

Supplementary Material

From Seeing to Saving: how rhinoceros-based tourism in north-west Namibia strengthens local stewardship to help combat illegal hunting

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Appendix 1: Additional information on data collection

Supplementary Table 1: Description of Quantitative Evidence used in the Theory of Change evaluation

Metric	Description	Frequency and method of data acquisition
Revenue to Conservancy from Rhino Tourism	The amount of income directly deposited into Conservancy bank accounts by joint venture tourism partners from all rhino tourism activities. This would be gross income to Conservancy.	Collected annually from private sector tourism account records that clearly indicate the amount of funds transferred to partner Conservancy bank accounts.
Number of Employed Conservancy Rhino Rangers	The number of rangers appointed and employed on a permanent basis with registered Conservancies.	New rangers are reported to Save the Rhino Trust (SRT) within 1-2 months of employment as each ranger requires immediate training and equipment provision by NGO partners.
Conservancy contributions towards Rhino Monitoring Effort	The number of days each ranger spends in the field on dedicated rhino monitoring. All rhino monitoring data is captured by teams of rangers while on patrol using a standardized data collection model established	All rhino monitoring data in northwest Namibia is downloaded by SRT staff from handheld devices to a desktop database with 2-3 days following each patrol. The data is then interrogated for quality control by senior management before providing to

	within SMART Conservation software and managed by SRT.	government. Once entered, the raw data is easily queried for summary statistics including ‘ranger days’ grouped by agency.
Trends in Illegal hunting of Rhino	The number of detected rhino mortalities confirmed to be hunted by humans illegally, typically with bullet wounds and 1 or both horns removed.	All confirmed illegal hunting cases are reported immediately on an ongoing basis to the government and standardized mortality reports compiled by senior NGO staff. Each mortality is also entered into SRT’s SMART database.
Number of Joint Venture contracts between Conservancy and Private Sector for Rhino Tourism	The number of formal contractual relationships established between registered Conservancies and private sector tourism businesses that include rhino tracking tourism.	New joint venture contracts are reported to SRT on an ongoing basis as Conservancy rangers and tourism partners request training. The total number of rhino tourism enterprises are tallied at the end of each year.

Appendix 2: Template for Joint Venture Rhino Tourism Partnership between Conservancy and Private Sector Tourism Operator

Memorandum of Understanding

Between

X CONSERVANCY

&

X SAFARIS

(Collectively the “Parties”)

WHEREAS:

- A. X CONSERVANCY is a registered communal X CONSERVANCY under the Ministry of Environment and Tourism (MET);
- B. X CONSERVANCY is a registered Communal Rhino Custodian under the MET’s Rhino Custodianship Programme whereby the X CONSERVANCY has agreed to take responsibility for monitoring the rhino on their respective X CONSERVANCY land.
- C. X SAFARIS is a fully recognized Namibian tourism operator registered under the Namibia Tourism Board with head office in X.
- D. X SAFARIS, with their base at X Lodge, is ideally positioned to access the X CONSERVANCY’S rhino area
- E. X SAFARIS maintains a healthy and diverse guest base for which rhino tracking is sought after yet currently unavailable
- F. A rhino tourism expansion study conducted in 2012 identified X CONSERVANCY as a priority rhino tracking expansion site;
- G. X CONSERVANCY has identified X SAFARIS, with their base at X Lodge, as a prime candidate to partner in conducting joint rhino tracking tourism activities in the X extent of X CONSERVANCY
- H. The Parties have previously collaborated on other tourism initiatives and share a common commitment to improve and diversify their collective tourism products while enhancing rhino conservation efforts in the region;

THEREFORE THE PARTIES AGREE AS FOLLOWS:

1 Purpose of this MOU

- 1.1 The Parties are entering into this MOU in order to clarify the scope and intent of their partnership to advance conservation and tourism efforts in the X CONSERVANCY focused on desert adapted Black Rhino through establishing a new joint rhino tracking activity referred to as the ' X .
- 1.2 The Parties intend that activities undertaken to implement this MOU will continue to enhance their collaborative working relationship and assist them both in delivering more effectively on their respective missions and responsibilities.
- 1.3 The joint efforts of the Parties shall be conducted in a manner that is consistent with X CONSERVANCY's land use zonation and management plan, aligned with regional rhino tourism principles and provide a complimentary activity to the existing tourism experiences on offer by X SAFARIS.

