



REPUBLIC OF NAMIBIA

MINISTRY OF ENVIRONMENT, FORESTRY AND TOURISM

**RESPONSE BY HON. POHAMBA SHIFETA (MP), MINISTER
OF ENVIRONMENT, FORESTRY AND TOURISM TO
QUESTIONS RAISED BY HON. EDSON E. ISAAKS ON
CONSERVANCIES AS WELL AS TOURISM AND TROPHY
HUNTING CONCESSIONS**

Thursday, 21 September 2023

Honourable Speaker

I hereby wish to respond to the questions raised by the Honourable Edson Isaaks, the member of the LPM Party directed to the Ministry of Environment, Forestry and Tourism on conservancies as well as tourism and hunting concessions.

As background information, there are currently 86 conservancies and 2 Associations registered and gazetted in Namibia. These conservancies are granted rights to utilise natural resources to generate funds to improve the livelihood of the communities and also to deal with issues related to Human Wildlife Conflict (HWC). Of course, not all conservancies are at the same level. Some are doing well and some are struggling. The Ministry at all times assist conservancies to improve governance and better their income. The conservancies have benefit distribution plans which stipulates how their benefits will be distributed.

The Ministry through the implementation of the National Policy on Tourism and wildlife Concessions on State Land awards concessions to conservancies and also private legal entities. In line with the Policy and the law, Minister can directly award concessions to the communities living in or neighbouring the Parks. Concessions awarded to private entities are awarded through a competitive tender process. Recognising that in most cases communities have no funds and capacity to successfully operationalise their concessions, the Ministry assist communities to procure investors through a competitive tender process.

Honourable Speaker

I will now reply to the specific questions raised by Hon. Isaaks.

Question 1:

How many concessions are gazetted as of 31st August 2023 and where are they found? If possible, can the honourable Minister provide a list?

Answer:

Hon. Speaker, concessions are not gazetted, as that is not a legal requirement but any interested member of the Public can get information on concessions from our Ministry. The list of concessions is attached to my response in a form of a table with their locations, rights, concession holder and other information. As part of my background information, I indicated that most of the concessions owned by the communities are implemented by private investors through what we call a Concession Operator Contract. The Ministry assists communities to procure the investors as well as with the drafting of the contracts.

Question 2:

Who are the beneficiaries of the concessions and how are such benefits determined and distributed or disbursed if such benefits are monetary?

Answer:

Hon. Speaker, the beneficiaries of the concessions are the concessionaires as indicated in the table referred to in my response to question 1. In the case of concessions awarded to communities, they are either given to conservancies or associations. These are legal bodies

with constitutions and benefit distribution plans. The benefits accrued are therefore handled in line with the approved benefit distribution plans.

Question 3:

How many conservancies are registered and gazetted and where are they found?

Answer:

As of 15 September 2023, there are Eighty-six (86) conservancies and two (2) community associations registered and gazetted. They are distributed across the country as follows:

Regions	Number of Conservancies
Kunene	38
Kavango East	5
Kavango West	1
Hardap	4
//Karas	2
Omaheke	3
Erongo	5
Omusati	3
Oshikoto	1
Ohangwena	1
Oshana	1
Zambezi	16
Otjozondjupa	8

Question 4:

Does the Ministry have monitoring tools and systems in place that enables it to track the performance of conservancies and tourism activities operated in conservancies?

Answer:

Yes, the Ministry conducts annual audits that include governance, business, financial management and natural resource management aspects. Compliance of the conservancies to their constitutions and benefit distribution plans is monitored throughout. Together with the conservancies, we conduct annual game counts. The conservancies are also equipped with a monitoring system called the event book monitoring system, to monitor wildlife.

Question 5:

How much revenue was in total generated over the past 5 years and how was that revenue shared between the State and the Conservancies and concession holders?

