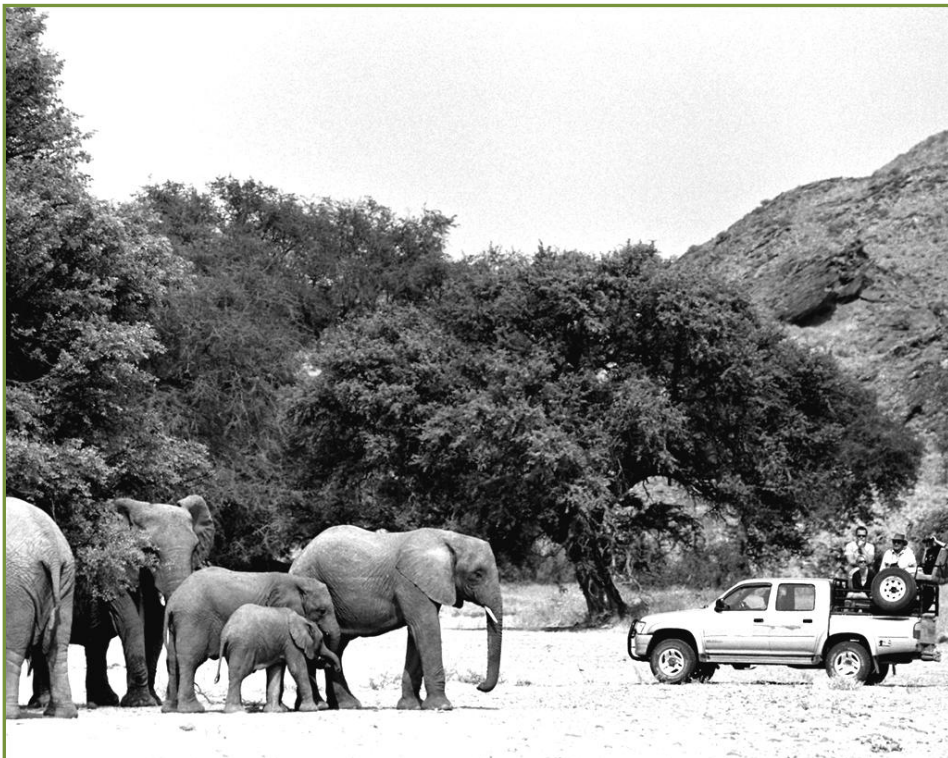


NATURAL RESOURCE MANAGEMENT TRAINING

Module 3.3: **GAME VALUE**



ACKNOWLEDGEMENTS

The materials used to develop this training module were developed and compiled by a number of individuals and organisations over the past 15 years as part of the Namibian CBNRM Programme. Acknowledgement is thus given to all contributing NACSO members, NACSO's international development support partners, and the individual and collective experiences of the NACSO members and partners who made the production of this module possible. The further development of the training material has been made possible with support from MCA Namibia.



CONTENTS of this MODULE

GENERAL TRAINING TIPS.....	2
ABOUT MODULE 3.3: GAME VALUE	3
INTRODUCTION.....	5
TOPIC 1: The value and benefits of wildlife management as a competitive form of land use	7
TOPIC 2: The different types of wildlife utilisation	13
TOPIC 3: The benefits that conservancies can obtain from different types of wildlife management and use	16
SELF-ASSESSMENT: Assessing participants' understanding of this Module	25
List of Handouts that you should make available for this Module	26



GENERAL TRAINING TIPS

Preparation:

- Prepare each session in advance and ensure all necessary materials and visual aids are available (use visual aids wherever possible to enhance your training).
- Be aware of local customs – remember to open and close the training day with a prayer and give due recognition to any traditional leaders present.
- Provide translation services where necessary (this will need to be arranged in advance – it may not be appropriate to ask a participant to translate).

General training and presentation guidelines:

- Use good time management to ensure every aspect of your training is completed – but take into account the possible need for translation and be prepared to slow down if necessary to ensure that all participants understand.
- Maintain good eye contact with participants.
- Speak clearly.
- Keep your training language simple and appropriate to your audience.
- Bridge one topic to the next.
- Provide clear instructions for activities and check to see if your instructions are understood.
- Where appropriate, summarise each component of the module.
- Avoid reading from this trainer's manual.

Visual presentation:

- Write clearly and boldly if using flipchart sheets.
- Keep your visual aids clear – avoid blocking participants' view of visual aids.

Involving the participants:

- Encourage questions and participation.
- Ask questions to get participants thinking about the topic and key issues.
- Keep the group focused on the task, but take breaks if participants are tired and losing concentration – be aware of body language.
- Be patient and courteous with all participants.
- Talk to your participants and not to the flipchart.
- Acknowledge the comments and feedback from participants.



NB: Where we wish to indicate that text in this module refers to an activity that training participants are expected to undertake, we have employed this little icon.



