

Contents

Introduction: Monitoring the process of regional integration in southern Africa in 2006 <i>Anton Bösl, Willie Breytenbach, Trudi Hartzenberg, Colin McCarthy, Klaus Schade</i>	1
Progress in economic integration within SADC <i>Dirk Hansohm and Rehabeam Shilimela</i>	6
Perception of business people and non-state actors on regional integration: A SADC-wide survey <i>Mariama Deen-Swarray and Klaus Schade</i>	51
Deepening Integration in SADC - South Africa's international Trade Diplomacy: Implications for Regional Integration <i>Peter Draper, Mmatlou Kalaba and Philip Alves</i>	81
The role of political parties in regional integration in the SADC region <i>Khabele Matlosa</i>	116
Regional integration and EPA configurations in southern and eastern Africa – what are the feasible alternatives? <i>Mareike Meyn</i>	140
Policy making in SACU: From text to textiles <i>Gerhard Erasmus</i>	167
Towards the elimination of direct tax barriers to regional economic integration in southern Africa <i>Jude Amos</i>	187
The SADC Protocol on finance and investment: background, implications and prospects for deepening regional financial integration in SADC <i>Yvonne Ruf</i>	211
SADC: Towards a collective security identity? <i>Maxi Schoeman</i>	239
Does peacekeeping promote African and regional integration in Africa? <i>Willie Breytenbach</i>	263
SADC Macroeconomic Convergence Targets and Country Historical Performance <i>Annexure</i>	282
Profiles of the Authors	315

**Perception of business people and non-state actors on regional integration:
A SADC-wide survey¹**

Mariama Deen-Swarray and Klaus Schade

Introduction

The Friedrich Ebert Foundation in Botswana in close consultation with the SADC Secretariat initiated a project focusing on deepening regional integration within SADC. A survey of the business sector as well as non-state actors (NSAs) was conducted to capture perceptions on regional integration within SADC and other regional groupings. The survey was conducted in ten SADC member states, namely Botswana, Madagascar, Malawi, Mauritius, Mozambique, Namibia, South Africa, Tanzania, Zambia and Zimbabwe during the second half of 2004. Key areas of the survey were the extent to which businesses and NSAs participate in the promotion of regional integration, their perceptions on the impact of regional integration on the economy, and the business climate in the region. Another focus area was their views on the way forward for regional integration. The results obtained are merely snapshots of the views of businesses and civil society organisations. An analysis of the responses obtained from the participating countries was carried out to assess the overall support for regional integration. The results of the analysis are presented in this chapter which concentrates on regional integration within SADC. The survey attempts to capture the degree of support regional integration receives from business people as well as Non-State Actors, since integration will not work for the people if it is only a political project. The survey furthermore tries to establish whether perceptions differ within subgroups of SADC countries such as SACU or countries with dual membership of regional groupings. The information collected can help governments in addressing areas of concern.

¹ This article is a synthesis of the full report published by Friedrich Ebert Stiftung, Gaborone/Botswana. The authors are grateful for the permission granted by Friedrich Ebert Stiftung to publish the synthesis in this Yearbook.

Methodology

The aim of the survey was to provide a snapshot of perceptions within the two categories of respondents, rather than a countrywide representative picture for all economic sectors or the whole spectrum of civil society. Structured, coded questionnaires were used and a minimum of 30 and 10 completed questionnaires were required per country from the business and civil society sectors respectively. A total of 392 completed questionnaires were received from businesses in the ten participating countries, whilst 157 were received from non-state actors. Manufacturing companies as well as wholesale and retail trade businesses formed the majority of respondents in the business sector, while NSA consisted of 'other civil society organisations', 'industry associations', 'organised employers' or 'organised labour'. The poor response rate in some countries could indicate that respondents lack interest in issues concerning SADC or do not expect to reap any benefits from integration within SADC. It could also suggest that respondents are not aware of the benefits of surveys in general. It is therefore important to distribute results of the analysis more widely also among respondents to encourage a higher response rate in future.

Participation in debates on regional integration

Businesses and non-state actors alike were found to have participated or contributed in one way or another to the promotion of regional integration. This section focuses on the extent of public debate and awareness on the subject of integration in the region and the extent to which businesses and civil society have been involved in the discussion and promotion of such issues and in the making of policies to help shape the success of regional integration.

Businesses and NSAs have been involved in the public debate on issues of regional integration, though the study found that this is more often the case for NSAs. This is not surprising since business people usually have little time for general political discussions, which are more the domain of their sector's associations or other forms of representation. Responses from countries that are members of SACU or COMESA show that public debate focuses more on regional integration issues within

SADC than within COMESA and EAC. Almost 50 percent of business people and NSAs from SACU countries indicated that regional integration within COMESA is not an issue in the public debate, while only 12 percent answered the question concerning SADC in the same way. COMESA features more prominently in the public debate in countries that belong to SADC as well as COMESA. Business people (35 percent) and NSAs (18 percent) feel that integration within COMESA is not a topic in their country, while the same holds for 24 percent and 12 percent when referring to SADC. The findings are not surprising since COMESA is not an alternative to SADC for SACU member countries and hence there is not really a need for public debate. On the other hand, in some countries that belong to both – SADC and COMESA – the debate concerning the economic grouping to join is still in progress and hence both groupings are still a topic. However, if the responses are taken as an indication of the direction, it appears that SADC plays a stronger role in the public debate than COMESA.

Civil society has continued to play an important role in promoting regional integration. The survey revealed that the majority of Civil Society Organisations discussed regional integration within their organisations (68.7 percent of the respondents). Slightly less than half of them participated in workshops and seminars (47.9 percent of the respondents) concerned with these issues. But only about a quarter of NSAs actively organised workshops and seminars or published press releases. The findings suggest that NSAs are consumers rather than producers of information.

Further analysis shows that respondents from SACU member states are more involved in internal discussions concerning regional integration within SADC than within any other regional blocks. Integration within SADC (71 percent of respondents) is more often discussed within organisations that belong to both COMESA and SADC, than integration within COMESA (60 percent of respondents).

Attendance of workshops on regional integration issues is more common among NSAs than among business people in general as well as within both subregional groups – SACU and countries with dual membership. Again, the focus is clearly on SADC integration rather than on COMESA – 48 percent of NSA respondents attended workshops on SADC compared to 30 percent that attended workshops on

COMESA issues. Similar trends are found among business people – 23 percent and 12 percent respectively – though business people from countries that belong to COMESA and SADC have participated in workshops at almost the same degree – 16 percent and 13 percent respectively.