Answer:

In the case of utilisation of resources within the boundaries of the conservancies, including hunting, lodges, etc, the proceeds go directly to the conservancies' coffers. Government does not benefit financially from that at all. Revenue generated from those streams in the past five (5) years are as follows (income being the amount received by the conservancies), expenditure (the amount conservancies have used to maintain their activities) and Benefits (profit to be distributed according to

the benefit distribution plan, can be used to e.g. electrify villages, build classrooms, funeral assistance etc):

Year	Income	Expenditure	Benefits
2018	26,297,289	16,948,617	8,150,807
2019	27,120,519	16,547,819	12,382,289
2020	24,615,710	19,943,857	5,192,338
2021	26,182,809	19,940,548	4,023,966
2022	39,499,733	23,001,825	10,303,571
Grand Total	143,716,060	96,382,666	40,052,971

In the case of concessions in Parks and other stateland, the details are contained in the attached table. It is complicated to capture the situation of all concessions in here as they differ.

Question 6.

How many previously advantaged Namibians who participate as investors are benefitting from tourism and hunting in conservancies and concession areas?

Answer:

Hon. Speaker, the following conservancies have hunting agreements with two different previously disadvantaged Namibians (PDN's) and they are Kwandu, Kasika, Impalila, Sikunga and Lusese. These agreements are active and will expire at the end of 2025.

In the case of concessions, the information requested here is contained in the attached table.

Honourable Speaker, it is my sincere hope that I have responded to Hon. Isaaks's questions. I thank you Honourable Speaker and I thank you all for listening.

LIST OF CONCESSION CONTRACTS AS 15th September 2023

No	Concession Name	Location	Rights	Concessionaire	Owner PDN/ JV
Group 1: Southern Region (SR)					
SR 1	NAMAB	Namib Naukluft	Lodge	NAMAB Pty Ltd	/Khowesen Clan, based in Gibeon will hold 75% shares in NAMAB Pty Ltd. /Khowesen Clan will receive N\$500 000 (Five hundred thousand dollars) for the first five years and thereafter for 20 years. N\$ 1 000 000 (one million dollars) from the Concession and all positions in the lodge will be occurred by residents of Gibeon.
SR 2	Aus – Koichab dunes	Namib Naukluft	Activities	Aus Community	The Concession will be 100 % owned by Aus Community Conservation Association once the Association is registered. Registration process currently in progress under the supervision of MEET southern region office and expected to be finalized by November 2023.
SR 3	Farm Sukses Concession	Namib Naukluft	Tented Lodge and Campsites	/Huijes and Oskop Conservancies	Concession is 100% owned jointly by /Huijes and Oskop Conservancies based in the Hardap Region. The Concession was put on tender in 2022 to find a JV partner for the Conservancies, however due to prevailing harsh economic environment coupled with the impacts of the COVID 19 pandemic, no investor was interested in developing the lodge on behalf of the Conservancies.
SR 4	Kuiseb Delta (KDDT)	Dorob & Namib Naukluft Parks	Lodge	Topnaar Community	Concession is 100 % owned by the Topnaar Community Trust with a JV Partner, Sandwich Harbour 4x4 Pty Ltd which has a PDN ownership of 33.3% The Topnaar Trust currently get 8% of net revenue from the Concession.
SR 5	Namib Naukluft Hot Air Balloon	Namib Naukluft Park	Hot Air Ballooning	Namib Sky Balloons	The Ministry awarded this through a public tender process and the winning bidder did not have a PDN component. Government receives the entire concession fees from this concession which averages N\$ 2 000 000 (Two million dollars annually)
SR 7	Gobabeb	Namib Naukluft Park	Accommodation and activities	Gobabeb Research	The Concession was awarded to collaborate with the Ministry in terms of research in the Namib Naukluft Park and provides vital scientific information about the Namib Naukluft Park.
SR 8	Omaruru river Concession	Dorob National Park	Campsite	#Gainingu Conservancy	The new Concession awarded in 2023 is 100% community owned. The community will be assisted to procure a JV partner to develop and implement the concession. It is anticipated the community will