ABOUT MODULE 3.3: GAME VALUE

OBJECTIVES: People who receive training in MODULE 3.3 will gain knowledge on:	<ol style="list-style-type: none"> 1. The value and benefits of wildlife management as a competitive form of land use 2. The different types of wildlife utilisation that are available to conservancies 3. The amount (value) of benefits that conservancies can obtain from different types of wildlife management and use
COMPETENCIES: People who receive training in MODULE 3.3 will be able to:	<ol style="list-style-type: none"> 1. Understand and explain the benefits of wildlife management as a productive form of land use and the different types of wildlife utilisation that are available 2. Assess the different options for wildlife use in a conservancy and explain the economic benefits to conservancy members 3. Make informed recommendations on how the conservancy quota should be allocated between the various types of wildlife use to get the best sustained returns for conservancies
MODULE 3.3 is intended for:	The Conservancy Committee, Community Game Guard Co-ordinator and Conservancy Manager; if relevant representatives of agricultural associations, community forests, village/district development committees and traditional authorities
Duration of MODULE 3.3:	The training for this Module will usually last about 5 hours (i.e., <1 day)

To train this MODULE 3.3 you will need to have (enough for everyone):

	Check
Flipchart stand, sheets and different coloured marker pens ("kokies")	✓
Paper and pens for participants	
Handouts #1– #3	
Prepared Flipchart Sheets #1 – #5, if you prefer to use them (the first two can be laminated for duplicate use)	

The training of this MODULE 3.3 will generally follow this schedule:

TOPIC 1:	The value and benefits of wildlife management as a competitive form of land use
TOPIC 2:	The different types of wildlife utilisation
TOPIC 3:	The benefits that conservancies can obtain from different types of wildlife management and use
SELF-ASSESSMENT:	Assessing participants' understanding of this Module (Handout #3)



KEYWORDS and ACRONYMS for this MODULE

biodiversity	Biodiversity is a term used to describe the variety of life on Earth. It refers to ecosystems and all living organisms: animals, plants, their habitats and their genes.
comparative advantage	A situation in which a country, individual, company or region can produce a better product or service at a lower opportunity cost than a competitor.
consumptive use	Where one or more animals are permanently removed from the area, either by killing them or capturing and selling them.
ecosystem services	The benefits people obtain from ecosystems. These include provisioning services such as food and water; regulating services such as flood and disease control; cultural services such as spiritual, recreational and cultural benefits; and supporting services (such as nutrient cycling) that maintain the conditions for life on Earth.
game value	A collective term for the benefits that are gained through the management of wildlife as a selected form of land use.
intangible benefits	Benefits that cannot be easily calculated in monetary terms.
non-consumptive use	Where animals are used for economic gain but are not removed from an area, e.g., photographic safaris.
NRM	Natural resource management
tangible benefits	Benefits that can be easily measured in terms of money (i.e., N\$).

NOTE TO TRAINERS/FACILITATORS:

Sometimes, topics have been divided into 'sessions', with amounts of time allocated to them. These time frames are a guide only, and trainers/facilitators might need to adapt them as they deliver the Module.

NOTE: Handout #2: 'Game value prices for different types of wildlife utilisation' will need to be regularly updated by downloading the information from the NACSO website at www.nacso.org.na)



INTRODUCTION

- 1** **LIST:** The **objectives** of Module 3.3, Game Value, by writing them on a flipchart sheet. To save time you may prefer to have Flipchart Sheet #1 prepared in advance (or even laminate this one and the next one for duplicate use).

Participants attending this training will gain knowledge on:

1. The value and benefits of wildlife management as a competitive form of land use
2. The different types of wildlife utilisation that are available to conservancies
3. The amount (value) of benefits that conservancies can obtain from different types of wildlife management and use

- 2** **LIST:** The **competencies** of Module 3.3 by writing them on a flipchart sheet. To save time you may prefer to have Flipchart Sheet #2 prepared in advance.

People who receive training in Module 3.3 will be able to:


1. Understand and explain the benefits of wildlife management as a productive form of land use and the different types of wildlife utilisation that are available
2. Assess the different options for wildlife use in a conservancy and explain the economic benefits to conservancy members
3. Make informed recommendations on how the conservancy quota should be allocated between the various types of wildlife use to get the best sustained returns for conservancies

ASK: Participants if they have any questions about the Module. Address any questions.



NOTE: If participants are unfamiliar with the concept of 'game value', you may wish to start the training by discussing in general terms what we mean by game value, and why it is relevant in the context of conservancies.

ASK: What do we mean by 'game value'?

3  Ask the group to consider this question. Write the first few participants' contributions on flipchart sheet under the heading 'What do we mean by game value?' and then ask other participants to add their contributions, which you should also write on the flipchart sheet.

