Molaletsa

“Molaletsa” means calling friends and family to come and assist you to complete a particular project on time.

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BDC contributes towards “Shaping graduates into professionals”
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BDC was one of the key sponsors at the IFSC career fair which was held at the Gaborone International Convention Centre (G.I.C.C) on the 11th September 2009. The corporation contributed P50 000.00 to ensure that the event whose theme was, “Shaping graduates into professionals” became a success. Speaking at the event, BDC General Manager - Management Services, Mr James Kamyuka said BDC has a responsibility in conjunction with other agencies, to give young people the opportunities and encouragement that they need, in education and training related opportunities.

He further said graduates should be assisted to explore their talents and to develop towards achieving their full potential, both in terms of participation in the labour market and in wider society. BDC was also represented by Mr Khalala Mokefane from Invoice Discounting who made his presentation on Asset Based Financing which is fairly new to Botswana market. The main objective of the career fair was to encourage youth to have an enterprising mindset in order to make their educational skills work for them in the workplace.

Stanbic managing director, Leina Gabaraane, who was the keynote speaker at the event, cautioned local graduates on complacency and mediocrity, saying such a trend was attributable to the current soaring unemployment rate as their counterparts from foreign countries with whom they have the same qualifications ride on the crest of the wave of success, holding key positions while they wander in the lurch unemployed. “We have seen jobs go to expatriates in the same fields in which we have trained our people; notwithstanding the government protection that they get, we ask ourselves why we still have expatriates in key positions when we have been training people for so long and have resources readily available in Botswana. The answer is blatantly clear: We have allowed complacency and mediocrity to be part of who we are,” he noted, at the same time warning the graduates, who flooded the Career 2009 Fair in great numbers.

In a flat world, he argued, all countries are competing for growth, jobs and resources, adding that, as a result, the local graduates were in competition with graduates from all parts of the world for jobs.

For his part, IFSC Chief Executive Officer, Allan Boshwaen reiterated the same sentiments on what the world economy is currently going through, adding that, it creates great uncertainties about job security among those who are employed or with the entrepreneurs about the survival prospects of their business.

“For those who are only starting off like some of you, you may wonder about the prospects of ever finding a suitable job or career, it becomes important, therefore, as never before to sharpen your competitiveness and skills to compete with others and raise your game,” he said. Mr. Boshwaen insisted that participation at a forum such as the career fair was one of the ways to be inspired to succeed.

After all speeches had been delivered to graduates, they had a chance to survey the stalls set up by different companies on a drive to ask questions about career and employment opportunities.
BDC Participates in Vision 2016 Awareness Month Activities

This year, BDC once again participated in the Vision 2016 awareness activities. The launch activity was held at Ledlhakeng on the 29th August 2009. The theme for the event was: Turning challenges into opportunities. The event gave BDC a chance to create public awareness to those who came to seek knowledge about the products and services that BDC has to offer. The launch also gave people from different villages from across Kweneng District an opportunity to display and sell their arts and crafts to the community of Ledlhakeng and those who attended the event. A number of government departments and parastatals were also present in support of the launch and to make the locals more aware of their products and services.

The Guest of Honour at the event was His Honour the Vice President Lieutenant General Mompati Merafhe who reminded Botswana to introspect, “Most importantly the awareness campaign alerts Botswana to the fact that the year 2016 is almost upon us, with only seven years left before we celebrate our golden jubilee.” he noted. The Vice President then paid tribute to Botswana for setting a vision for themselves, on account of the fact that the vision is a national collaborative effort and each stakeholder has an obliged to hoe his/her row.

World Tourism Day

World Tourism Day was yet another important event that BDC saw fit to take part in this year. The Annual World Tourism Day Celebration was held in Ghanzi on the 27th September 2009, constructed under the theme: Tourism celebrating diversity.

The Minister of Environment, Wildlife and Tourism, Mr. Kito Mokaila gave a key note address at the event. He said the event gave stakeholders an opportunity to interact, learn from one another and appreciate our diversity as a nation as well as the diverse natural resources that Botswana is blessed with. “We should not forget our role, being that of promoting sustainable tourism development in order to ensure continuous benefit from tourism revenue” he said. He also said the theme encourages Botswana to collaborate as stakeholders in various sectors and to have an integrated approach in diversification and addressing environmental, socio-economic and cultural issues.

Mr. Mokaila said the day’s main objective was to foster awareness among the international and local communities on the importance of tourism and its social, cultural and economic values. Furthermore, he urged Botswana to support each other in the tourism industry, spreading tourism to new geographic regions and making use of the underutilized areas in the southern and other parts of the country and to make use of the opportunities the 2010 FIFA World Cup will bring to Botswana. The celebrations also gave organizations in the private and public sectors from across Botswana the opportunity to display their products and services and educate people on their involvement in the tourism industry.
Spotlight on BDC Subsidiaries

Lobatse Clay Works launches its new Staff Uniform

On Friday 19 June 2009, LCW staff displayed their new corporate uniform to the public at its offices. Other members of the local community present at the launch were Lobatse MP, Hon. N. Modubule and former specially elected MP, Hon. M. Mbaakanyi. The event was an effort to showcase the corporate image that LCW will be projecting to its stakeholders.