	Campsite and route	Dorob National Park	Campsite	Tiseb Conservancy	receive a minimum of 5% net turnover from the Campsite
SR 9					The new Concession awarded in 2023 is 100% community owned. The community will be assisted to procure a JV partner to develop and implement the concession. It is anticipated the community will receive a minimum of 5% net turnover from the Campsite
SR 10	Homeb Campsite	Namib Naukluft Park	Campsite	Topnaar Association	The new Concession awarded in 2023 is 100% community owned. The community will be assisted to procure a JV partner to develop and implement the concession. It is anticipated the community will receive a minimum of 5% net turnover from the Campsite
No	Concession Name	Location	Rights		
A 1	//Gamaseb Conservancy	Als-Als Richtersveld Transfrontier Park - Transgarieb	Bungalows and Campsites	//Gamaseb Conservancy	Concession is 100% owned by //Gamaseb Conservancy based in the /Karas Region. The Concession was put on tender in 2022 to find a JV partner for the Conservancies, however due to prevailing harsh economic environment coupled with the impacts of the COVID 19 pandemic, no investor was interested in developing the lodge on behalf of the Conservancies.
TK 1	Northern Sand & Sea	Tsau //Khaeb Park	Guided Activities	Living on the Edge CC	The Ministry awarded this new concession in 2023 through a public tender process. Government will receive the entire concession fees from this concession which is projected at N\$ 400 000 (Four hundred thousand dollars annually)
TK 3	Kolmanskop	Tsau //Khaeb Park	Daily tours	Ghost Town Tours	The Ministry awarded this new concession in 2023 through a public tender process. Government will receive the entire concession fees from this concession which is projected at N\$ 325 000 (Three hundred and twenty-five thousand dollars annually)
TK 4	Luderitz Coast and Mining	Tsau //Khaeb Park	Guide Activities	Sandwich Harbour 4x4	No PDN component.
TK 4	Game Viewing and Rotter Kamm	Tsau //Khaeb Park	Guided Activities	Aus Desert Tours	The Ministry awarded this new concession in 2023 through a public tender process. Government will receive the entire concession fees from this concession which is projected at N\$ 410 000 (Four hundred and ten thousand dollars annually)
					50% PDN owned.
					The Ministry awarded this new concession in 2023 through a public tender process. Government will receive the entire concession fees from this concession which is projected at N\$ 270 000 (Two hundred and seventy thousand dollars annually)
					No PDN component.

TK 5	Orange River	Tsau //Khaeb Park	60 Bed lodge	OMDIS	The Ministry awarded this new concession in 2023 through a public tender process. Government will receive the entire concession fees from this concession which is projected at N\$ 2 000 000 (Two million dollars annually)
TK 6	Southern TDA - Concession	Tsau //Khaeb NP	Chalets/Units and Campsites	Ihan /Awab Conservancy	OMDIS is a project company which aims to diversify the economy of Oranjemund from being mining based to tourism and agriculture..
TK 7	Old Wagon Concession	Tsau //Khaeb NP		Aus Community Conservation Trust	100% Community owned The Concession was put on tender in 2022 to find a JV partner for the Concessances, however due to prevailing harsh economic environment coupled with the impacts of the COVID 19 pandemic, no investor was interested in developing the lodge on behalf of the Conservancy
Group 2: Kavango Regions (KR)					
KR 1	Kavango Central - White Sands	Bwabwata NP	Lodge	Kyaramacan Association	Earmarked to be awarded to the Aus Community Conservation Association
KR 2	Khaudum North Complex	Khaudum NP	Lodge	Geiriku TA and George Mukoya and Mudura Nyangana Conservancies	100% Community owned with a JV Partner Rovejeima Lodge which does not have a PDN component. Concession employs members of the Kyaramacan Association and the Association receives a minimum 10% of net revenue from the Concession.
KR 3	Bwabwata West	Bwabwata NP	CI/Hunting	Kyaramacan Association	100% Community owned with a JV Partner Namibia Exclusive Safaris which does not have a PDN component. Concession employs members of the Community and the Association receives a minimum 8% of net revenue from the Concession.
					100 % Community owned with a professional hunting outfit partner. Community receives 50% of Concession fees and Government receives the other 50%
	Matango Core	Bwabwata NP	Lodge & Campsite	Hambukushu Community	Concession was awarded in 2022 with first year concession fees of N\$7 500 000 (seven million five hundred thousand dollars)
	Buffalo Core old Hunting Camp	Bwabwata NP	Logde	Kyaramacan Association	New to concession earmarked to benefit the Hambukushu community 100% and to be awarded in 2023. Operating company is 20% owned by a PDN
	Traditional Knowledge Centre	Bwabwata NP	Campsite	Kyaramacan Association	New to concession earmarked to benefit the Hambukushu community 100% and to be awarded in 2023
					New to concession to be awarded 100% to a community in 2023

