



BEYOND

A Model for Community Beneficiation & Job Creation

31 March 2015



Introduction



&Beyond Phinda Private
Game Reserve - A Case
Study of Empowering
Communities through
Conservation/Wildlife
& Tourism

Why has Land Restitution
worked at Phinda?

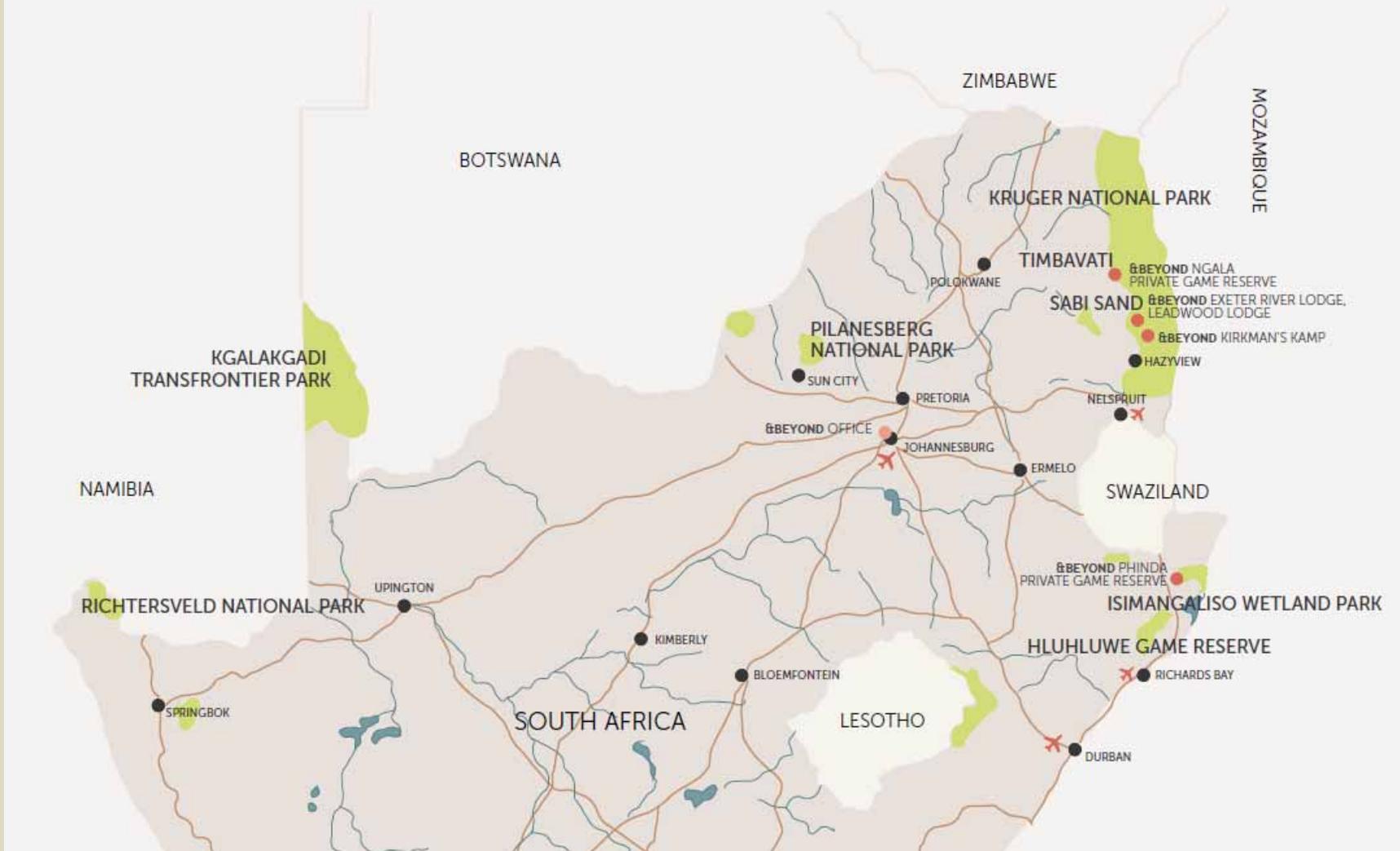
Challenges

Way Forward





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The Return - A Brief Conservation History