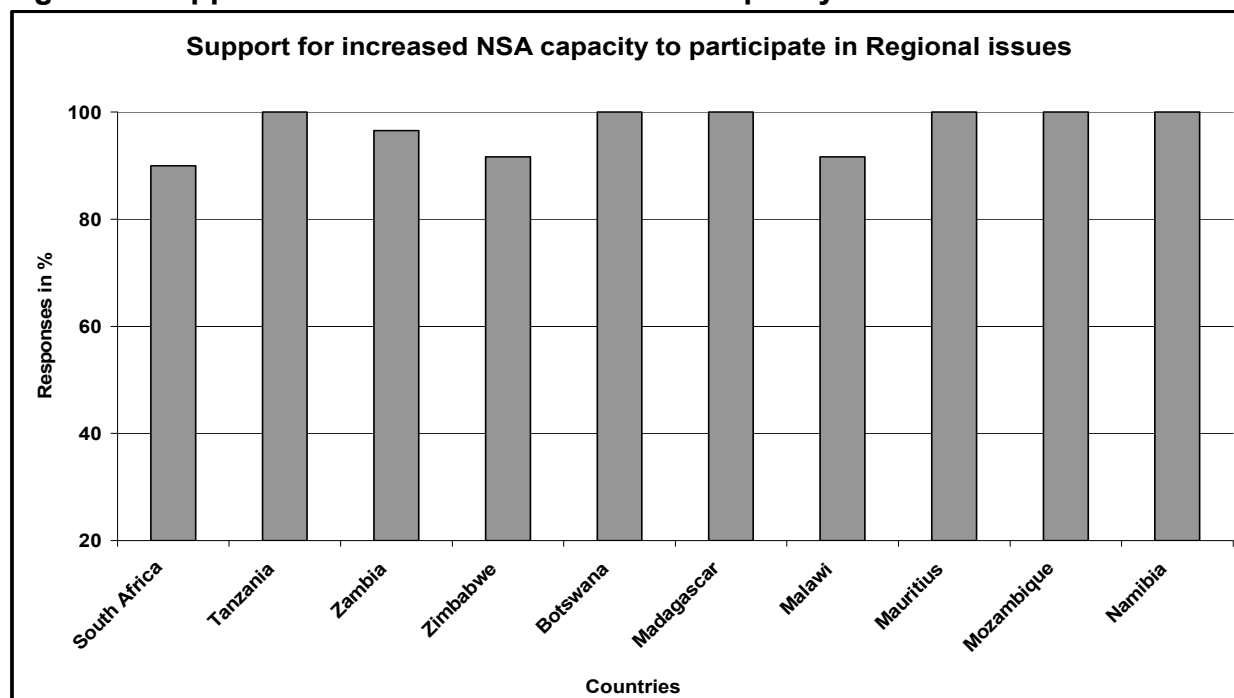
Not much is done in terms of organising workshops and seminars on regional issues. The majority of NSAs have not organised workshops, and when an event was organised, it was not done on a regular basis. Again, workshops referring to SADC issues were more common than on COMESA issues, also among NSAs from countries that are members of COMESA and SADC.

Aside from engaging in public debates or attending SADC National Committee meetings, non-state actors have also been involved in policy making both at the domestic and regional level. The study revealed that they participated more at the domestic level than the regional. Of the respondents 69.4 percent claimed that they are involved in the design of domestic policies, compared to only 26.6 percent that contribute to SADC policy design. Similar results were obtained for responses from SACU and dual-member states. This could be the result of the commitment made by member states to increase the involvement of civil society organisations in policy issues. However, the limited participation at the regional level indicates that though this commitment is being realised at the domestic level, there is still room for improvement.

Despite attempts made by NSAs to promote regional integration, there is a general concern that their participation is not fully exploited: 11.1 percent say that they participate regularly in SADC National Committee meetings, while 20 percent are member to the committee. The perception that there is a lack of involvement is further illustrated in the view expressed by over 90 percent of the respondents that the participation of NSAs in regional integration issues should be increased. This trend is supported by a country-by-country analysis. However, NSAs acknowledged that capacity building is needed in order to participate on regional issues. The vast majority and in some cases all respondents in the participating countries expressed a strong need to increase the capacity of NSAs (Figure 1). This indicates a belief that

civil society organisations can contribute more strongly to regional integration if widespread opportunity is given in the region as a whole.

Figure 1: Support for the need to increase the capacity of NSA



Perceived impact of regional integration

This section analyses the perceptions of business people and non-state actors on the impact of regional integration on their activities, on barriers faced in carrying out trade activities and on the general business climate in the region.

In general, most of the respondents from the business community strongly agreed that increased regional integration would benefit economies in the region, and would increase efficiency and competition, especially in the domestic market. Though NSAs were also positive in this regard, they gave a higher rating on how further integration would open new export opportunities as well as facilitate investments and joint-venture activities from abroad. These views are shared by respondents from SACU and dual-member countries, with over 70 percent of respondent in both categories agreeing that further integration within SADC will benefit economies and

increase domestic competition. More than half of the respondents in both regional groupings believed that efficiency and competitiveness would also increase.

Respondents from both sectors of society – business community and civil society expect an increase in migrant workers from other countries: 48 percent of business people agreed with the statement, while 31 percent disagreed and the remainder did not know – compared to 69 percent of respondents from civil society. However, the perceived influx of foreign workers is not necessarily associated with access to cheaper labour. Of the respondents from civil society 51 percent and 48 percent from the business community regard this as rather unlikely – compared to 41.5 percent and 20 percent respectively who see it as likely. But organised labour in SACU member countries is united in the view that regional integration will result in access to cheaper labour, while industry associations are split over the statement.

Some other issues, such as the employment situation, are viewed differently by business people and NSAs. While slightly more businesses people expect the unemployment rate to drop – 43.5 percent compared to 40.5 percent – slightly fewer NSAs agree with this statement – 43 percent agree compared to 44.3 percent who disagree. Furthermore, businesses were asked to indicate the effect that regional integration could have on their own business activities. Overall they are quite optimistic about positive impacts: 50.3 percent of the respondents do not expect to retrench employees, while 45.5 percent would most likely employ more workers as a result of further integration in the region. It is encouraging to note that negative impacts such as retrenchments or closing down of domestic production as a result of deeper integration received the lowest ratings, especially among the business community. The responses are similar when responses from SACU or dual-member countries are analysed.