Group 3: Zambezi Region					
	Bwabwata East	Bwabwata NP	Ch/Hunting	Kyaramacan Ass	
ZR 1	Kwando North Old Susuwe and Nzuna Island	Bwabwata NP	Lodge	Kwando Conservancy	100 % Community owned with a professional hunting outfit partner. Community receives 50% of Concession fees and Government receives the other 50% Concession was awarded in 2022 with first year concession fees of N\$6 700 000 (six million seven hundred thousand dollars), Operator is 100% PDN
ZR 2	Kwando South - Kazile	Bwabwata NP	Lodge	Mashi Cons	100% Community owned with a new JV partner procured in 2023. JV Partner 100%PDN ownership. Community will receive 8% net turnover from the Concession
ZR 3	Kwando South - Namhwa	Bwabwata NP	Lodge	Mayuni Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
ZR 4	Wuparo Jackal Berry	Nkasa Rupara NP	Activity	Wuparo Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
ZR 5	Mudumu North- Lianshulu	Mudumu NP	Lodge	MEFT (3 Neighboring community identified as beneficiaries)	100% Community owned with a JV Partner which does not have a PDN component. Community receives 5% of net turnover from the concession
ZR 6	Mudumu South - Campsites to become Nakatwa Lodge and campsite concession	Mudumu NP	Lodge and Campsites	Balyenwa Cons	Main contract between MEFT and the Private Company (Caprivi Collection) signed in 1989 as an Operator 100% Community owned with a JV Partner which does not have a PDN component. Community receives 5% of net turnover from the concession
ZR 7	Nkasa Rupara West	Nkasa Rupara NP	Lodge	Balyenwa, Dzoti & Wuparo Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
Group 4: North West/Kunene Region					
NW 1	Otiyupa	Skeleton Coast NP	Lodge	Otiyupa Inv. Group	Private company owned 100% by Previously Disadvantage Namibian
NW 2	Etiendeka	Kunene Region	Lodge	Anabeb & Omatendeka Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the