4 EXPLAIN:

- 'Game value' is a collective term for the **benefits that are gained through the management of wildlife** as a selected form of land use.
- 'Game value' is converted into benefits through a number of different **types of wildlife use and associated opportunities**. Different uses of wildlife create different types and amounts of benefit.
- Most wildlife managers (including conservancies) apply a **number of different types of wildlife use** (or utilisation) depending on the species of wildlife they have and the local conditions. They do this to get the best sustainable returns (benefits) from the value of their game.
- The **benefits are realised at a number of different levels**: a.) the individual and household level, where benefits contribute directly to people's livelihoods and quality of life; b.) the conservancy level, where benefits contribute to institutional development, capacity building, job creation, natural resource management and enterprise development; and c.) at the national level, where the national economy benefits from the economic activities taking place within the conservancy.
- There is a range of **different types of benefits** that can be obtained from wildlife management and use. These will be discussed in Topic 1 of this Module.
- The **more efficient that a conservancy is at managing its wildlife**, its different types of wildlife use, and related enterprises the **greater the benefits that it will earn**. This means that efficiently run conservancies will be able to extract more value from their game (wildlife) on a sustainable basis than less efficiently managed conservancies.

5 **SUMMARISE/LINK:** The purpose of this training Module is to provide information on game values to help conservancies make good decisions on how they should use their wildlife to get the best set of benefits for the conservancy and its members.



TOPIC 1: The value and benefits of wildlife management as a competitive form of land use

Session 1: What benefits can be obtained from wildlife management by conservancies?

NOTE: The aim of this first topic session (approximately 30 minutes) is to get participants involved in thinking about wildlife management as a form of land use, and what benefits and values it brings.

ASK: What benefits do you think can be obtained from the management of wildlife in your conservancy?



Participants should start this first topic by taking part in a brainstorming session about the **types of benefits that can be obtained from wildlife management** and use. Record responses to the question above on a flipchart sheet under the heading 'Benefits from managing conservancy wildlife'.

2 **EXPLAIN:**

1. Benefits can be divided into a number of different categories. There are 'tangible' benefits, which can be easily measured in financial (monetary N\$) terms, and 'intangible' benefits, which cannot be easily measured.
2. **Tangible benefits** can be divided into two different categories:
 - a. **Cash benefits**, for example: conservancy income, jobs and salaries, household payments, and enterprise income from, for example, craft sales, guiding services, sale of food and beverages to tourists, etc.
 - b. **In-kind benefits**: such as meat, infrastructure (conservancy offices, cool-rooms, meat handling facilities), support to vulnerable members of society such as buying food for orphans and the elderly, investment in schools, support to youth groups, and other initiatives of benefit to conservancy members. It is relatively easy to calculate the financial value of these in-kind benefits in N\$.



3. **Intangible benefits** include a wide range of benefits and values for which it is difficult to calculate a financial or monetary N\$ value, but which nonetheless are very important to people. These include:
- a. Increased capacity, skills, confidence and ability of conservancy members.
 - b. Increased capacity and effectiveness of conservancy institutions (e.g., committees) to serve their members.
 - c. Increased opportunities for enterprises, diversification, and access to markets.
 - d. Cultural values of having healthy wildlife populations return to rural areas and being able to use these resources for cultural events and traditional uses.
 - e. Educational value of a sound knowledge of wildlife behaviour and ecology.
 - f. Pride in rebuilding and wisely managing wildlife populations in conservancies, and the international prestige which this brings to conservancies and Namibia as a whole.
 - g. The value of contributing in important ways to Namibia's biodiversity conservation agenda, as well as to the global initiative.
 - h. Improved ecosystem services which are provided through good environmental management to ensure supplies of clean water; healthy soils, rangelands and woodland; and a large number of plant and animal species upon which people are dependent in their daily lives.

NOTE: *Try to link the explanations above to points the participants raised themselves in the brainstorming session. Use examples that emerged from the discussions in the brainstorming session to illustrate the points above while you are making them. Refer to the flipchart sheet as you use these examples. This helps participants to relate the messages to their own situations and makes everything more real and practical for them.*

- 3 SUMMARISE/LINK:** This session has explored the types of benefits that can be obtained from the management of wildlife as a form of land use. The next Topic 1 session looks at some of the comparative advantages that the management of wildlife provides to conservancies.



Session 2: What are the advantages of wildlife management compared to other common forms of land use, such as livestock farming?

NOTE: The aim of this second session (approximately one hour) is to get participants to think about the comparative advantages of wildlife over other common forms of land use, particularly livestock farming.

NOTE: This session is not aimed at trying to convince people that wildlife management is 'better' than farming. It is also not trying to suggest that people should stop farming and run only wildlife-based activities. Rather, it aims to explore the advantages and benefits that wildlife management and wildlife-based enterprises bring to conservancies and what these add to the existing livelihood options of conservancy members.

1 LIST: Verbally list some general points on the **economics of wildlife-based enterprises**. These could include the following:

1. In arid and semi-arid regions, land productivity is generally low to very low. In Namibia, the whole country falls within a zone classed by the United Nations as 'drylands'. Namibia also suffers from poor soils. Low and highly unpredictable rainfall combined with poor soils results in Namibia being marginal for all forms of farming.
2. On the other hand, Africa has some of the most diverse and high profile biodiversity in the world. Namibia has large and growing populations of large mammals and other wildlife in dramatic landscapes. Few places in the world can compete with Namibia. Namibia thus has a global comparative advantage in this sector. If we manage our wildlife and landscapes wisely, we will always have a global advantage. (Compare this, for example, to the motor manufacturing sector. The USA was the global leader up to about 40 years ago, then Europe started to seriously compete, then Japan became global leader, now Korea and China are moving ahead.)
3. Financial market forces drive the land-use decisions made by farmers and custodians of land. Where one form of land use creates more benefits than another, people respond accordingly.
4. Well-managed wildlife-based enterprises in Namibia usually create better economic returns than farming. Trophy hunting, for example, typically achieves 20-40% better returns than livestock farming, and the returns from well-managed tourism are even greater. Combinations of wildlife use often give the best overall returns.