Story started 22 years ago

Reserve Objectives & Purpose

Tourism

Communities and Africa Foundation

Conservation

The Common Thread

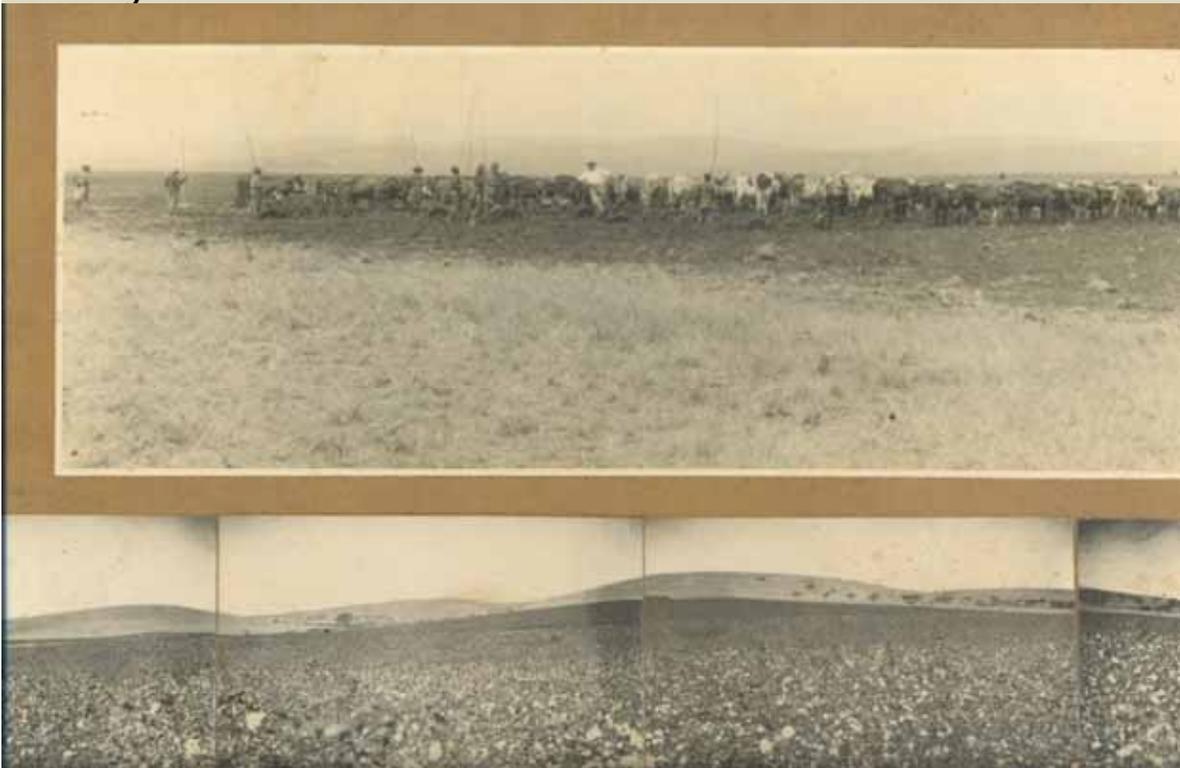
Care of the Land, Wildlife & People

Luxury adventure travellers



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Phinda "The Return"



&Beyond Conservation Model

**DOING WELL BY DOING
GOOD**



*"Care of the land, Care of the
wildlife,
Care of the people."*

Our model for responsible travel is made up of three factors:

- Conservation
- Communities
- World class lodges & wildlife experience

Our goal is to "give more and take less" in everything that we do

It is the responsibility of each &Beyond staff member at every lodge to find ways to positively contribute to the earth