NW 3	Palnweg - Campsites (Big 3)	Kunene Region	Camp Sites	Sesfontein, Anabeb & Torra Cons	concession	100% Community owned with a JV Partner which does not have a PDN component. Concession. receives 8% of net turnover from the concession
NW 4	Palnweg Lodge & Campsites	Kunene Region	Lodge	Sesfontein, Anabeb & Torra Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
NW 5	Skeleton Coast Central	Skeleton Coast NP	Skeleton Coast NP	Puros & Sesfontein Cons	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
NW 6	Skeleton Coast (Big 5)	Skeleton Coast NP	Skeleton Coast NP	Puros, Sanlatas, Okondjonbo, Orupembe & Etanga Cons	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
Group 5: North Central Region/Etoshia						
NC 1	Hobakere North	Hobakere	Lodge	#Khoadi //Hôas Cons	100% Community owned with 100% of Concession revenue going to community	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
NC 2	Hobakere Roadside	Hobakere & Etoshia NP	Lodge & traversing	Ehi-Rovipuka Cons	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
NC 3	Hai //Hom	Etoshia NP	Traversing	Hai //Hom Association.	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
NC 4	Sheya Shushona	Etoshia NP	Traversing	Sheya Shushona Conservancy	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
NC 5	King Nehale	Etoshia NP	Traversing	King Nehale Conservancy	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Community receives 8% of net turnover from the concession
NC 6	lipumbu Ya Tshilongo Conservancy	Etoshia NP	Traversing	lipumbu Ya Tshilongo Conservancy	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession	100% Community owned with a JV Partner which does not have a PDN component. Not yet operation, but Community will receive 8% of net turnover from the concession
Group 6: Trophy Hunting Concessions						
T/H 1	Mahango National Park	Mahango National Park	Trophy Hunting Develop and Operate Hunting	MEET	Main contract between MEET and the Private Company as an Operator	

				Camp Game viewing with hunters		
T/H 2	Daan Viljoen & Von Bach Game Parks	Daan Viljoen & Von Bach Game Parks		Trophy Hunting Develop and Operate Hunting Camp Game viewing with hunters	MEET	Main contract between MEET and the Private Company as an Operator
T/H 3	Mangetti National Park	Mangetti National Park		Trophy Hunting Develop and Operate Hunting Camp Game viewing with hunters	MEET	Main contract between MEET and the Private Company as an Operator
T/H 4	Namib Naukluft National Park	Namib Naukluft National Park		Trophy Hunting Develop and Operate Hunting Camp Game viewing with hunters	MEET	Main contract between MEET and the Private Company as an Operator
T/H	Waterberg National Park	Waterberg Plateau Park		Trophy Hunting Develop and Operate Hunting Camp Game viewing with hunters	MEET	Main contract between MEET and the Private Company as an Operator
Group 7: 4x4 Activity						
1	Concession Name	Location		Rights	Concessionaire	Owner (Previously Disadvantaged Namibian/ Private company)
2	Reit Safaris Horse Trails	Namib Naukluft		Namib Naukluft	Namibia Horse Safari Company	Private owned Company with no PDN component
3	Popyeni Safaris	Namib Naukluft		Lüderitz-Walvis Bay	Popyeni Safaris (Pty) Ltd	Private company owned 100% by Previously Disadvantaged Namibian
4	Off-Road Tours & Safaris	Namib Naukluft		Lüderitz-Walvis Bay	Off-road Tours & Safaris	Majority shares owned by Previously Disadvantaged Namibians
	Sandwich Dune Tours & Safaris	Namib Naukluft		Lüderitz-Walvis Bay Walvis Bay-Meob	Sandwich Dune Tours & Safaris	Private company owned 100% by Previously Disadvantaged Namibian

5	Desert Magic	Namib Naukluft	Bay	Desert Magic Tours /Namdrenaline	Private company owned 60% by Previously Disadvantaged Namibian)
6	Joan Car Hire	Namib Naukluft	Lüderitz-Saddle Hill Lüderitz-Walvis Bay Solitaire-Conception Bay Conception Bay - Walvis Bay	Joan Car Hire	
					Private company owned 100% by Previously Disadvantaged Namibian

Abbreviations used:

HCC-Head Concession Contract between the Ministry and Concessionaire

COC-Concession Operator Contract between the Concessionaire and Operator

Pvt-Private company

Inv-Investor

GPTF-Game Product Trust funds

KA-Kyaramacan Association

Notes:

For community owned Concessions with a JV Partner, the community receives 8% of net revenue as Concession Fess for a lodge development and 5% of net revenue for camp sites. This is a regional benchmark.

All job opportunities at these lodges and campsites are exclusively reserved for community members unless the lack of skill and qualifications detects otherwise