5. Because of the above points, many farmers in Namibia (and in other parts of southern Africa) have been shifting across more and more to wildlife management and wildlife-based enterprises. This process is ongoing. The same trend has been seen in communal conservancies in Namibia. In 1998 there were just four (4) registered conservancies, 15 in 2002, 50 in 2006 and 59 in 2010. Some farmers have developed wildlife-based businesses together with their ongoing farming activities while others have changed exclusively to wildlife. In communal conservancies in Namibia, members have combined wildlife management with farming and other forms of land use, which is a very sensible approach.

2 Get participants involved by asking for their views on what you have just told them. After a short discussion, ask participants what they think are **the**



specific advantages of wildlife management and wildlife-based enterprises as forms of land use in their conservancy. Write their contributions up on a flipchart sheet under the heading 'What are the advantages of wildlife management in our conservancy?'

3 **EXPLAIN:** Here are the messages that I think have emerged from our discussion:

1. Wildlife management provides a set of additional income-earning opportunities for conservancies and members, to add to their ongoing activities.
2. Wildlife management offers many different types of utilisation and different types of wildlife-based enterprises (see Topic 2). If managed carefully, a number of different types of utilisation can take place within a conservancy without being in conflict.
3. Wildlife management and wildlife-based enterprises create a range of different jobs and different entrepreneurial opportunities. It is not only the quantity (number) of jobs that are created, but also the quality – specialised jobs and management level jobs that open up further opportunities for people.
4. Some wildlife-based enterprises are less vulnerable to climatic events than farming. Tourism, for example, does not usually decline during a drought. A diversified set of enterprises helps ensure a more stable income stream and makes people less vulnerable to external events such as droughts.
5. Wildlife is a communally-owned resource, unlike livestock which is usually owned by a small number of wealthy individuals. Everyone in the conservancy benefits from wildlife. The better that a conservancy is managed, the more equitable is the distribution of benefits.



6. Wildlife management usually involves a large number of different species, ranging from elephants, hippos, giraffes and rhinos at one end of the spectrum to small antelope such as duiker, steenbok, klipspringer and dik-dik at the other. All these different species feed in different ways. Some are grazers, some browsers and some do both. Some eat large quantities of coarse grass (the so called 'bulk and roughage' grazers such as buffalo and zebra), while others are very selective in what they eat. Because of all the different feeding levels of wildlife, it is generally true that the veld can support more wildlife weight-for-weight than domestic stock.
7. Wildlife is well adapted to Namibia's harsh dry environment. Wildlife has coping mechanisms to respond to droughts, unpredictable rainfall, and patchy water and food resources. It is also resistant to most diseases.
8. Wildlife generally has less of an impact on the environment than domestic livestock, and is often important for providing ecological services such as promoting seed germination and creating micro-habitats for other species, etc.
9. In the tourism sector of the wildlife industry, a particular animal (e.g., a large bull elephant) in a particular landscape can be 'sold' again and again to different tourists.
10. Different forms of utilisation can also be applied to a single animal. For example, the above bull elephant can be 'sold' for photographic tourism for many years, then when it is very old it can be sold for trophy hunting, and then the meat can be distributed to conservancy members. Thus multiple values can be extracted from the same animal, which is why well-managed wildlife and wildlife-related businesses usually create more wealth than livestock farming.
11. Wildlife has lower water requirements than domestic stock, and can move further from water to make use of grazing in areas often not accessible to livestock.
12. Wildlife also has faster growth rates than livestock (weight gain per day is larger relative to body weight), maintains better condition under harsh climatic conditions, and produces a higher percentage of meat to live weight. Because of its low fat content, meat from wildlife is healthier.



13. Finally, it is important to recognise that within the wildlife management sector, communal conservancies have some special advantages over freehold (commercial) farms. These include:

- a. Large open (unfenced) areas which: i.) are more ecologically productive and resilient than small, fenced farms, and ii.) are more attractive to tourists and hunters, as they represent a more authentic 'wild African' experience.
- b. Many communal conservancies have wonderful landscapes and scenery, as well as a greater diversity of wildlife.
- c. Communal conservancies also have strong cultural values so tourists can get an understanding of the traditional lifestyles of Namibians and learn about their cultures.
- d. Visitors (both tourists and hunters) place value on spending their holiday money in areas where it is clearly contributing to the socio-economic development of poor rural communities.

