited capacity in this area. It is more successful in promoting its members' interests with regards to labour and employment issues where the main experience of its professional staff resides. It is in this area that ZFE can also provide training and consultancy services which help it in raising funds. The main constraint identified by ZFE was a lack of staff that are able to actively participate in trade negotiations.

Zimbabwe

Zimbabwe National Chamber of Commerce

The FSECC has strong professional staff with good understanding of trade policy issues. It is active in training and building capacity amongst its team so that there are a number of officers able to represent the organisation on trade matters. Many of these activities however were undertaken in the past with donor assistance. This becoming less widely available since the global financial crisis.

Zimbabwe Business Council

Has potential and interest to be involved in greater advocacy but is constrained by lack a lack funding.

Zimtade

Capacity is strong in terms of regional and international networks. However, resources capacity to carry out studies to enable research based lobbying is severely limited.

Annex I: Questionnaires were sent to the following organizations

| Southern Africa Region | |
|---|-------------------------|
| Mining Industries Association of Southern Africa (MIASA) | <i>Interview</i> |
| Southern African Railways Association | <i>No response</i> |
| Southern African Telecommunications Association | <i>Not surveyed</i> |
| Association of SADC Chambers of Commerce and Industry | <i>Interviews</i> |
| Southern African Generic Medicines Association | <i>Not surveyed</i> |
| SADC Private Sector Forum | <i>Interviews</i> |
| SADC Timber Association | <i>Not surveyed</i> |
| Federation of Eastern and Southern African Road Transport Association (FESARTA) | <i>Interview</i> |
| Southern African Lumber Millers Association | <i>Not surveyed</i> |
| Southern African Enterprise Network (SAEN) | <i>Interview</i> |
| Regional Tourism Association of Southern Africa | <i>Not surveyed</i> |
| Southern African Confederation of Agricultural Unions (SACAU) | <i>Interview</i> |
| SADC Textiles and Clothing Manufacturers Association | <i>Not surveyed</i> |
| SADC Banking Association | <i>Survey</i> |
| Eastern and Southern African Dairy Association | <i>Not surveyed</i> |
| Federation of Clearing and Forwarding Agents Associations of SADC (FCFAAS) | <i>Survey</i> |
| Angola | |
| Angola Chamber of Commerce and Industry | <i>Survey/interview</i> |
| Industry Association of Angola | <i>Survey/interview</i> |
| Botswana | |
| Botswana Exporters and Manufacturers Association (BEMA) | <i>Interview</i> |
| Botswana Chamber of Commerce Industry and Manpower | <i>Interview</i> |
| South Africa | |
| Business Unity South Africa (BUSA) | <i>Interview</i> |
| Business Leadership of South Africa (BLSA) | <i>Interview</i> |
| South African Chamber of Commerce and Industry (SACCI) | <i>Interview</i> |
| South African Refrigerated Distribution Association | <i>Not surveyed</i> |
| Malawi | |
| Malawi Confederation of Chambers of Commerce and Industry | <i>Interview</i> |
| Employers Consultative Association of Malawi (ECAM) | <i>Interview</i> |
| National Association of Business Woman | <i>Interview</i> |
| Lesotho | |
| Association of Lesotho Employers and Business (ALE) | <i>Survey</i> |
| Lesotho Chamber of Commerce and Industry | <i>No response</i> |
| Swaziland | |
| Federation of Swaziland Employers and Chambers of Commerce (FSE&CC) | <i>Survey/interview</i> |
| Swaziland Sugar Association (SSA) | <i>Interview</i> |
| Zimbabwe | |
| Zimbabwe Chamber of Mines | <i>No response</i> |
| Zimbabwe National Chamber of Commerce (ZNCC) | <i>Interview</i> |
| Employers Confederation of Zimbabwe (EMCOZ) | <i>Survey</i> |
| Zimbabwe Farmer's Union | <i>Interview</i> |

BUSINESS ASSOCIATION PROFILES SOUTHERN AFRICA REGION: ADVOCACY FOR TRADE POLICY

| | |
|--|--------------------|
| Confederation of Zimbabwe Industries (CZI) | <i>Interview</i> |
| ZIMTRADE | <i>Interview</i> |
| Mozambique | |
| Associação Comercial Industrial De Sofala (ACIS) | <i>Survey</i> |
| Zambia | |
| Zambia Private Sector Forum | <i>No response</i> |
| Zambia Chamber of Commerce and Industry (ZACCI) | <i>Interview</i> |
| Zambia Federation of Employers (ZFE) | <i>Survey</i> |
| Namibia | |
| Namibia's Employers' Federation (NEF) | <i>Survey</i> |
| Namibia Agricultural Trade Forum (NAFT) | <i>Interview</i> |

ANNEX II

Malawi

Introduction

The objective of this exercise was to capture the views of umbrella private sector organizations in Malawi with respect to their capacity to participate in trade policy negotiations.