In her remarks, the Sales and Marketing Manager of the company, Ms. Thelma Maswikiti said corporate wear develops a sense of unity amongst staff and also enhances the company’s brand and business values.

BECI; Offering credit insurance

Now that 2010 is almost here, focus all your time and energy on the things that matter, like pushing your sales and profits. Leave the risks and bad debts to us. Here are four facts about BECI that will make this possible.

BECI makes sure you get paid

There is nothing more demoralising than completing an order or finishing a job on time, and then not getting the money you’re owed. But there will always be people out there who are looking for ways to avoid paying up. At BECI, our role is to give you, the supplier of goods or services, a credit insurance policy that protects you against non-payment by your debtors and pays you out accordingly. Our customers have absolute peace of mind that they will get their money at the end of the day.

BECI helps with financing

A credit insurance policy is also an important strategic resource for businesses who are looking to expand their local footprint or target other countries. Our experience shows, time and again that banks give bigger loans to business that have credit insurance policies already in place. Why? Because when receivables are insured, the banks know that you’re safely positioned to expand with fewer risks.

BECI keeps dodgy dealers away

Here is a law of the business jungle: not every customer who comes your way has the intention or ability to pay you once the sale is completed. But BECI is fighting on your side. We provide our clients with highly relevant, quality, upfront information about the credit worthiness of their prospects. The business environment is a risky cut throat place. We can help eliminate that risk when dealing with people you don’t know.

SMEs: Your time has come

We do get feedback from smaller enterprises who think that credit insurance is a luxury confined to big corporations with huge turnovers. Not at all. Our charges are as little as 1% of the monthly credit sales and sometimes even less. Small businesses are especially vulnerable to non-payment, so we encourage you to contact us without wasting any more time. BECI was created to provide protection for all businesses in Botswana.

For a credit insurance service that allows you to grow your business with complete peace of mind, its time to contact BECI and learn more.

Call (+267) 3188015 or visit www.beci.co.bw

Or come in and see us at Unit 6, Kgale Mews, Gaborone International Finance Park
BDC wins first prize award in the Business Services Category

This year BDC was duly recognized with a prestigious award for its outstanding products and services, which the Corporation shared with members of the public at the just ended Global Expo Botswana 2009. BCD’s participation at the event was for purposes of relationship building with a view to lure local and international investors to make use of the Corporation’s offerings.

The theme for this year’s Global Expo was Unlocking opportunities in the current global recession. The Expo also gave BDC an opportunity to hold private meetings with potential investors and offer BCD’s services where necessary.

BDC emphasized its commitment to offering flexible financial solutions to potential investors, and to encourage commercial farmers to venture into large scale dairy farming and milk production.

BDC participates in the BOCCIM golf day

BDC participated at the BOCCIM Golf Day which was held at Phakalane Golf Estate on the 7th August 2009 by way of sponsoring prizes to the tune of P25 000.00. The event created an opportunity for different professionals from different organizations to compete against each other through playing golf.

Speaking at the prize giving awards dinner that was held that evening was the CEO of BOCCIM, Ms. Machado-Ellis, who highlighted that the annual event becomes more successful each year as more business entities in the private and government sectors get more involved by means of sponsorship and participation. BDC’s sponsorship went towards the purchasing of prizes at the dinner. Mr. Kanyuka attended the dinner on behalf of BDC and had the privilege of handing over prizes to recipients on the day.
BDC Sponsors JAB National Business Competitions to the tune of P55 000.00

Botswana Development Corporation’s long standing relationship with Junior Achievement Botswana was further strengthened as the Corporation sponsored this year’s JAB National Business Competitions held on the 19th of June at Boipuso Hall to the tune of P55 000.00. Speaking at the awards dinner, BDC’s then Marketing and Research Manager, Ms. Sametsi Ditshupu said BDC appreciates the significant role played by JAB in developing entrepreneurial skills in young people in our country, who she said are future economy drivers. She observed that BDC’s involvement with Junior Achievement Botswana started by way of sponsoring dinner tables and also having the Managing Director and other senior staff members as board members of the JAB.

BDC donates P5000.00 to Matlala CJSS

BDC, through its Corporate Social Responsibility programme donated P5000.00 to Matlala CJSS during the school’s prize-giving ceremony held on the 25th of September 2009. Speaking during the event, the Chairman of BDC’s CSR Committee, Mr. Simon Meti urged students to work hard academically and to avoid indulgence in anti-social activities that can destroy their future. He said BDC supports initiatives aimed at developing talents, skills and ideas geared towards achieving their full potential.