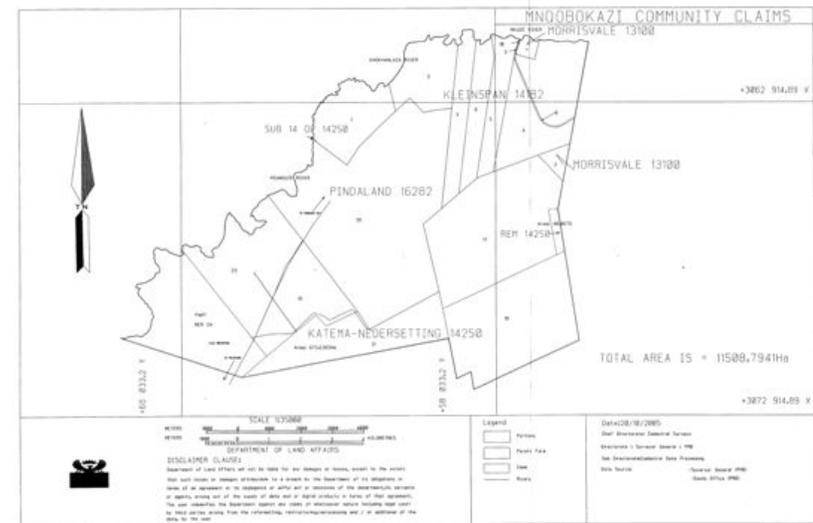
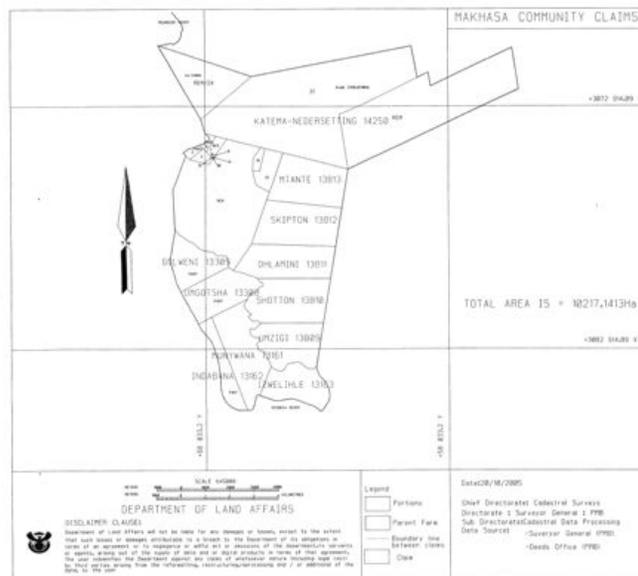
Pre 2006