Civil Society as well as the business community expressed the view that domestic production would increase with regional integration. The majority does not expect companies to close down their operations as a result of regional integration. Most of the respondents anticipate that increased regional integration will result in access to cheaper inputs. Exports to and imports from other SADC countries are also expected to increase. This indicates that the general perception is that not only

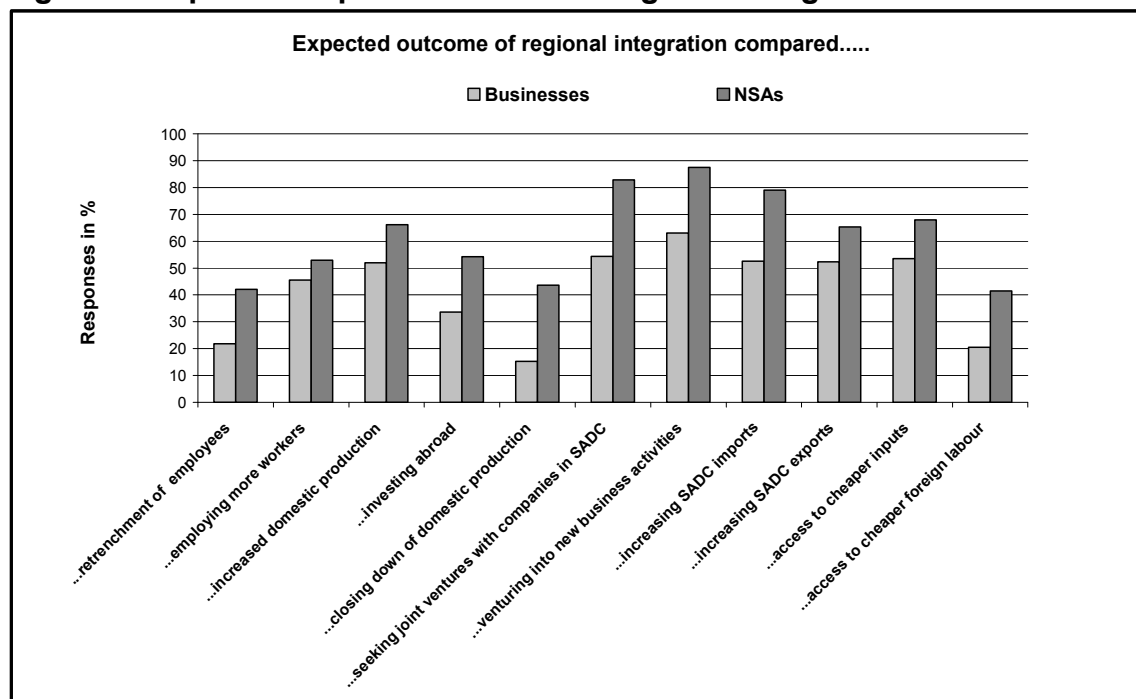
would increased regional integration boost domestic production, but it could also open up markets within and beyond the SADC region. In general the perceptions on regional integration within SADC as expressed by both NSA and business respondents is positive (Figure 2).

Analysis by sub-groups of countries showed similar results. Respondents from SACU member states are more optimistic about the potential of joint-venture and business opportunities that further integration will bring. There is also a positive expectation on increased trade in the SADC region in both directions – imports and exports. About 52 percent of business people are optimistic about an increase in imports from and exports to SADC countries. Responses from dual-member states – belonging to COMESA and SADC - expressed similar views, though in terms of trade they are more optimistic about increased import than export opportunities within SADC (56 percent and 47 percent respectively).

NSAs as well as businesses were asked to quantify the impact of regional integration on employment, production, investment and on growth in exports and imports. Overall, business people expect a stronger boost for employment than NSAs – increase of 17 percent compared to 7 percent as well as in production – 22 percent compared to 14 percent respectively. The perceptions concerning the quantitative impact on other variables are on a similar level. Respondents from SACU countries are more optimistic than businesses in general about the growth prospects for employment and investment or about the decline in input prices. NSAs in SACU countries, on the other hand, fear a 6 percent reduction in employment. However, the responses vary significantly, as indicated by the Standard Deviation. Responses from business people spread from minus 200 to plus 1,000 while responses from NSAs were in a more reasonable range – between minus 80 and plus 100. The responses indicate that there is no consistent perception among respondents on the quantitative impact of regional integration and that it was challenging to quantify the impact. Excluding extreme outliers – such as a change by plus 1,000 percent or by minus 100 percent – reduces the Standard Deviation substantially although it remains high. The perceived change in the variables is also much lower compared to including all cases, but the direction of change has not altered. Therefore we can cautiously conclude that business people perceive a positive impact of regional

integration on these variables. Applying the same methodology to NSA responses results in insignificant changes. This was expected since the responses did not feature such an extreme range of values.