NOTE: *Try to link these key messages to the points that the participants themselves raised in the previous activity (Step 2). Refer to the flipchart sheet as you go through these message points. This helps participants to relate the messages to their own situations and makes everything more real and practical for them.*



4 SUMMARISE/LINK: This session has explored the advantages of wildlife management as a form of land use. The next topic looks at the different types of wildlife use.

Let's just go back and look at our objectives for this workshop to confirm that we are 'on track' so far (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any remaining questions?



TOPIC 2: The different types of wildlife utilisation

ASK: In what ways can conservancies utilise wildlife to create benefits?

1  Start this Topic 2 by initiating a discussion with participants about **the different ways in which wildlife utilisation may be undertaken to create benefits for conservancies**. Ask them the question above and record their responses on a flipchart sheet under the heading 'How can a conservancy utilise wildlife to create benefits?'.


2 **DISTRIBUTE:** Handout # 1.

EXPLAIN: Wildlife utilisation can be divided into two categories: **consumptive use** and **non-consumptive use**. Consumptive use is where the animal is removed from a conservancy. Non-consumptive use is where the animal is used to generate benefits but is not taken out of the conservancy, for example photographic tourism.

1. Examples of **consumptive use** are:
 - a. Trophy hunting.
 - b. Sport or premier hunting.
 - c. Harvesting, cropping and culling animals to sell the carcasses or products (also known as 'shoot and sell').
 - d. Own-use hunting, where the meat is distributed to members within the conservancy.
 - e. Live capture and sell, where animals are caught alive and in good condition, and either sold via auction or to pre-arranged buyers. While the animal is not killed, it is still removed from the conservancy, so from the conservancy's perspective, this represents consumptive use.
2. It is important to note that there are different ways in which some of these forms of use can be carried out. If large numbers of animals need to be harvested (e.g., because populations have bred well over a number of years, which now allows for higher quotas on a sustainable basis, or because there is a drought and wildlife numbers need to be reduced because the carrying capacity of the veld has declined), it is usually most efficient to use professional culling teams. They have all the right techniques and equipment, including cold trucks, to ensure that the meat remains in top quality condition for the market. By contrast, if smaller numbers of animals need to be harvested, well-trained local teams, or the trophy hunter already working with the conservancy, may be the best approach.



3. It is also important to realise that there are a number of different products, in addition to the meat, that have value. This includes skins and hides, with some species such as zebras being more valuable than others. Horns and warthog tusks may be used in the making of crafts and utensils. There are also opportunities for conservancies to add value to game meat by selling choice cuts to local lodges for good prices, making biltong, and making smoked meats.
4. The correct management of the harvesting process is important for the following reasons:
 - a. To ensure that the meat and other products are of the best possible quality for both local consumption and/or sale. If the size of the quota warrants it, conservancies should consider building meat-handling facilities and cool rooms.
 - b. To ensure that all marketable products become part of the conservancy's production system. Again, proper management is important. Poorly-prepared hides and skins, for example, are worth virtually nothing whereas well-prepared hides are worth thousands of dollars.
 - c. To ensure that high ethical standards are maintained throughout the utilisation process. Failures here could have very negative impacts on hunting, harvesting and marketing of conservancies, undermine the tourism sector, and reflect poorly on Namibia as a whole.
5. Tourism is the best example of **non-consumptive use**. Other forms of non-consumptive use are environmental education and non-invasive research.
6. Tourism is a much more diverse industry than it at first appears. Although in Namibia it is broadly based on wildlife, scenery and local cultures, it includes accommodation, food and beverages, transport, activities and guiding, information and interpretation, crafts and curios, and a range of other support services. Accommodation ranges from exclusive high-end-of-market facilities in small lodges to the middle market (usually catering for larger numbers of guests) to self-catering and camping facilities at the less expensive end of the range. Transport may be by charter aircraft, self-hire vehicles, or buses and mini-vans. Similarly there is a range of activities that tourists may wish to undertake, from general scenic and wildlife photo-safaris to rhino tracking, fishing, and highly specialised activities such as bird watching, botanising and geology.



7. Each conservancy has a different range and combination of wildlife-based enterprises that suit its conditions and the interests of the conservancy members. Also, options and opportunities change over time as the markets change, as conservancies become more experienced in enterprise planning, development and management, and as the numbers of tourists increase, which opens up further opportunities.
8. And finally, the different types of wildlife utilisation selected by a conservancy and its joint venture partners, and the details of how these are planned and managed, will depend on a.) how conservancies prioritise the benefits they wish to obtain, and b.) the values that they can earn from the different types of utilisation.

NOTE: *Try to link these key messages to the points that the participants themselves raised in the activity in Step 1. Refer to the flipchart sheet from this activity as you go through these message points. This helps participants to relate the messages to their own situations and makes everything more real and practical for them.*

3 SUMMARISE/LINK: This topic has explored the main types of wildlife utilisation available to conservancies and the different ways that conservancies could use wildlife to generate benefits. The next topic looks at the benefits that can be obtained from the different types of wildlife use.

Let's just go back and look at our objectives for this workshop to confirm that we remain 'on track' at this stage of our workshop (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any remaining questions?