6 BEYOND

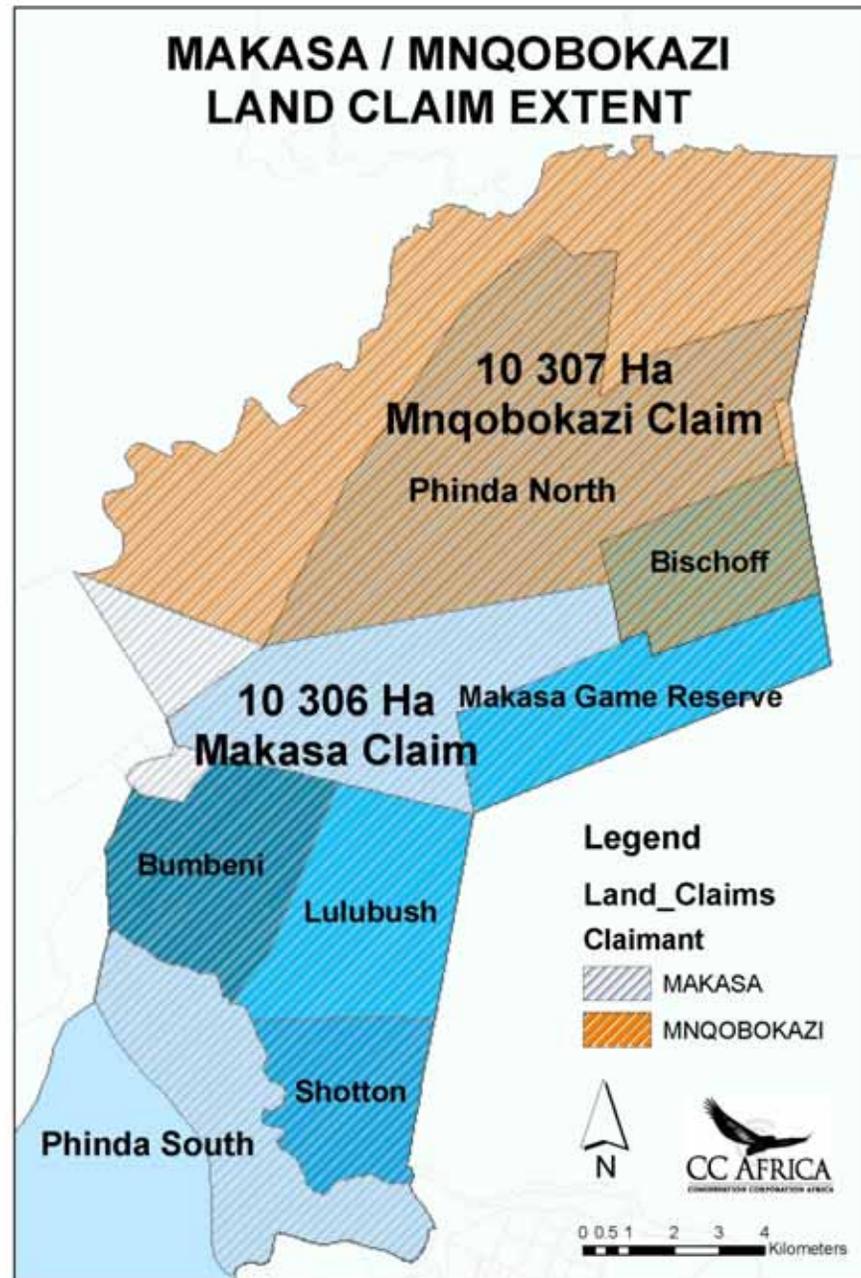
Makhasa - 10 217ha
total claim extent

Mnqobokazi - 11 509
ha total claim extent





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The Phinda & SKS Estates Settled Claim



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Mnqobokazi

- Phinda Land 4966 ha

Makhasa

- Phinda Land 4066 ha
- SKS/Bumbeni 1523 ha

The Deal

Phinda Land

- Transfer of Title Deeds/Ownership
- Non occupation
- &Beyond 36 year lease - first right of refusal for another 36 years
- Excludes game
- Over 200 beneficiaries each but for entire community
- Monthly rental paid
 - Based on what business can afford
 - +R 150k per month each trust
 - Close to R 2 mil per year each
 - Projected over R 75 mil each Trust in 36 years
- We are responsible for all improvement & maintenance of roads & infrastructure
- Veld management
- Preferential Employment
- Skills development

- Development Fund (MOA)
 - &Beyond R 9 mil each
 - Government R 40 mil each (yet to receive)
- Trustee & beneficiary assistance
 - Lawyers
 - Investments
 - Accounting & financial management (budgets, book keeping, monthly accounts)
 - Advice
 - SARS & VAT reg
 - AGM's
 - Trustee training
 - Trust deeds translated etc
 - Roles & responsibilities
- Additional Land at a lower rental