Figure 2: Expected impact of increased regional integration

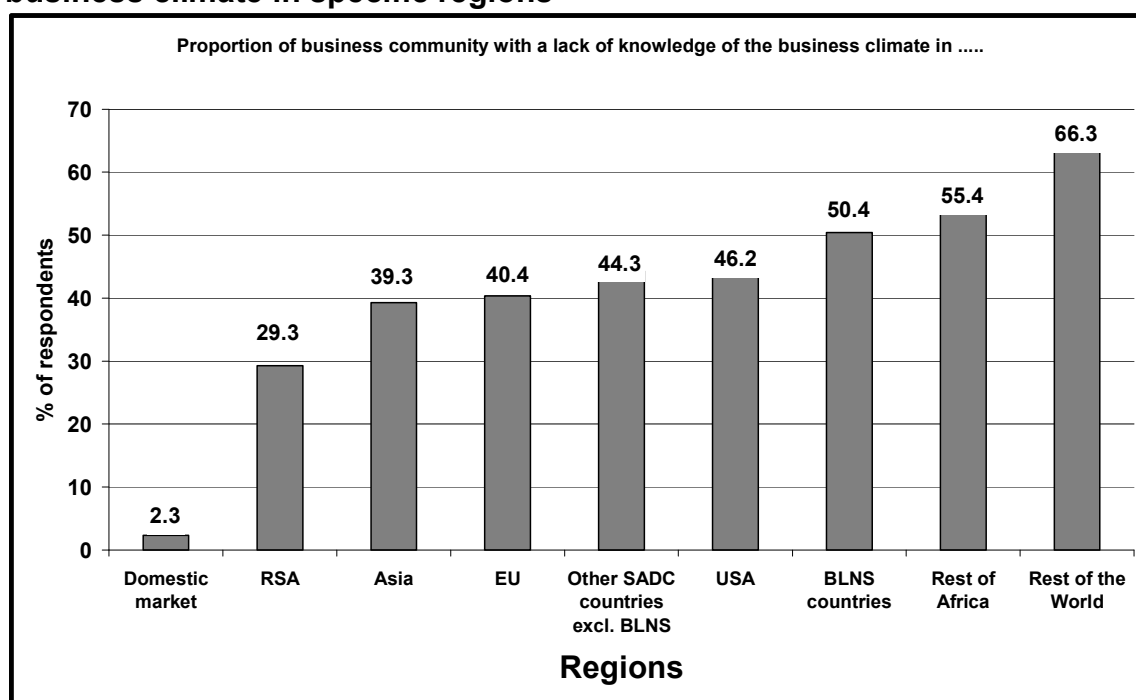


Business climate and trade in SADC

Trade promotion plays an important part in deepening regional integration. Responses from the study indicate that there are various barriers that hinder the magnitude of trade amongst SADC member states. Having a conducive business environment is required if trade and investment volume is to increase within the region. These were key focus areas of the study and according to the responses, the domestic market followed closely by the South African market were regarded as the most favourable (53.4 % and 51.9% of the respondents respectively). The business climate in other BLNS countries as well as the remaining SADC countries received very low positive ratings. Only the business climate in South Africa received a high positive rating, further attesting to the fact that it has the strongest economy in the region and therefore receives more attention than other markets in the region or abroad. Sectoral analysis also revealed that the mining sector (83.3 percent of

respondents) in particular found the South African market to be highly favourable. The lack of adequate information about regional markets was found to have influenced the responses to a certain extent. A substantial number of the respondents indicated that they are uninformed about the business climate in the BLNS and other SADC Countries. This lack of information also extends to markets beyond the region. As shown in Figure 3, there is a lack of knowledge amongst the business people about markets both in the region and beyond.

Figure 3: Proportion of business people who lacked information about the business climate in specific regions



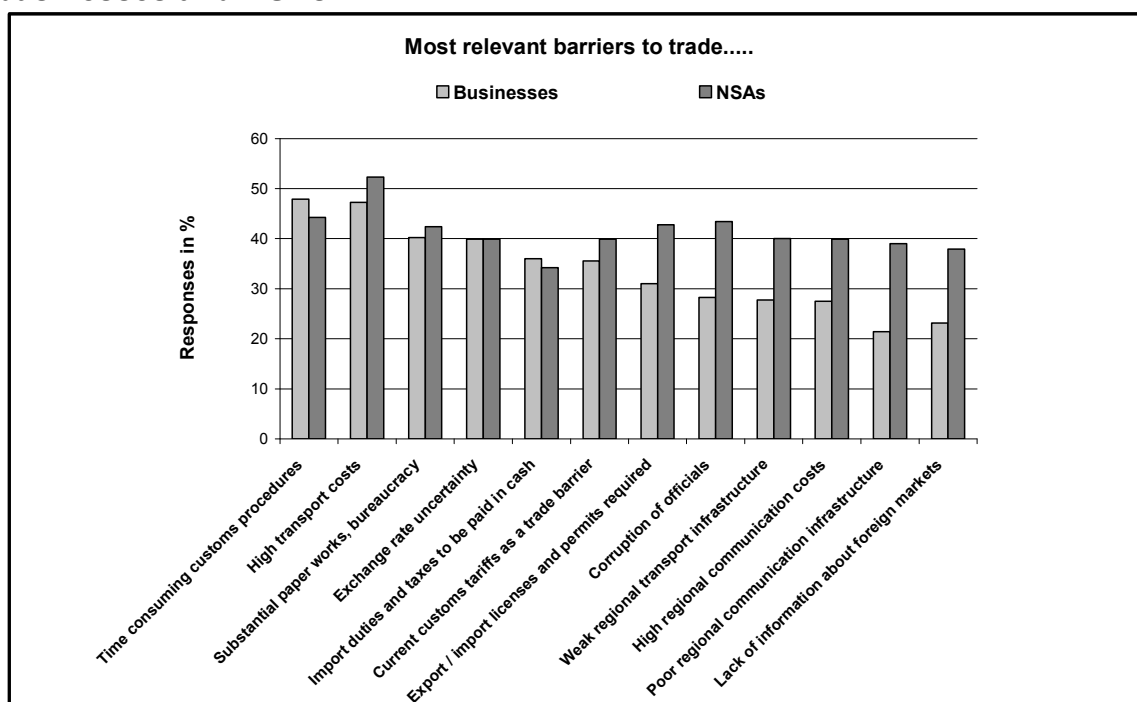
A comparison of the business climate rating by the different regional groups revealed quite similar results. Respondents from SACU member states identified the South African market as the most favourable. They also identified the domestic and Asian market as other favourable markets for doing business. Among respondents from dual-member states, the domestic market received the highest rating, followed very closely by the South African and Asian markets.

Obstacles to trade in SADC

About 43.9 percent of the respondents in the study claimed that they experience barriers when exporting and importing goods within the region; 27.9 percent stated that they do not experience any barriers whilst the remainder does not trade within SADC.

Sector-specific analysis of trade barriers experienced in the region revealed that the manufacturing sector gave the highest response to having experienced barriers. This is likely due to the fact that manufacturing companies are more prone to trade barriers than other sectors. Respondents in this sector claimed that the strongest barrier they face in conducting trade in the region is the high transport cost. The construction and the agricultural sectors also claim that they experience barriers to trade, though to a much lesser extent compared to the manufacturing sector. Time-consuming customs procedures and high transport costs were identified by businesses and NSAs alike as highly relevant barriers to trade in the region. Some of the NSA respondents claim that the presence of corrupt officials and the bureaucracy involved in obtaining papers and documents required for carrying out trade activities remain key barriers to trade. Business respondents in member states of SACU and COMESA expressed similar views on the issues of trade barriers. Both regional groups identified the high transport cost as the most relevant barrier with 87.5 and 85.7 percent of the respondents respectively. NSA respondents from dual-member states identified the poor regional communication infrastructure and the requirement of export/import licences and permits as other major hindrances to trade. Some of the most relevant barriers to trade in the region as found in this study are shown in Figure 4.