TOPIC 3: The benefits that conservancies can obtain from different types of wildlife management and use

Session 1: What value of benefits can conservancies and their members expect from the different types of wildlife use?

NOTE: The aim of this initial Topic 3 session (*approximately 45 minutes*) is to get participants thinking about the value of benefits that might be expected from different types of wildlife utilisation.

ASK: What level of benefits could your conservancy get from the different types of game (wildlife) utilisation?

1  Start this session by initiating a discussion with participants about the different values that conservancies might get through different types of wildlife use. Start with a general approach – a blank version of the table on the next page should be drawn on a flipchart sheet and the participants asked to **suggest what they think are the levels of benefits from each type of wildlife use** (zero, small, medium, large) as part of an interactive group discussion. The table should then be completed with their suggestions. (**NB:** You may prefer to prepare the blank table on a flipchart sheet in advance as Flipchart Sheet #3.)

Once the table has been completed, ask participants to highlight the types of utilisation for which medium to large benefits are potentially produced. 

NOTE: The levels of benefit could be different from one conservancy to the next depending on their location, size, resources, etc. The table has been completed as an example for a generalised conservancy.



Type of wildlife use		Tangible benefits					Other
		Cash (N\$)	Jobs	Meat	Infrastructure	Social support	
Trophy hunting		medium to large	small	small to medium	zero to small	small	Assist with problem animals
Sport/premier hunting		small to medium	small	small to medium	zero to small	zero	
Harvesting/culling (large numbers)		medium to large	small	small	zero	zero	NRM
Shoot and sell (smaller numbers)		small to medium	small to medium	small	medium: a.) cool room b.) meat handling facility	small	Value adding, e.g., hides and skins, biltong, smoked meat
Own use		zero	small to medium	medium to large	as above	medium to large	As above
Live capture and sell	Common species	small	small	zero/small	zero	zero	NRM, game swaps
	Rare/high-value species	medium to large	zero	zero	zero	zero	
Tourism	Upmarket lodge	medium to large	medium to large	zero	medium	small to medium	Enterprise opportunities
	Mid-market lodge	medium to large	medium to large	zero	medium	small to medium	Enterprise opportunities
	Campsite	small	small	zero	small	zero to small	Enterprise opportunities
	Guiding	small	small	zero	zero	zero to small	
Other:							

2 EXPLAIN:

1. Different types of wildlife use produce different potential amounts of benefit. Generally, middle- and upper-market tourism lodges, trophy hunting, and harvesting (for sale and own use) produce the greatest returns.
2. However, the amount of potential benefits that a conservancy can earn from the different types of wildlife utilisation will vary from conservancy to conservancy, depending on many factors including: location and size, scenic landscapes, wildlife resources (diversity and numbers), level of development, efficiency of management, etc.



3. Not all these types of utilisation may be possible, economically viable, or even desirable in all conservancies.
4. Most of these different types of wildlife utilisation and enterprises can take place within one conservancy, provided there is good planning and careful management. This could involve zoning the land in space and/or time for different activities, and managing them in ways which do not undermine each other (for example, not hunting or harvesting where this could be seen or heard by tourists; not harvesting trophy quality animals as part of the 'own use' quota, etc).
5. More benefits can be realised by conservancies if they implement a number of different types of wildlife utilisation, although there may be trade-offs that need to be made (e.g., not hunting in core tourism areas).
6. Conservancies must decide on the types of benefits which are most important to them. For example, job creation and capacity building may be as important to some conservancies as making the maximum amount of money.
7. It is suggested that conservancies plan their selection of different types of wildlife utilisation by starting with those that provide the greatest benefits. They then add other types of utilisation, being careful to plan and manage them in ways that do not cause conflict and undermine the potential benefits.

3 **SUMMARISE/LINK:** This session has explored the general values (amounts) of the different types of benefits that conservancies can expect to earn from different types of wildlife utilisation. The next (and last) session looks at the specific financial values of wildlife under different forms of utilisation, and some of the main factors likely to influence the prices received by conservancies.

Session 2: What factors might influence the value of the benefits that conservancies could earn from different types of wildlife utilisation?


The aim of this final session (approximately 1 hour) is to look at the financial values of wildlife under different forms of utilisation, and to think about the main factors that are likely to influence these prices in the context of conservancies.

- 1** **DISTRIBUTE:** Handout #2 to participants. Give the participants some time to study the Handout. **NB:** Make sure that it has been updated with the latest wildlife prices.



EXPLAIN: We are now going to explore the **financial value of benefits that a conservancy could earn from different types of wildlife utilisation**. Looking at Handout #2, these are average prices – different factors may influence them up or down, and:

- What the producer (i.e., the farmer or conservancy) gets in payments for wildlife is much less than the final market value. For example, a professional hunter may sell a trophy animal to an overseas client for N\$10,000. He may offer a conservancy N\$5,000 for this animal. The professional hunter is not making N\$5,000 profit. He has to market his business overseas, cover vehicle and transport costs, pay for equipment (e.g., firearms and ammunition), pay his staff (trackers, skinner, book keeper, marketing staff), etc. Profit margins are often quite small.
- By putting wildlife utilisation opportunities out to tender conservancies can usually ensure that they get the most competitive prices. But you should never expect to get the end-of-value-chain prices that are paid by hunters and tourists, because these prices are calculated to cover all the costs. The prices in Handout #2 are the average prices paid to producers (except for the 'live sale at auction' column).