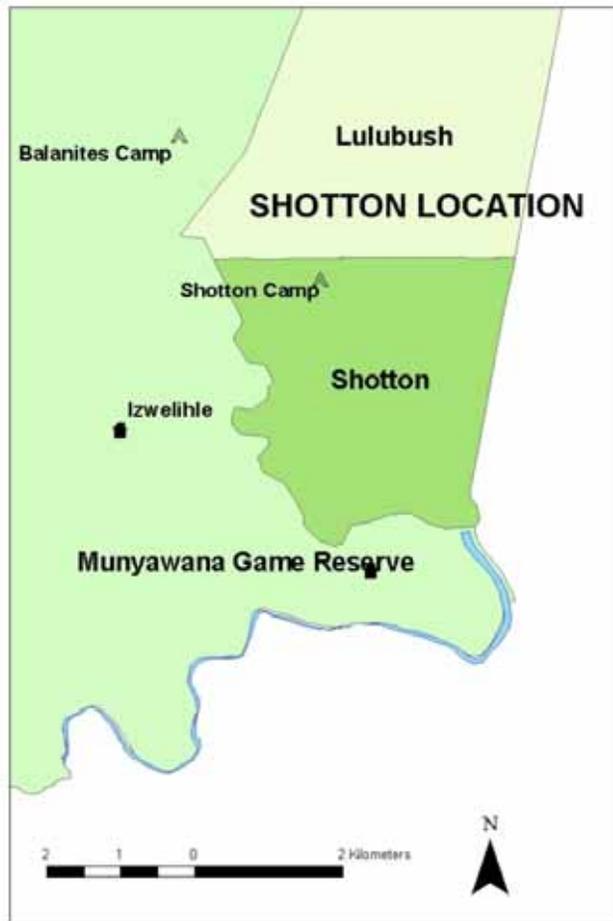
Bumbeni Land - Makhasa

?? Don't know details



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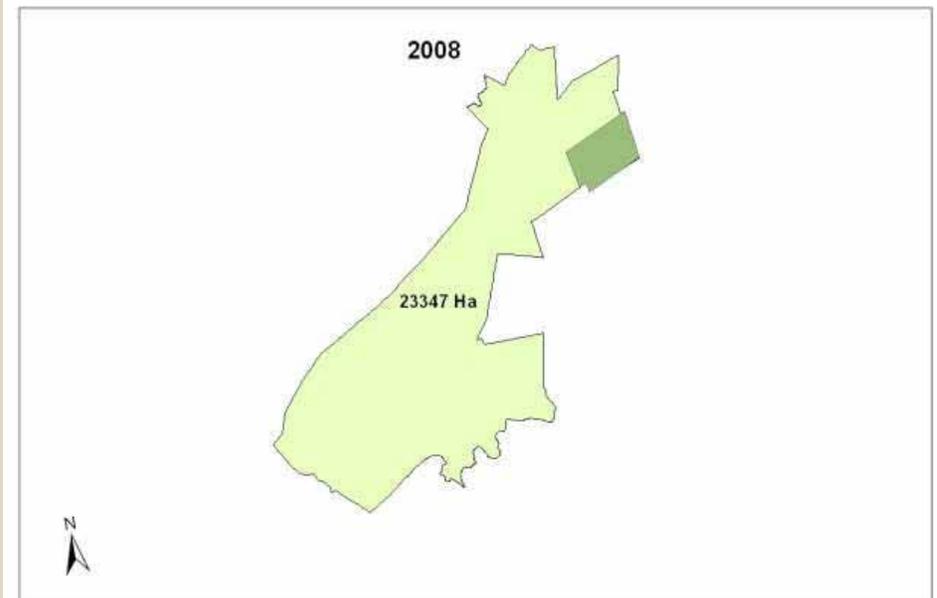
Makhasa/Shotton Land Inclusion



- Claimed & settled with previous land owner
- Community request to include in Munyawana/Phinda
- Lease of 36 years agreed
- Lease
 - 2007
 - R 150 / ha per year
 - $994.3 \text{ ha} \times R150 = R149\,145/\text{year}$
 - Up with CPI
 - Projected + R 6.5 million over 36 years
- Game equalised – (R 500k) paid with Dev Fund R 9 mil
- % share under Phinda in Conservancy