Figure 4: The most relevant trade barriers in the region identified by businesses and NSAs



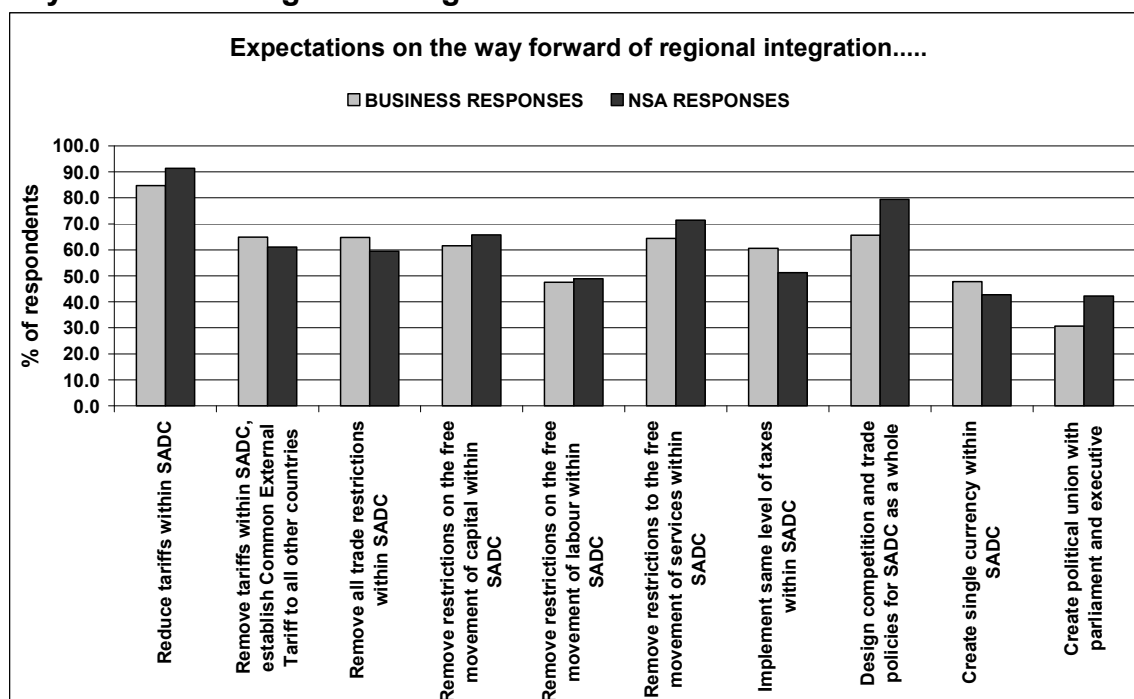
The future of regional integration

This section sought the views of the respondents as to the way forward they would like regional integration to take. Though there is widespread support for deepening integration in the region, there are areas in which concerns were raised. The issue of tariff reduction came out strongest for both the business and NSA sectors (84.8% and 91.4% respectively) as an area that should be addressed as regional integration is taken further. Most respondents in both groups also expressed the need to have in place well designed competition and trade policies for SADC as a whole. A common objective shared by both groups of respondents concerning the way forward for regional integration is that restrictions to the free movement of services within SADC be removed. In slight contrast, while the business community focuses more on the removal of tariffs within SADC and the establishment of a Common External Tariff (CET) to all other countries and the removal of all trade restrictions within the region, the non-state actors are more particular about the removal of restrictions on the free movement of capital and services within the region as well as the need to create a regional umbrella body for all NSAs.

Figure 5 shows a comparison of the expectations indicated by businesses and NSAs and it indicates that both groups share quite similar views when it comes to the future of regional integration. Respondents are less supportive of higher levels of regional integration such as a single currency and political union than of lower levels of integration. However, even a single currency received the support of almost 50 percent of business people.

Business and NSA respondents of SACU member states favour a reduction in tariffs within SADC as well as having in place well designed competition and trade policies for the region. Respondents from dual-member states expressed similar views as to the way forward for regional integration, though businesses were less supportive on the design of trade and competition policies.

Figure 5: A Comparison of the expectations of businesses and NSAs on the way forward for regional integration



Conclusion

The study found that support for regional integration within SADC is widespread amongst businesses and non-state actors alike, both at country and at sectoral

levels. The study further reveals that countries that share a dual membership with SADC and COMESA favour regional integration within SADC over integration within COMESA.

The support for and commitment to regional integration is further demonstrated in the role played by non-state actors in promoting this concept. This is often done through discussions within various organisations as well as at forums such as workshops and seminars. The results of the study, however, reveal that non-state actors' involvement in the design of policies at the SADC level is somewhat limited. The need to strengthen the capacity of these organisations to increase their contribution in regional issues is unanimous amongst responses from individual countries.

Most of the businesses in the study are positive that deeper regional integration will improve the economic situation in their respective countries, increase competition and improve efficiency among businesses. Domestic production is also expected to improve with deeper integration. Among non-state actors, ensuring deeper integration within the region is expected to open up markets and allow for new business opportunities within and beyond the region. Most economies in the region experience high unemployment rates and according to the general consensus in the study, increasing regional integration is not expected to improve this situation. There is a general concern that although deeper regional integration has its advantages, there are also downsides, notably an increase in the influx of immigrants, which is envisaged to aggravate the unemployment dilemma. However, businesses are more positive about employment creation within their own companies than on an economy-wide level, and the quantification of the impact suggests increasing employment.

In an attempt to strengthen regional integration, the issue of barriers that hinder trade should not be overlooked. Businesses claim to experience various trade barriers, notably high transport costs and time-consuming customs procedures. In order to take regional integration further, there is a strong need to have in place well designed competition and trade policies for SADC member states. The issue of trade barriers – raised in a couple of other studies as well – needs to receive greater attention in order for the Free-Trade Area envisaged for 2008 to have an impact on trade and investment in the region.

Based on this study, it can be concluded that there is great support from the business community and civil society organisations in all the countries that participated for deepening integration within SADC. Despite some shortcomings, further integration is envisaged to improve economies in the region and promote trade and business opportunities within and beyond the region.

Appendix 1 Questionnaire for the business sector

Deepening Integration in SADC

**Business perceptions about regional integration
A SADC-wide survey supported by the Friedrich Ebert Foundation**

02 August 2005



Please be assured that all information will be treated strictly confidential!

The survey refers to regional integration within SADC – the Southern Africa Development Community that consists of: Angola, Botswana, Democratic Republic of Congo (DRC), Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, United Republic of Tanzania, Zambia and Zimbabwe.