2 Liaison and Communications

- 2.1 X CONSERVANCY and X SAFARIS shall each nominate a senior representative to act as the primary point of contact for effective liaison and communication between the Parties. The senior representatives shall be responsible to ensure the timely and efficient implementation of this MOU and review progress at forum meetings on a frequency not less than once every 6 months. It is intended that these bi-annual meetings would involve representation from both parties as well as other interest groups upon request and subject to their availability.
- 2.2 The senior representatives nominated in 2.1 above will be responsible to share, or nominate an external party to share, protocol agreed on and relevant information to other parties.

3 Decision-Making

- 3.1 Decision-making between the Parties shall be by consensus. Consensus means that both Parties are willing to accept a decision and support its implementation without public statements of reservations together with proper data collection and reporting to MET.

4 Scope of Responsibilities for Joint Initiatives

- 4.1 The Parties shall by mutual agreement collaborate on tourism initiatives focused on desert adapted Black Rhino, including but not limited to:
- 4.2 The respective responsibilities for the Parties related to joint tourism initiatives shall generally be as follows:

- 4.2.1 X SAFARIS shall be responsible for the development, marketing and management of the rhino tracking tourism operation for guests. The safety and comfort of the guests will be the sole responsibility of X SAFARIS at all times;
- 4.2.2 X CONSERVANCY shall be responsible for ensuring at least 2 RHINO RANGERS are made available on a 'secondment' basis to provide a rhino tracking service for the tourism experience offered by X SAFARIS;
- 4.2.3 X CONSERVANCY will ensure quality rhino monitoring data is collected during each sighting
- 4.2.4 X CONSERVANCY will assume full responsibility for the management of the rhino sighting advising X SAFARIS on appropriate viewing protocols to ensure conservation and safety objectives are met;
- 4.2.5 X CONSERVANCY will encourage their RHINO RANGERS to engage with all guests, share information and do presentations on occasion as per protocol.
- 4.2.6 Both Parties shall comply with relevant legislation, regulations or other stipulations of the MET related to tourism activities that involve rhino viewing.

5 Guiding Principles for Joint Tourism Initiatives

- 5.1 For rhino viewing conducted within X CONSERVANCY from X LOCATION, the guiding principles outlined below in Section 5.1.1 – 5.1.7 shall apply.

- 5.1.1 **Group Size:** To minimize disturbance and to ensure safety, there shall be no more than 8 guests per vehicle, 16 guests in total, for each viewing opportunity for a single rhino. Where larger numbers of guests are involved, the viewing distance and time will be more conservative than normal and/or the guides/trackers may choose to approach the rhino one smaller group (<8) at a time.
- 5.1.2 It is understood between the parties that no private vehicles will be allowed on the rhino tracking safari;
- 5.1.3 **Geographic Area for Viewing:** The Parties shall agree on areas within the X CONSERVANCY within which half or full day rhino viewing trips shall normally operate (Appendix A). An area rotation strategy will be developed to maintain appropriate coverage of the operating area to achieve monitoring goals while also minimizing over-use of certain areas and displacing rhino (Appendix B).
- 5.1.4 **Minimum Age Limits:** To ensure safety, the minimum age limit for rhino viewing shall be 12 years of age.
- 5.1.5 **Viewing Protocols:** RHINO RANGERS shall be responsible for all decisions related to the approach and viewing of a rhino, including early withdrawal from the viewing site if the animal is unduly disturbed or to ensure safety. The viewing approach will be guided by the 'Rhino Viewing Cards'. RHINO RANGERS shall also be required to complete sighting records (rhino ID and photos) for monitoring purposes during the viewing opportunities with the tourism guests which they will be expected to share and describe with the guests during picnic lunch.
- 5.1.6 **Management of Guests and Specialist Guides:** X SAFARIS Guides shall be responsible for the management of guests during a viewing opportunity under the overall guidance of the RHINO RANGERS, including explanation of viewing distances and times according to the 'Rhino Viewing Card' well before the actual rhino sighting, preferably at the Campfire Briefing (Appendix C). If the group also includes a 'specialist guide,' this individual shall be required to follow the agreed procedures and instructions of the X SAFARIS Guides and RHINO RANGERS at all times.
- 5.1.7 Additional operating procedure details are included in Appendix D.