2  Ask the participants to focus first on the **Trophy hunting** column. Ask them to consider what the most important issues to be taken into account by conservancies regarding trophy hunting might be, and what factors might influence the prices. Capture their responses on a flipchart sheet under the heading 'Prices for trophy hunting'.

3 EXPLAIN:

1. Only a very small proportion of a population can be sustainably used for trophy hunting, typically 2-5% for most antelope but less than 0.5% for elephants. If too many trophies are taken from a population, trophy quality will be negatively affected and income and other benefits will decline.
2. The **following factors have a positive impact on trophy prices:**
 - a. Good trophy quality animals.
 - b. Diversity of wildlife available for trophy hunting.
 - c. Number of animals on trophy quota.
 - d. High value species on quota, e.g., elephant, buffalo.
 - e. Large open scenic landscapes to hunt in.
 - f. Efficiency of conservancy in running business relations with professional hunter.



3. The **following factors have a negative impact on trophy prices:**
 - a. Opposite of all the above.
 - b. Harvesting, culling, shoot and sell, and own-use hunting that i.) takes out trophy quality animals, and ii.) results in animals moving out of the area and having long flight distances.
 - c. Live capture that takes off trophy quality animals.
4. In tendering and negotiating trophy-hunting joint venture arrangements, conservancies are not restricted to just financial payments. Conservancies can negotiate for the following:
 - a. Meat distribution to members.
 - b. Jobs.
 - c. Skills training.
 - d. Building of a fixed hunting camp, which may be transferred to the conservancy over time.
 - e. Use of hunting camp for tourism purposes when not being used by hunters.
 - f. Assistance with human wildlife conflict.
 - g. Assistance with harvesting of own-use and shoot-and-sell quotas.

4 *Ask the participants to focus next on the **Live sale** column. Ask them to consider what the most important issues to take into account by conservancies regarding live sale of animals might be, and what factors might influence the prices. Capture their responses on a flipchart sheet under the heading 'Prices for live sale of animals'.*

5 EXPLAIN:


1. There is a large difference in price between the high-value species such as white rhino, disease-free buffalo, roan and sable, and the common species such as springbok, gemsbok and red hartebeest. There is also a group of species of intermediate value, such as zebra, giraffe and black-faced impala. The high-value species are usually caught individually, using drugs in darts fired from a helicopter. The low-value species are usually caught in groups in nets or bomas.
2. For high-value and intermediate-value species, live sale is usually a competitive option. For low-value species, harvesting for meat often achieves better returns than live capture and sale.



3. The **following factors are likely to have a positive influence on prices:**

- a. Animals concentrated rather than widely dispersed.
- b. Animals in accessible terrain.
- c. Animals south of the veterinary foot-and-mouth disease control fence. Because animals from north of the fence have to be held in quarantine and have their blood checked for foot-and-mouth disease before being cleared to move south of the fence, the costs involved make this uneconomical for all but high-value (and some intermediate-value) species.

4. In tendering, negotiating, or placing on catalogue auction animals for live sale, conservancies are not restricted to just financial payments. In the past some conservancies have entered into innovative wildlife swap arrangements with other conservancies (both communal and freehold) to exchange animals for species which they wish to get to increase their wildlife diversity.

6  Ask the participants to focus next on the **Meat prices** column. Ask them to consider what the most important issues to take into account by conservancies regarding harvesting/culling for meat (both for sale and own use) might be, and what factors might influence the prices. Capture their responses on a flipchart sheet under the heading 'Prices for meat'.

7 EXPLAIN:

1. There are a number of ways that wildlife may be harvested for meat:


- a. Using a professional harvesting/culling team, which is usually the best option for harvesting large numbers of animals. An agreement is usually entered into whereby the harvesting team pays a price per kg for carcasses and they take responsibility for the whole process.
- b. Using one or more local teams, usually for smaller numbers of animals and normally under 'shoot and sell' or 'own-use' quotas.

2. The **following factors are likely to have a positive influence on prices:**

- a. Animals concentrated rather than widely dispersed.
- b. Animals in accessible terrain.
- c. Animals south of the veterinary foot-and-mouth disease control fence. Meat cannot be moved from the north to the south of the control fence.
- d. Animals harvested professionally and carcasses processed according to best practice and strict hygiene requirements.



3. There is potential for conservancies to add value to meat by arranging to supply prime cuts to lodges, and making biltong and smoked meats.
4. There is currently a wasted opportunity regarding the way in which most conservancies handle their skins and hides. The value of well-managed hides warrants significant improvement and development of skills in this area.