Other CSR donations:
- BOSETU - P3000.00
- Kalahari Conservation Society - P5000.00
- Boccim Annual Dinner - P5000.00

Fast Fact

BDC is looking for partners with the technical know-how to run dairy and milk processing facilities. In a country where the demand-supply gap can be as high as 90%, it is an extremely good investment to make. Both existing and new dairy farmers and milk processors will be considered for funding by BDC. BDC is looking to combine efforts with relevant stakeholders to ensure that Botswana is self sufficient in milk production and dairy needs.
New Management Appointments at BDC

Ms. Sametsi Ditshupo - General Manager, Business Development

In her new role as General Manager (Business Development), Ms. Ditshupo becomes one of BDC’s two senior managers and executive committee members who deputise the Managing Director of BDC. She substantively oversees all management issues and resources pertaining to the attraction of new businesses, growth and development of the Industry sector, Property Management and Development, Agribusiness & Services, Invoice Discounting and Marketing & Research. Prior to her recent appointment, she worked for the Corporation as Marketing and Research Division Manager. She has also worked for BEDIA as Investment Promotion Manager for more than five years and has accumulated wealth of knowledge and experience derived from the civil service (Ministry of Finance and Development Planning) and the United Nations in various capacities.

She holds a Bachelor of Arts in Economics and Accounting from the University of Botswana. She also earned herself a Master of Science in Economics from the University of Illinois at Urbana-Champaign in the United States of America.

Ms. Magdelene Tsiane - Chief Financial Accountant

Ms. Tsiane joined BDC in 1990 as an Assistant Accountant and rose through the ranks to the position of Principal Accountant in the Financial Accounting division. In her new role as Chief Financial Accountant, she will be responsible for the overall Financial Accounting function of BDC which ensures among others that the Corporation’s Accounting Practices are in line with International Financial Reporting Standards. Before joining BDC she had worked for Bank of Credit and Commerce for five years.

Ms. Tsiane brings into her new role a wealth of experience and knowledge which she has acquired over the years. She has a wealth of experience attained from working in different sections of the Financial Accounting Division. As a Principal Accountant, she was responsible for managing the BDC Accounting function. She also worked in BDC Property Accounting Section where she was responsible for the total financial reporting pertaining to the Corporation’s four property subsidiaries as well as the preparation of all the property subsidiaries’ budgets. At Senior Accountant level, she was responsible for maintenance of the Corporation’s loan book and equity investment accounts.

Ms. Tsiane is a Chartered Accountant (ACCA), a Member of the Association of Accountants Technicians (MAAT). She also holds a Diploma in Accounting and Business Studies which she acquired from the Botswana Institute of Administration and Commerce (BIAC). She is married with three children.

Ms. Diketsang Rantshabeng - Manager, Agribusiness and Services Division

Ms. Rantshabeng joined BDC as Agribusiness and Services Division Manager on the 2nd July 2009. Before joining BDC she was employed by National Development Bank (NDB) as Business Development Manager. She started her career with the then Ministry of Commerce and Industry in the Department of Industrial Affairs as Assistant Industrial Officer and rose through the ranks to the position of Senior Industrial Officer. She then left to join the National Development Bank as Senior Lending Officer in the Department of Business Development. Subsequently to this, she went up the ranks in various positions including Business Development Manager, Regional Manager, and Business Banking Manager.

She holds an MBA from De Montfort University, Leicester, UK and a Bachelor of Business Management, University of South Australia in Adelaide, Australia. Ms. Rantshabeng has done courses such as Project Management, Customer Relationship Management, Banking, Marketing of Financial Services to mention but a few.

Mr. Khalala Mokefane - Manager, Invoice Discounting Division

Mr. Mokefane joined BDC’s senior management team in Invoice Discounting Division Manager on October 1, 2009. He worked for three years as Principal Officer - Client Management in the same division before he was promoted to his new role. Prior to joining BDC, Mr. Mokefane worked for National Development Bank as a Business Development Analyst and Standard Chartered Bank working as a Business Credit Analyst.

He holds a Bachelor of Accountancy from the University of Botswana and he is working towards completing an MBA from the same University. Mr. Mokefane is a member of Asset Based Finance Association of the UK and also an Associate member of the Botswana Institute of Bankers. As part of his on-job training he has worked at the Royal Bank of Scotland Invoice Finance (RBSIF)-UK. He has also done several professional courses including: Effective Client Relationship Management, Credit Skill Assessment Programme, Trade Finance for SME at Nairobi (Kenya), Foundation Credit at Harare (Zimbabwe), and an Advance Debt Collection Skills (SA).
BDC is looking for partners with the technical know-how to run dairy and milk processing facilities. In a country where the demand-supply gap can be as high as 90%, it is an extremely good investment to make. Both existing and new dairy farmers and milk processors will be considered for funding by BDC. Let us combine our efforts to ensure that we are self-sufficient in milk production and dairy needs.