6 Financial Arrangements

- 6.1 The Parties agree to the following financial arrangements to be provided from X SAFARIS to X CONSERVANCY to support the activities outlined under this MOU.

For the Rhino Trek, the following conditions apply:

6.1.1 All income generated from the Rhino Trek will be collected and banked by X SAFARIS;

6.1.2 A Royalty Payment in the amount of N\$X per person for half day / N\$X per person for the full day rhino trekking activity will be directly deposited in the RHINO CONSERVATION ACCOUNT on a monthly basis no later than the 7th of each month. This amount may be re-negotiated before the beginning of each financial year.

6.1.3 X CONSERVANCY will provide X SAFARIS with an invoice for the appropriate amounts each month and a receipt for the Royalty Payments indicated above no later than 10 working days after funds are received in good order;

6.1.4 All payments shall be provided by direct Bank Transfer and proof and payment slips to be emailed to X CONSERVANCY office.

7 Records of Sightings, Data Sharing and Confidentiality

7.1 The Parties undertake to share data and information with each other on a periodic basis to ensure the effective implementation of this MOU, consistent with the purposes outlined in Section 1.

7.2 Records related to rhino sightings and monitoring data shall be maintained as follows:

7.2.1 Standard monitoring data forms will be completed by the RHINO RANGER team (see Appendix F).

7.2.2 All records shall be provided to Save the Rhino Trust for analysis and re-distribution to MET in accordance with under the *Memorandum of Understanding* between SRT and the Ministry of Environment and Tourism.

7.3 X SAFARIS shall maintain records of guests that participate in the rhino tracking activity through standard Indemnity Forms (Appendix E). These records should be provided to SRT as required by the Regional Rhino Tourism Protocol on no less than a quarterly basis.

7.4 The Parties shall ensure that information regarding the status, distribution and management of desert-adapted Black Rhino in the region is collected, compiled and managed in a manner that reflects the confidential nature and sensitivity of this data. This will be formally acknowledged by X SAFARIS Guides and RHINO RANGERS signing a Confidentiality Statement.

8 Annual Meeting

8.1 The Parties shall meet on annual basis to review progress toward the implementation of this MOU at a time and place by mutual agreement to review and refine this MOU, as required, and subject to the provisions set out under Section 9.

9 Term, Renewal and Dissolution of MOU

- 9.1 This MOU shall be in effect from the date of signing and shall remain in effect for a period of _____ years.
- 9.2 Either Party may propose amendment or renewal of this MOU at the Annual Meeting. Amendments shall be made only by mutual agreement of the Parties.
- 9.3 Either signatory to this MOU may withdraw upon provision of written agreement to the other, with a notice period of not less than 90 days.

10 Dispute Resolution

- 10.1 The Parties will seek to resolve issues or disputes about the MOU or its implementation in good faith and in a manner that maintains a respectful and collaborative working relationship.

IN WITNESS WHEREOF the Parties have executed this Memorandum of Understanding on the ____ day of _____, 2017.

Witness

Authorized representative of X
CONSERVANCY

X CONSERVANCY

Witness

Authorized representative of X SAFARIS

Owner, X SAFARIS Namibia