A) Company details

Company name: _____
 Contact details: _____
 Person's name: _____

Please circle always the code of your answer! One response only unless otherwise stated.

1 Please indicate the type of your business

Type	Code
Private company	1
Parastatal, public enterprise	2
Private-Public Partnership	3
Others, please state....	4

2 Please indicate the main activity your company is involved in:

Sector	Code	Sector	Code	Sector	Code
Agriculture	1	Construction	5	Tourism	9
Fishing (Marine, Inland)	2	Wholesale & retail trade	6	Others, please specify	10
Mining	3	Transport & communication	7		
Manufacturing	4	Financial services	8		

3 What is the total number of employees in your company (including yourself, contracted and casual labour)?

Number of employees	1-5	6-10	11-24	25-49	50-99	100+
Code	1	2	3	4	5	6

4 How long has your company been in operation?

	less than 2 years	2-5 years	6-10 years	more than 10 years
Code	1	2	3	4

5 What is your company's annual ... in US dollars?

Question		Value in US dollars			
		<25,000	25,000 to 50,000	50,001 to 100,000	>100,000
5.1	Turnover	1	2	3	4
5.2	Imports from within SADC	1	2	3	4
5.3	Imports from outside SADC	1	2	3	4
5.4	Exports to other SADC countries	1	2	3	4
5.5	Exports to countries outside	1	2	3	4

6 Please list the three main countries your company is exporting to in order of relevance:

Question	Country	Code (entered by interviewer!)
6.1		
6.2		
6.3		
6.4	Don't know since export agent is involved	999

7 What share of the total turnover does your company receive from sales on the local market – excluding sales to export agents – and from sales to each of the main export countries?

Question	Market	Sales in percentage
7.1	Domestic market	
7.2		
7.3		
7.4		

Note: Enter the names of the three main export destinations of the company in rows 7.2 to 7.4.

8 Are you facing competition on the domestic market from foreign companies?

Question	Country	Yes strong	Yes, moderate	Yes, weak	No	Does not apply
8.1	Republic of South Africa	1	2	3	4	5
8.2	Botswana, Lesotho, Namibia, Swaziland	1	2	3	4	5
8.3	Other SADC excluding above	1	2	3	4	5
8.4	Rest of Africa	1	2	3	4	5
8.5	EU	1	2	3	4	5
8.6	Asia	1	2	3	4	5
8.7	USA	1	2	3	4	5
8.8	Rest of the World	1	2	3	4	5
8.9	Don't know country of origin of competitor	1	2	3	4	5

B) Perceptions on regional integration within SADC

9 How would you rate the following statements? Regional integration within SADC will...

Question		Agree strongly	Agree	Disagree	Disagree strongly	Don't know
9.1	... increase competition on the domestic market	1	2	3	4	5
9.2	... reduce prices of inputs	1	2	3	4	5
9.3	... reduce prices of consumer goods	1	2	3	4	5
9.4	... result in increased efficiency of own company in order to stay competitive	1	2	3	4	5
9.5	... have positive impacts on my company's turnover	1	2	3	4	5
9.6	... have positive impacts on other domestic producers	1	2	3	4	5
9.7	... benefit the economy in general					
9.8	... provide new export opportunities	1	2	3	4	5
9.9	... provide new investment opportunities	1	2	3	4	5
9.10	... reduce unemployment rate	1	2	3	4	5
9.11	... lower costs of labour	1	2	3	4	5
9.12	... result in influx of immigrants	1	2	3	4	5
9.13	... enhance human rights situation in the country	1	2	3	4	5
9.14	... reduce political sovereignty of my country	1	2	3	4	5

10 Would your answers have differed if we had asked about regional integration within Comesa or EAC?

	Code
Yes, a lot	1
Yes, some	2
No, hardly any	3
No, not at all	4
Don't know	5

Note: Comesa Common Market for Eastern and Southern Africa
EAC East African Community

11 Do you experience barriers for exporting and importing goods to and from SADC countries?

	Code	Instruction
Yes	1	Continue with Question 12
No	2	Continue with Question 14
Does not apply, since I'm not exporting/importing to SADC	3	Continue with Question 14

12 If you experience barriers, how relevant are the following barriers?

Question	Barrier	Very relevant	Relevant	Hardly relevant	Not at all relevant	Does not apply
12.1	Customs tariffs currently employed	1	2	3	4	5
12.2	Import duties and taxes have to be paid in cash	1	2	3	4	5
12.3	Sanitary and phyto-sanitary regulations	1	2	3	4	5
12.4	Rules of origin	1	2	3	4	5
12.5	Export / import licenses and permits required	1	2	3	4	5
12.6	Lack of transparency of rules and regulations abroad	1	2	3	4	5
12.7	Time consuming customs procedures	1	2	3	4	5
12.8	Substantial paper works, bureaucracy	1	2	3	4	5
12.9	Corruption of officials	1	2	3	4	5
12.10	Lack of information about foreign markets	1	2	3	4	5
12.11	Visa requirements for travelling abroad	1	2	3	4	5
12.12	Exchange rate uncertainty	1	2	3	4	5
12.13	Risk of non-payment of customers abroad	1	2	3	4	5
12.14	No export insurance available to cover payment risks of exports	1	2	3	4	5
12.15	Poor regional communication infrastructure	1	2	3	4	5
12.16	High regional communication costs	1	2	3	4	5
12.17	Weak regional transport infrastructure	1	2	3	4	5
12.18	High transport costs	1	2	3	4	5
12.19	Weak law enforcement in export destination	1	2	3	4	5
12.20	Others (please indicate)	1	2	3	4	5

13 What are the three most relevant barriers you are facing in foreign trade?

Please enter the row number (for instance 12.1) from question 12.