8  Ask participants what conservancies should do **when there are a number of different types of wildlife utilisation that they could potentially undertake?** Write the following on a flipchart sheet (or you may prefer to prepare it in advance as Flipchart Sheet #4). **NB:** Make sure you leave plenty of room to write participants' responses under each option listed. Discuss the three options and record participants' responses under each option listed.

If a conservancy has a surplus of 500 springbok, what should the conservancy do? Should it:

1. **Bring in a professional culling team to do the job over a period of a few days and get paid per kg for the carcasses?**
2. **Bring in a game capture team to catch the animals over a few days and pay the conservancy per animal loaded?**
3. **Use one or more local harvesting teams over a period of many months, working under the conservancy's 'shoot and sell' and 'own-use' quotas, with the conservancy earning money from the sale of meat through its own sourced outlets, and distributing meat to members?**

9 **EXPLAIN:** In some cases a decision might need to be taken between different types of utilisation. A number of factors need to be considered by a conservancy when making this sort of decision.

1. Some factors will be financial (i.e., how much money will the conservancy earn?) while others may be about jobs or meat. However two of the most important questions to consider are:
 - a. How **feasible** is a particular type of utilisation under the specific circumstances of your conservancy?
 - b. What **impacts** will a particular type of utilisation have on other types of utilisation in your conservancy?
2. It is helpful to prepare a simple table of the options to help you arrive at a sensible decision.



10 Draw the following blank table on a flipchart sheet (or you may prefer to prepare it in advance as Flipchart Sheet #5). Complete the table by discussing with participants the different factors involved in deciding how best to utilise the 500 springbok. Then discuss the results and see whether the participants can arrive at a decision on the best type of utilisation for these animals.



Utilisation option	Factors to consider when deciding on how best to utilise 500 springbok					
	Feasibility ¹	Income (N\$) ²	Jobs	Meat	Impact on other uses ³	Other:
Professional culling team						
Game capture						
Local team (shoot and sell and own use)						

EXPLAIN: (with respect to this table):

¹ **'Feasibility'** refers to issues such as:

- Topography – can a culling team or game capture team get into the area to do their respective jobs?
- Concentration of animals – are they widely dispersed or concentrated in one or a few areas? Widely-dispersed animals may be difficult to harvest and catch.
- Location – is the conservancy north or south of the 'red line' (or veterinary disease control fence)? If north of the 'red line', meat cannot be moved south and live animals will have to be quarantined and have blood taken to check for foot-and-mouth disease, making this more expensive than the value of the live animals.

² **'Income'** – use Handout #2 for reference but modifying it as you think appropriate, based on your considerations under 'Feasibility'.

³ **'Disturbance'** refers to the impact that each form of utilisation is likely to have on other forms of wildlife use. For example, a short, professional harvesting/culling process is likely to have less impact than a harvesting process that runs for many months. The latter will have potential conflict with trophy hunting and tourism, and is likely to have a negative impact on wildlife generally, which may leave the area and develop larger flight distances.



11 **EXPLAIN:** It is clear that there are usually no simple answers. But good, sensible decisions are most likely to be reached by:

1. Making use of the most up-to-date information on game values and associated enterprises.
2. Giving priority to those forms of utilisation which create the greatest benefits.
3. Working carefully to develop as many different types of wildlife utilisation as is feasible and appropriate for each conservancy.
4. Managing the different types of utilisation carefully to avoid conflicts between them.
5. Applying a logical and structured decision-making approach.
6. Working in close partnership with joint venture partners.
7. Managing all aspects of the conservancy as efficiently as possible.

12 **SUMMARISE:** We have now finished the training course on game value. The next session will provide an opportunity for you to evaluate the training you have received. Before we do that, let's just go back and look at our objectives for this workshop for the last time to confirm that we have indeed covered all key aims of the training (*refer back to the first flipchart sheet – or prepared Flipchart Sheet #1*). Does anyone have any questions?



SELF-ASSESSMENT: Assessing participants' understanding of this Module

Handout #3 comprises a set of questions based on this Module and designed to evaluate the knowledge and skills that participants receiving this training have acquired. It is not intended as a formal test but is meant to help participants assess areas where they have sound knowledge and strong skills, and areas that require further work.

You can either use the questions as the basis of a plenary session with all the participants, or – if more suitable – ask them to write their answers out on some paper that you will provide for the purpose.

Although it will help you personally to modify your training approaches should you be able to discuss their answers with participants, they should not feel compelled to share their responses with you. If they are willing to share their responses, either collectively or individually, then use the information that you gather to assess your own training skills. Also note from participants' responses where these printed training materials might require amendment, for example, if an activity or section of the text is proving problematic.



List of Handouts that you should make available for this Module

MODULE 3.3, HANDOUT #1: Types of wildlife use, products, services and benefits

MODULE 3.3, HANDOUT #2: Game value prices for different types of wildlife utilisation (**NB:** Download updated information from the NACSO website at www.nacso.org.na)

MODULE 3.3, HANDOUT #3: Self-assessment evaluation for participants

All Handouts are one page only. Please make sure that you make enough copies for each trainee.



NOTES



