



Turning BOCCIM into an APEX Body

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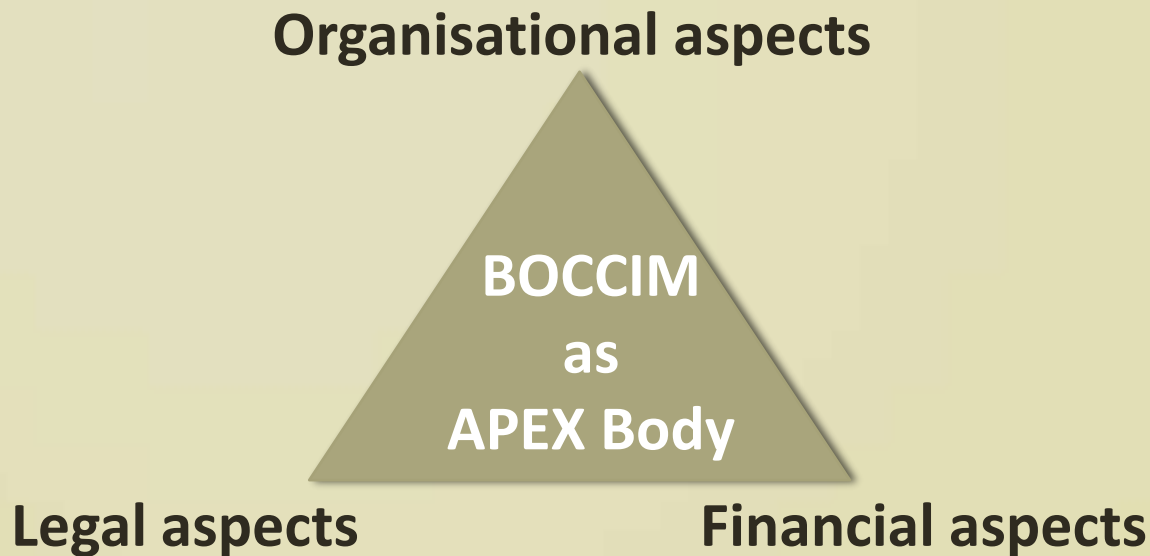


PROGRAMME

1. Objective: APEX body
2. Findings of the study
3. Roadmap towards an APEX body
4. Prerequisite conditions
5. Priority actions

1. OBJECTIVE : APEX BODY

1. *“Conduct a review of the mandates and capacity of key private sector associations and design and implement a programme to support the establishment of or strengthen BOCCIM as an **APEX BODY** to coordinate the private sector in Botswana.”*



2. FINDINGS OF APRIL STUDY TRIP

Time for creating APEX body is convenient:

- Budgetary restrictions for government
- Need for more regional integration
- To preempt a deluge of “representative” business organisations

Situation of BOCCIM:

- ADVOCACY > Business Support
- Hybrid membership structure
- Perception: Recognized for lobbying and Big events
 - Elitist, distant and poor communication

Situation of associations:

- Few bigger ones, many small ones
- Often no secretariat
- Not always member of BOCCIM
- Problems of membership payments
- Mostly focused on lobbying, few services

3. ROADMAP TOWARDS APEX BODY

- 1. New mission**
- 2. New structure: no direct company members**
- 3. Transitional structure**
- 4. Address key issues during transition period (2y)**
- 5. Strategic priorities (BOCCIM *assuming its 3 roles*)**
- 6. Financial structure**
 - Diversification + Growing**
- 7. Proposed internal organisation**
- 8. Name of APEX body**
 - Change to make clear break with past**

4. PRE-REQUISITE CONDITIONS

2 prerequisites:

- Delegation by government to BOCCIM of part of training levy (BQA)
- Quick implementation of 2 or 3 business support services

5. PRIORITY ACTIONS

- Organisation
 - New constitution
 - Implement new organisational structure, hire/shift staff
- Membership
 - Introduce new membership fee structure
 - Embark on a trust and confidence building campaign
 - Consolidate presence in the regions
- Communication
 - More, better, louder
- Advocacy
 - Obtain part of the training levy (BQA)
 - Work on limited number of cross-cutting issues in consultation with associations

5. PRIORITY ACTIONS

- Association support
 - Develop and offer training courses for board members and executives
- Commercial services
 - Develop and implement new services, at least 2 in a short time
 - Develop and implement a programme for structural partners