Question	Level of relevance	Row number from the list above
13.1	Most relevant	
13.2	Second most relevant	
13.3	Third most relevant	

14 How would you rate the current business climate in...?

Question	Market	Very favourable	Favourable	Less favourable	Un satisfactory	Don't know
14.1	Domestic market	1	2	3	4	5
14.2	South Africa	1	2	3	4	5
14.3	Botswana, Lesotho, Namibia, Swaziland	1	2	3	4	5
14.4	Other SADC excluding above mentioned	1	2	3	4	5
14.5	Rest of Africa	1	2	3	4	5
14.6	EU	1	2	3	4	5
14.7	USA	1	2	3	4	5
14.8	Asia	1	2	3	4	5
14.9	Rest of the world	1	2	3	4	5

15 Increasing regional integration could result in my company...

Question	Statement	Likely	Unlikely	Don't know	Does not apply
15.1	... retrenching employees	1	2	3	4
15.2	... employing more workers	1	2	3	4
15.3	... increasing domestic production	1	2	3	4
15.4	... investing abroad	1	2	3	4
15.5	... closing down production in the country	1	2	3	4
15.6	... seeking joint-venture with companies in other SADC countries	1	2	3	4
15.7	... venturing into new business activities	1	2	3	4
15.8	... importing more from other SADC countries	1	2	3	4
15.9	... exporting more to other SADC countries	1	2	3	4
15.10	... having access to cheaper inputs	1	2	3	4
15.11	...having access to cheaper foreign labour	1	2	3	4

16 More specifically, please indicate by how much would ... increase/decrease in your company.

Question		Increase in %	Decrease in %
16.1	Employment		
16.2	Production		
16.3	Investment		
16.4	Exports to SADC countries		
16.5	Imports from SADC countries		
16.6	Import prices		

17 What do you think would be the annual gains your company could derive from deeper regional integration within SADC – because of improved market access, lower import costs, less bureaucracy, etc.?

Gains in local currency (...)

18 What do you think would be the annual losses your company could incur from deeper regional integration within SADC – because of increased competition, etc.?

Losses in local currency (...)

C) Policy debate concerning SADC integration

19 Is regional integration a topic in the public debate in your country?

Question		Yes, very much	Yes, but not very prominent	No	Don't know
19.1	Integration in general	1	2	3	4
19.2	SADC integration	1	2	3	4
19.3	Comesa integration	1	2	3	4
19.4	EAC integration	1	2	3	4

Note: Comesa Common Market for Eastern and Southern Africa
EAC East African Community

20 Have you attended workshops and/or seminars discussing regional integration?

Question		Yes, regularly	Yes, sometimes	No, because no workshops were offered	No, but workshops were offered	Does not apply
20.1	In general	1	2	3	4	5
20.2	SADC integration	1	2	3	4	5
20.3	Comesa integration	1	2	3	4	5
20.4	EAC integration	1	2	3	4	5
20.5						

21 Are you overall in favour of regional integration?

Question		Yes, strongly	Yes, slightly	No	Don't know
21.1	In general	1	2	3	4
21.2	SADC integration	1	2	3	4
21.3	Comesa integration	1	2	3	4
21.4	EAC integration	1	2	3	4

22 How far would you like regional integration to go?

Question	Degree of regional integration	Yes	No	Don't know
22.1	Reduce tariffs within SADC	1	2	3
22.2	Remove tariffs within SADC, establish Common External Tariff to all other countries	1	2	3
22.3	Remove all trade restrictions within SADC	1	2	3
22.4	Remove restrictions on the free movement of capital within SADC	1	2	3
22.5	Remove restrictions on the free movement of labour within SADC	1	2	3
22.6	Remove restrictions to the free movement of services within SADC	1	2	3
22.7	Implement same level of taxes within SADC	1	2	3
22.8	Design competition and trade policies for SADC as a whole	1	2	3
22.9	Create single currency within SADC	1	2	3
22.10	Create political union with parliament and executive	1	2	3

Please add what you think is relevant and is not covered above:

Thank you very much for your co-operation! As a token of appreciation, we will email you the final report on the survey later on this year.

Please return this completed questionnaire to

Appendix 2 Questionnaire for Non-State Actors

Deepening Integration in SADC

Perceptions about regional integration of Non-State Actors

A SADC-wide survey supported by the Friedrich Ebert Foundation

02 August 2005



Please be assured that all information will be treated strictly confidential!

The survey refers to regional integration within SADC – the Southern Africa Development Community that consists of: Angola, Botswana, Democratic Republic of Congo (DRC), Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, South Africa, Swaziland, United Republic of Tanzania, Zambia and Zimbabwe.

A) Details of organisation

Organisation's name: _____

Contact details: _____

Person's name: _____

Please circle the code of your answer! One response only unless otherwise stated.

1 Please indicate the type of organisation

Type	Code
Organised labour	1
Organised employer	2
Industry association	3
Other professional association	4
Other civil society organisation	5
Others, please state.....	6

2 How long has your organisation been in operation?

	less than 2 years	2-5 years	6-10 years	more than 10 years
Code	1	2	3	4

3 Are you a member of the SADC National Committee?

	Code
Yes	1
No	2

4 Are you a member of a regional umbrella organisation?

	Code
Yes	1
No	2

B) Perceptions on regional integration within SADC

5 How would you rate the following statements? Regional integration within SADC will...

Question		Agree strongly	Agree	Dis-agree	Disagree strongly	Don't know
5.1	... increase competition on the domestic market	1	2	3	4	5
5.2	... reduce prices of inputs	1	2	3	4	5
5.3	... reduce prices of consumer goods	1	2	3	4	5
5.4	... result in increased efficiency of domestic production to stay competitive	1	2	3	4	5
5.5	... have positive impacts on domestic companies' turnover	1	2	3	4	5
5.6	... benefit the economy in general					
5.7	... provide new export opportunities	1	2	3	4	5
5.8	... provide new investment opportunities	1	2	3	4	5
5.9	... reduce unemployment rate	1	2	3	4	5
5.10	... lower costs of labour	1	2	3	4	5
5.11	... result in influx of immigrants	1	2	3	4	5
5.12	... enhance human rights situation in the country	1	2	3	4	5
5.13	... reduce political sovereignty of my country	1	2	3	4	5

6 Would your answers have differed if we had asked about regional integration within Comesa or EAC?

	Code
Yes, a lot	1
Yes, some	2
No, hardly any	3
No, not at all	4
Don't know	5

Note: Comesa Common Market for Eastern and Southern Africa
 EAC East African Community

7 How relevant do you think are the following barriers to businesses in your country?

Question	Barrier	Very relevant	Relevant	Hardly relevant	Not at all relevant	Don't know
7.1	Customs tariffs currently employed	1	2	3	4	5
7.2	Import duties and taxes have to be paid in cash	1	2	3	4	5
7.3	Sanitary and phyto-sanitary regulations	1	2	3	4	5
7.4	Rules of origin	1	2	3	4	5
7.5	Export / import licenses and permits required	1	2	3	4	5
7.6	Lack of transparency of rules and regulations abroad	1	2	3	4	5
7.7	Time consuming customs procedures	1	2	3	4	5
7.8	Substantial paper works, bureaucracy	1	2	3	4	5
7.9	Corruption of officials	1	2	3	4	5
7.10	Lack of information about foreign markets	1	2	3	4	5
7.11	Visa requirements for travelling abroad	1	2	3	4	5
7.12	Exchange rate uncertainty	1	2	3	4	5
7.13	Risk of non-payment of customers abroad	1	2	3	4	5
7.14	No export insurance available to cover payment risks of exports	1	2	3	4	5
7.15	Poor regional communication infrastructure	1	2	3	4	5
7.16	High regional communication costs	1	2	3	4	5
7.17	Weak regional transport infrastructure	1	2	3	4	5
7.18	High transport costs	1	2	3	4	5
7.19	Weak law enforcement in export destination	1	2	3	4	5
7.20	Others (please indicate)	1	2	3	4	5

8 What do you think are the three most relevant barriers to imports and exports?

Please enter the row number (for instance 7.3 from question 7.)

