

Omaheke Investment Conference 2016

Conference Report



Report on the planning, marketing, management, coordination and execution of the Omaheke Investment Conference, 24th to 25th November 2016.

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OMAHEKE INVESTMENT CONFERENCE 2016



From left: Mrs. Maria Vaendwanawa, Acting Chief Regional Officer (ORC); Hon. Ignatius Kariseb, Chairperson (ORC); H.E. Dr. Nickey Iyambo, Vice-President, Republic of Namibia; Her Worship Lea Ipinge, Mayor, Gobabis Municipality; Ms. Natalia /Goagoses, Chief Regional Officer, Erongo Regional Council (ERC); Mr. Mbwaluh Morocy, Executive Director, Mshasho Investments Group; Mr. Morgan Kapyala Phiri, Manager, Mshasho Investments Group and Mr. Edward Osman, Sodo Basement Films. (Photo taken outside Kalahari Convention Center right before H.E. Dr. Nickey Iyambo, Vice-President departs from Omaheke region).

I. Foreword



Omaheke Regional Council in partnership with the Office of the Governor, Gobabis Municipality, Leonardville, Otjinene and Witvlei Village Councils hosted the Omaheke Investment Conference at the Kalahari Convention Centre in Gobabis from November 24-25, 2016. The intention for hosting the 2016 Omaheke Investment Conference is to support implementation of key focus areas of the NDP4/5 and the Harambee Prosperity Plan (HPP) recently revealed by the President. The key themes focus on the following areas: logistics, manufacturing, agriculture, energy and tourism.

Although, the agriculture sector has been instrumental in providing much-needed jobs and driving economic activities in the region. The Omaheke region has great economic potential that still needs to be fully unlocked and exploited in a sustainable manner for the benefit of the local population. Further, the region has identified challenges and comparative advantages.

The first-ever Omaheke Investment Conference discussed ways on how to attract the right kind of local and international investors that contribute towards the competitiveness of national economies. The Conference shed light on the special role of foreign firms in enhancing a country’s comparative and competitive advantage which in turn help them to attract more investment.

It is an honor and privilege to invite you to invest in Omaheke region. People from all sectors of society should approach Omaheke region in order to stimulate local and commercial activities in the Omaheke region. The aim is to create decent jobs and improve the standard of living and quality of life for the citizens in the region, including the poor and marginalized. Omaheke region has a conducive environment for business and has greater opportunities for companies and investors. “The Future Is Right Here, Invest in Omaheke.”

The conference was a great resounding success. All stakeholders participated very conscientiously and committed themselves to the cause at hand. I thank them all for the positive response. To the stakeholders, I reiterate my pronouncement during the proceedings: the conference was just the first step in our task, and now YOU must carry the work forward by means of implementing the strategies and recommendations of the conference.

A handwritten signature in black ink, appearing to be 'Ignatius Kariseb', written over a dotted line.

Honourable Ignatius Kariseb

Chairperson: Omaheke Regional Council

II. Acknowledgement



I would like to express my sincere gratitude and appreciation to all individuals who made an outstanding contribution to what was widely considered to have been a successful Omaheke Investment Conference 2016.

Special appreciation is reserved for the Vice-President H.E. Dr. Nickey Iyambo who out of his busy schedule graced the opening ceremony as the Keynote Speaker. The Omaheke Investment Conference would not have been successful without the invaluable support received from the Vice-President H.E. Dr. Nickey Iyambo.

In particular, I would like to thank our Governor of Omaheke Region, Hon. Festus Ueitele; Chairperson of Omaheke Regional Council, Hon. Ignatius Kariseb; Regional Councillors; Her Worship Lea Ipinge, Mayor of Gobabis Municipality; Chairpersons; Local Authority Councils; Mr. B.E.O Kasete, Acting Chief Regional Officer, Otjozondjupa Regional Council; Ms. Natalia /Goagoses, Chief Regional Officer, Erongo Regional Council; Traditional Leaders; Sectors Experts; Investors and Exhibitors.

I would like to thank the presenters, facilitators and rapporteurs who took time out of their busy schedules to share their knowledge with the delegates. My Sincere thanks to Mshasho team whose hard work and dedication ensured that the conference was organized in a successful manner. In addition, the Consultant provided invaluable input by transcribing some recordings of the sessions of the Conference. I also wish to acknowledge the contribution of the staff members of Omaheke Regional Council.