In order to achieve this, phone interviews were conducted on umbrella private sector organizations, in determining the pertinent umbrella organizations in public-private dialogue with regard to trade policy and trade promotion in SADC. From these interviews, priorities, needs and capabilities of private sector enterprises and associations with regard to PPD were determined. The private sector umbrella organisations interviewed include:

- Malawi Confederation of Chambers of Commerce and Industry (MCCCI);
- National Working Group on Trade Policy (NWGTP);
- Employers Consultative Association of Malawi (ECAM);
- National Association of Business Women (NABW); and
- Exporters Association of Malawi (EAM).

Engagement in public-private dialogue in trade policy and trade promotion

All the private sector umbrella bodies interviewed have been involved in trade policy and trade promotion in one way or the other. Parties that they have related with in this area include Government Ministries (e.g. Finance, Energy, Industry and Trade, Transport and Public Works, Economic Planning and Development and Justice & Constitutional affairs) and departments (Malawi Revenue Authority), the financial sector (Reserve Bank, Institute of Bankers), civil society, SMEs, academia and companies. Other stakeholders involved in public-private dialogue forums include donors such as the World Bank; IMF and EU.

Various private sector umbrella bodies have intervened in cross cutting issues in pursuit of their members' interests. Mainly, issues affecting business operations have received attention from public-private discussions at national level. Key utility issues such as energy and water have dominated discussions and there has been some progress in improving the enabling environment. In line with the Malawi Growth and Development Strategy, PPDs have been formed to tackle areas such as export diversification. High level forums involving the government and PS have focused on the Economic Partnership Agreement, SADC, COMESA and bilateral trade agreements.

Comment:

Inputs are mobilised from private sector associations through MCCCI as an apex body and discussed with government through the PSD Forum secretariat. This forum has been a two way initiative where the government also tables issues. The PSD Forum is a high level forum with attendance restricted to CEO's, permanent secretaries and ministers. MCCCI represents primarily members but the advocacy issues are generally generic to the whole private sector.

Interaction with public authorities to promote private sector interests in trade policy and trade promotion

In Malawi various approaches are employed by private sector bodies to interact with authorities in order to promote their members interests in trade policy and trade promotion activities. The MCCCI organises formal meetings, ad hoc meetings and other informal meetings primarily with the Ministry of Industry and

Trade (MOIT) and other ministries responsible for fostering trade promotion activities. Policy position papers, surveys, analysis and official letters to the government are used in advocacy with the government. In terms of contact and dialogue, formal quarterly forums are organised where stakeholders such as government, private companies, academia and civil society are invited, conducting studies/surveys on various subjects on private sector development. The MCCC also holds trade exhibitions to promote trade and interaction among the various players and facilitates business.

The MCCC also facilitates companies to complete export documentation and to obtain 'certificates of origin'. It also organises various business forums in conjunction with the public sector, for example the business forum between Malawi and India.

Comment:

The inputs are mobilised by MCCC convening meetings with the various sector associations and sometimes with their members to discuss sector specific issues that require to be tabled at the PPD Forum levels. Some issues are operational in nature and do require solutions on an ad hoc basis with lower level authorities.

Priority subjects for the private sector in trade policy and promotion

Trade policy: Stakeholders reported that strengthening intra-regional trade among SADC countries is key for the private sector in trade policy development. This is central to increasing trade volumes and competitiveness. Fiscal and monetary policy, particularly relative to commodity pricing and foreign currency management, and trade facilitation are also key priorities.

Trade promotion: Stakeholders indicated that value addition to commodities and services is important for trade promotion; product production methods and packaging are two of the components by which value can be added and international standards can be met.

In order to close the information gap, research, information and technology are all critical. Lack of information and poor technology has constrained productivity and the quality of product and services. Capacity strengthening and access to finance are also important for capital and export trade development. Focusing on SMEs, such businesses are mostly interested in being able to access finance at lower interest rates, in less demanding guarantee requirements and in simpler procedures for granting loans which are not readily available.

Being a landlocked country, transport and custom procedures in Malawi are major barriers that not only erode profitability and competitiveness of commodities and services but also significantly increase the cost of doing business. Stakeholders indicate that trade facilitation and cost cutting measures are critical subjects to trade policy and trade promotion.

Comments:

- SMEs are drivers of the economy in many developing countries therefore access to financing from banks is perceived as extremely pertinent to their financial well-being. SME financing feeds into capacity, production and export trade facilitation.
- Other priorities include using public/private partnerships to enhance productivity and quality in primary agriculture, lowering the market and transaction costs facing SMEs, improving the provision of utilities and finance, and increasing efficiency and capacity in the provision of customs services. There is an increase in activities in this area.