Question	Level of relevance	Please enter code from the list above
8.1	Most relevant	
8.2	Second most relevant	
8.3	Third most relevant	
8.4	Don't know	999

9 How do you think regional integration will impact on businesses in your country?

Question	Statement	Likely	Unlikely	Don't know
9.1	... retrenching employees	1	2	3
9.2	... employing more workers	1	2	3
9.3	... increasing domestic production	1	2	3
9.4	... investing abroad	1	2	3
9.5	... closing down production in the country	1	2	3
9.6	... seeking joint-venture with companies in other SADC countries	1	2	3
9.7	... venturing into new business activities	1	2	3
9.8	... importing more from other SADC countries	1	2	3
9.9	... exporting more to other SADC countries	1	2	3
9.10	... having access to cheaper inputs	1	2	3
9.11	...having access to cheaper foreign labour	1	2	3

10 More specifically, please indicate by how much could ... increase/decrease in your country.

Question		Increase in %	Decrease in %	Don't know
10.1	Employment			999
10.2	Production			999
10.3	Investment			999
10.4	Exports to SADC			999
10.5	Imports from SADC			999
10.6	Input prices			999

11 How do you think regional integration within SADC will impact on the policy involvement of Non-State Actors in your country?

Impact	Code
Strengthen strongly	1
Strengthen slightly	2
Weaken slightly	3
Weaken strongly	4
No changes expected	5
Don't know	6

12 Has your organisation been involved in the design of domestic policies?

	Code
Yes	1
No	2

13 Has your organisation been involved in the design of SADC policies?

	Code
Yes	1
No	2

14 How do you think regional integration will impact on your organisation's policy influence in your country?

Impact	Code
Strengthen strongly	1
Strengthen slightly	2
Weaken slightly	3
Weaken strongly	4
No changes expected	5
Don't know	6
Does not apply	7

C) Policy debate concerning SADC integration

15 Is regional integration a topic in the public debate in your country?

Question		Yes, very much	Yes, but not very prominent	No	Don't know
15.1	Integration in general	1	2	3	4
15.2	SADC integration	1	2	3	4
15.3	Comesa integration	1	2	3	4
15.4	EAC integration	1	2	3	4

Note: Comesa Common Market for Eastern and Southern Africa

EAC East African Community

16 Have you discussed the impacts of regional integration in your organisation?

Question		Yes, regularly	Yes, sometimes	No	Don't know
16.1	Integration in general	1	2	3	4
16.2	SADC integration	1	2	3	4
16.3	Comesa integration	1	2	3	4
16.4	EAC integration	1	2	3	4

17 Has your organisation organised public workshops and/or seminars to discuss regional integration?

Question		Yes, regularly	Yes, sometimes	No	Don't know	Does not apply
17.1	Integration in general	1	2	3	4	5
17.2	SADC integration	1	2	3	4	5
17.3	Comesa integration	1	2	3	4	5
17.4	EAC integration	1	2	3	4	5
17.5						

18 Has your organisation taken any other measures such as press releases to raise the issue of regional integration?

Question		Yes, regularly	Yes, sometimes	No	Don't know	Does not apply
18.1	Integration in general	1	2	3	4	5
18.2	SADC integration	1	2	3	4	5
18.3	Comesa integration	1	2	3	4	5
18.4	EAC integration	1	2	3	4	5
18.5						

19 Has your organisation attended workshops and/or seminars discussing regional integration?

Question		Yes, regularly	Yes, sometimes	No, because no workshops were offered	No, but workshops were offered	Don't know	Does not apply
19.1	In general	1	2	3	4	5	6
19.2	SADC	1	2	3	4	5	6
19.3	Comesa	1	2	3	4	5	6
19.4	EAC integration	1	2	3	4	5	6
19.5							
19.6							

20 Has your organisation been invited to SADC National Committee meetings?

	Code
Yes, regularly	1
Yes, sometimes	2
No	3
Don't know	4

21 Has your organisation participated in SADC National Committee meetings?

	Code
Yes, regularly	1
Yes, sometimes	2
No, but was invited	3
No, was not invited	4
Don't know	5

22 Do you think there is a need to increase the capacity among Non-State Actors to participate in committees on regional issues?

	Code
Yes	1
No	2

23 If you think there is a need for capacity building, what kind of capacity building would you suggest?

24 Are you overall in favour of regional integration?

Question		Yes, strongly	Yes, slightly	No	Don't know
24.1	In general	1	2	3	4
24.2	SADC integration	1	2	3	4
24.3	Comesa integration	1	2	3	4
24.4	EAC integration	1	2	3	4

25 How far would you like regional integration to go?

Question	Degree of regional integration	Yes	No	Don't know
25.1	Reduce tariffs within SADC	1	2	3
25.2	Remove tariffs within SADC, establish Common External Tariff to all other countries	1	2	3
25.3	Remove all trade restrictions within SADC	1	2	3
25.4	Remove restrictions on the free movement of capital within SADC	1	2	3
25.5	Remove restrictions on the free movement of labour within SADC	1	2	3
25.6	Remove restrictions to the free movement of services within SADC	1	2	3
25.7	Implement same level of taxes within SADC	1	2	3
25.8	Design competition and trade policies for SADC as a whole	1	2	3
25.9	Create single currency within SADC	1	2	3
25.10	Create political union with parliament and executive	1	2	3
25.11	Create regional umbrella organisation of Non-State Actors			

Please add what you think is relevant and is not covered above:

Thank you very much for your co-operation! As a token of appreciation, we will email you the final report on the survey later on this year.