Finally, I appreciate our valuable partners; the Office of the Governor, Gobabis Municipality, Leonardville, Otjinene and Witvlei Village Councils whose contribution cannot be quantified, the Private sector who sponsored most of the events and made presentations as well as the Management of the Kalahari Convention Centre in Gobabis for offering the venue and excellent facilities for the conference. I would also like to thank everyone who attended for giving so freely of themselves and making the conference a memorable and successful occasion.

A handwritten signature in black ink, appearing to read 'Ms. M. Vaendwanawa', written over a dotted line.

Ms. M. Vaendwanawa

Acting Chief Regional Officer: Omaheke Regional Council

III. Acronyms and Abbreviations used in this Report

CDC	Constituency Development Committee
DWSSC	Directorate of Water Supply and Sanitation Coordination
ERC	Erongo Regional Council
FMD	Foot-and-Mouth Disease
MLR	Integrated Regional Land Use Plans
IRLUP	Ministry of Land Reform
MME	Ministry of Mines and Energy
MITSMED	Ministry of Industrialization, Trade and SME Development
NCA	Northern Communal Areas
NTB	Namibia Tourism Board
NUST	Namibia University of Science and Technology
UNAM	University of Namibia
ORC	Omaheke Regional Council
PPP	Public-Private-Partnership
RSA	Republic of South Africa
SMEs	Small and Medium-Scale Enterprises
SVCF	South of the Veterinary Cordon Fence
IRLUP	Integrated Regional Land Use Plans
HPP	Harambe Prosperity Plan

1. Overview

The Omaheke Investment Conference was held at Kalahari Convention Centre in Gobabis, Omaheke region on 24-25 November 2016. The Omaheke Investment Conference was a joint effort of the Omaheke Regional Council and Office of the Governor of Omaheke region and the four Local Authorities (Gobabis Municipality, Leonardville, Otjinene and Witvlei Village Councils).

The Conference was addressed by the Vice-President H.E. Dr. Nickey Iyambo as a guest of honour and it was attended by 134 delegates, of whom 108 included potential investors, business chambers and local government officials as well as 7 sector experts, 6 delegates from the media, 7 protocol officials and a total of 6 exhibitors. The exhibitors showcased their local products and services during the two-day event.

The Conference deliberations were under the following themes and objectives:

- 1.1. To attract investors, businesses and partners both locally, nationally and internationally in the areas of logistics, manufacturing, agriculture, energy and tourism, in terms of the economic priorities and initiatives in the National Development Plans and the Harambee Prosperity Plan.
- 1.2. To facilitate alignment and harmonization of Omaheke regional opportunities.
- 1.3. To share the progressive, developmental and investment agenda of Omaheke Regional Council.
- 1.4. To increase investment, spearhead productivity and foster economic benefits for the region.

The Conference showcased a selected number of investment projects. These projects were primarily in logistics, manufacturing, agriculture, tourism as well as energy. His Excellency, the Vice-President Hon. Nickey Iyambo officially launched two documents for Omaheke Regional Council during the conference, which were the Omaheke Regional Development Profile and the Local Economic Development (LED) Strategy and its implementation plan for the Omaheke region (2017/18-2020/21).

2. Methodology

The Conference Organizing Committee was tasked for marketing and event management of the Omaheke Regional Investment Conference. Several promotional and marketing strategies were rendered in order to promote the event as a ‘must-attend’ event and to attract prospective investors, businesses and partners both locally, nationally and internationally in the areas of logistics, manufacturing, agriculture, energy and tourism, which led to the successful completion of the Investment Conference.

2.1. Conference Organizing Committees

Mshasho Investments Group is the consultant assigned with the crucial task to market and manages Omaheke Investment Conference for Omaheke Regional Council (ORC). The consultant was tasked to report on the progress made on the preparation of the Investment Conference to the Steering Committee on a continuous basis. The Steering Committee comprises of staff members and Honourable Councillors from Omaheke Regional Council.