Participation in a regional platform involved in regional integration negotiations

Not all of the interviewed PS umbrella organisations participate directly in regional integration negotiations. The NWGTP is in most cases part of a government team in trade negotiations. The MCCI is currently involved in the Tripartite Free Trade Area (TFTA) negotiations¹⁸.

Most stakeholders indicate that they can play a relevant role in regional integration negotiations. Private Sector organizations should mobilize and negotiate among themselves. This may ease delays during multilateral negotiations. For those national umbrella bodies with similar organisations in other countries, such as Chambers of Commerce, it is easier to work together in order to come up with and advance a regional trade policy.

Comment:

Given the importance of trade in Malawi and its potential role in alleviating poverty, there is a need for a clear understanding of trade policy issues and an ability to analyze, identify and then effectively represent Malawi's interests in domestic, regional and multilateral trade discussions and negotiations. The NWGTP, MCCI and other NSAs have had some effective participation but they need to be more unified in their approach to government (i.e. talk with one voice on each issue)

Essential elements for private sector interests in regional integration

For a regional organisation to better represent the interests of private sector in the regional integration there is need to have a well organised and funded body with an active secretariat. In addition the development of institutional and human capacity and access to information with ability to analyse trade policies and information must be prioritised. Regional bodies must be in a position to organise business forums and exchange visits for business captains in the region where they can exchange ideas and promote knowledge sharing.

Constraints to effective participation in regional public-private dialogue

Feedback received from stakeholders indicates that lack of funding, lean human capacity and limited resources are major restraints for them to effectively participate in public-private institutions at the regional level. Limited resources constrain them to mobilise their members to attend public-private dialogue at regional level. The Information gap is another key constraint.

When asked if regional organisations could better represent the interests of their members, 60 percent of the stakeholders indicated that such an organisation would be important in advancing their interests at regional level. It was also reported that currently no such organisation exists.

Elements to enable a regional organisation to better represent private sector interests within SADC

Most of the commissioned studies in the SADC region have outlined a number of areas that increase the cost of doing business, negatively impacting on export competitiveness. Using these as a starting point, a regional organisation needs to harmonise the problems that traders face and find common solutions within member states. The publication of trade map information in the region is another element that will help to close the information gap for the private sector in trade promotion and trade policy. Stakeholders also suggest that capacity development to understand trade policy issues in the region is essential to furthering private sector development.

Comment:

Facilitating regional private sector sessions on topical issues and sector development forums such as sugar sector or horticulture sector are important elements in representing trade interests and promoting trade and policy. There have been some initiatives in the past to effectively engage NSAs in the national and regional trade processes but these have not been effectively and meaningfully implemented.

¹⁸ <http://www.mcci.org/>

Established networks/partnerships

The main partner for the private sector umbrella bodies is the government through various Ministries and Government Departments. Other major networks or partnerships are among the PS umbrella bodies themselves, NGOs, academia and civil society. In terms of technical assistance and funding, some PS umbrella bodies interviewed indicate that they have networks with donors primarily with the World Bank.

The MCCI partners with Ministries such as the Ministries of Finance, Energy, Industry and Trade, Economic Planning and Development, and agencies such as the Malawi Investment Promotion Agency and the Malawi Export Promotion Council.

The NWGTP on the other hand is the main forum which was set up to facilitate consultations between government and stakeholders on trade policy matters. They are severely constrained by a lack of funding

Private Sector umbrella organisations involvement with other donors

According to the survey most private sector umbrella bodies are engaged with other donors such as EU, DFID, UNDP, SMTP, ILO and the World Bank.

Due to its membership structure and credibility, the MCCI was chosen to host a secretariat for Public Private Dialogue Forum. Salaries of permanent staff are funded by the World Bank through the Business Environment Strengthening and Technical Assistance Project (BESTAP). This project also funds other components which are part of the government's private sector development reform strategy and runs to December 2012. An agreement exists for the MCCI to build the capacity required to continue the activities of the form after World Bank funding expires¹⁹.

Satisfaction with technical assistance received

Stakeholders indicate that technical assistance has been satisfactory to a degree through meeting aims and objectives set for the various projects. For example, ECAM has been able to lobby for the elimination of child labour in the agriculture sector – tea and tobacco farms. However, in some cases, assistance has been reported to be too short with inadequate funding and delayed disbursement which has resulted in compromised outcomes in PPD.

Implementation of technical assistance with private sector umbrella organisations

For technical assistance activities in PPD participation in trade policy and trade promotion to yield best results, stakeholders suggest a number of ways of implementing it. These include:

- Directing funding to the private sector umbrella organisation for their participation in PPD and not through government.
- Providing concrete on the job training; short, medium and long term on issues of PPD.
- Focusing on the education of the private sector on PPD.
- Supporting umbrella bodies through institutional and human capacity building and mentorship.
- Funding sector forums i.e. manufacturers association or strategic focus meetings i.e. national working group on trade policy (NWGTP).

¹⁹ <http://www.publicprivatedialogue.org/>