Mnqobokazi/Bischoffs Inclusion

- Claimed & settled with previous land owner
- Community request to include in Munyawana/Phinda
- Lease of 36 years agreed
- Lease
 - 2008
 - R 150 / ha per year
 - $1139.52 \text{ ha} \times R150 = R170\,928/\text{year}$
 - Up with CPI
 - Projected + R 7 million over 36 years
- Game equalised – (R 500k) paid with Dev Fund R 9 mil
- Fence Upgrade (R250k) paid with Dev Fund\$
- Conservation benefits
 - Cheetah
 - Allowed black rhino introduction
- % share under Phinda in Conservancy



Spends



Phinda & SKS Lease payments

- Electrification of houses
- Bursary schemes
- Fences
- Tractors
- Dam building & repairs
- Small businesses
- Beneficiary dividends/payouts
- Training
- Lawyers, Accountants & Investments
- AGM's
- Infrastructure development
 - Community Centres
 - Air cons
- Land surveyors & business development consultants
- Sports Development

Development Fund (&Beyond donated)

Fencing

Purchase of game

Community Contracts

Road cutting

Alien Plant Eradication

Other Community Benefits

Africa Foundation

Direct Employment

308 staff employed by &Beyond Phinda

Approx 200 from local communities

R20 million budgeted for Phinda payroll

Approx R13 million will go into local communities

Indirect Employment

Over 60 contract staff - security/canteen catering/staff transport/refuse removal/alien plant control (R500k)/entertainment/fencing

R3.5 million Security - 85% of staff from communities

1 person supports 10

Settlement of Land Claims

Makhasa Community Trusts - R 11,978,809

Mnqobokazi Community Trust - R10,901,292

Development Fund - R 9 million

Conservation Lessons





AFRICA FOUNDATION

empowering communities • enabling conservation

Achievements since 2007

R 15 290 339 donated to Phinda
Communities since 2007

166 Bursaries

2 Buses

24 Classrooms

1 Communal water fountain

7 Boreholes & water tanks at Schools

9 Water Pumps & Irrigation systems
for community gardens

21 Schools received reticulation to link
them to municipal main water line

1 Bakery

78 Conservation Lessons conducted,
reaching 644 children & 78 teachers

3 Subsistence gardens upscaled to
small commercial farms

12 Cottages - teachers accommodation

2 Administration Blocks

2 OVC Centres to support orphans and
vulnerable children



Challenges



- Attracting Guests & best wildlife experience
- Fickle tourism market
 - Fluctuating rand
 - Perception of SA by International Market Changing (high end guests)
- Ability to pay high fixed cost rentals if business is down
- Tourism/wildlife business
 - Recession
 - Spiraling fixed costs - labour/power/water/security/food/fuel
 - Revenue flat
 - Rhino poaching
 - High competition - eco tourism market is saturated
- Relationship with Community
 - Trust
 - Communication
 - Politics within community
 - New community structures
- Growing community
 - Limited employment
 - Pressure on resources
 - Dilution of benefits from reserve community members
 - Changing perception of reserve - positive/negative
 - Expectations

Why is/has Land Restitution Worked

- Trusting relationship with Community built up over many years
- Win/win
- Financial Benefits
 - Makhasa Community Trusts - R 11,978,809
 - Mngobokazi Community Trust - R10,901,292
- Development Fund - R 9 million each
- Supported each other
- Trust Chairman's Role
- Community Trust Financial planning & accountability
- Communication



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Way Forward

- Keep delighting guests/best wildlife experience
- Skills Development
 - Star in Training
 - Skills development & training
 - 28 community members every year
 - Management & Leadership Development
 - Continue to assist Chairman's/Trustees with roles & responsibilities if requested
- Employment
 - Extended Public Works Programmes
 - WOF
 - WOW
 - Community Guards
- Africa Foundation
 - Increase role and extend to other communities around Phinda
- Environmental Education & school programs
- Possible incorporation of new community owned land into Phinda/Munyawana
 - Greater conservation land
 - Employment
 - Boost local economy
 - Challenges & hurdles



Thank You



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