2.2. Core Tasks, Responsibilities and Deliverables

As per the terms of references and expectations to market and manage Omaheke Regional Investment Conference, the following were achieved within time:

2.2.1. Completion of the Logo Design, Facebook Page and Slogan

A catchy conference logo was designed. The logo illustrates the areas of logistics, manufacturing, agriculture, tourism and energy in terms of the economic priorities and initiatives in the National Development Plans and the Harambee Prosperity Plan.

Another crucial task is the creation of “Omaheke Investment Conference 2016” Facebook Promotional Page. The Facebook page has been active throughout the duration of the term. The public has been informed about all news items, press releases and/or other information relating to Omaheke Investment Conference 2016.

The Investment Conference was held under the theme ‘The Future Is Right Here’. The theme intended to unlock the economic potential, promoting investment for inclusive growth and industrialization of the region.

2.2.2. TV Platform and Newspaper Advert

The Acting Deputy Director of Development and Planning of Omaheke Regional Council, Ms. Hileni Sheya and the Public Relations Officer, Mr. Tauno Iileka made their first appearance on Namibia Broadcasting Corporation (NBC) television for Good Morning Namibia to elaborate on the Investment Conference.



From left: Mr. Tauno Iileka; Ms. Hileni Sheya and NBC’s Good Morning Namibia Presenter.

The Governor of Omaheke region, Hon. Festus Ueitele and Chairperson of Omaheke Regional Council, Hon. Ignatius Kariseb attended NBC’s Business Today. The Honorable Governor and Chairperson provided an insight into the first-ever Omaheke Investment Conference.

Relevant prospective investors and businesses were reached by these basic, yet powerful marketing platforms. The placement dates for the newspaper adverts were as follows, Windhoek Observer, 28/October/2016; New Era Newspaper, 28/October/2016; The Namibian Newspaper, 24/October/2016; 28/October/2016 and 03/November/2016.

2.2.3. Official Invitation Letters

The official invitation letters were spearheaded by Omaheke Regional Council and Office of the Governor of Omaheke region, several official invitation letters were sent to:

- 2.2.3.1. His Excellency Dr Hage Geingob (President of the Republic of Namibia).
- 2.2.3.2. Ministers, the invited ministers were, Hon. Sophia Shaningwa, Minister of Urban and Rural Development; Hon. Penda Ya Ndakolo, Minister of Defense; Hon. John Mutorwa, Minister of Agriculture, Water and Forestry; Hon. Pohamba Shifeta, Minister of Environment and Tourism; Hon. Obeth Kandjoze, Minister of Mines and Energy; Hon. Immanuel Ngatjizeko, Minister of Industrialization, Trade and SME Development; Hon. Katrina Hanse-Himarwa, Minister of Education, Arts and Culture and Hon. Alpheus !Naruseb, Minister of Works and Transport.
- 2.2.3.3. Governors for the other regions.
- 2.2.3.4. Chief Regional Officers of the other regions.
- 2.2.3.5. Investors, businesses and partners both locally, nationally and internationally.
- 2.2.3.6. Embassies, the invited embassies were, Angolan Embassy, German Embassy, Zimbabwe Embassy, US Embassy, British High Commission and Chinese Embassy.
- 2.2.3.7. Sectors Experts
- 2.2.3.8. Local Authorities in the Omaheke region (they organized as well).
- 2.2.3.9. Leading business representatives and support organization in Namibia such as Namibia Chamber of Commerce and Industry (NCCI) and Namibia Investment Centre (NIC).

The comprehensive attendance register is attached as Annexure 2.

2.2.4. Sector Experts Engagement

Following are the Sectors Experts in the areas of Agriculture, Logistics, Manufacturing, Energy and Tourism who confirmed and made presentations at the Regional Investment Conference in Gobabis. They are:

- 2.2.4.1. Mr Rino Muranda, Agribank (Agriculture Sector)
- 2.2.4.2. Mr. Desmond J. Cloete, Meat Board of Namibia (Agriculture Sector)
- 2.2.4.3. Mr Richard Milinga, Roads Authority (Logistics Sector)
- 2.2.4.4. Mr Manfred Kahipura, Ministry of Industrialization, Trade and SME Development (MITSMED) (Manufacturing Sector)
- 2.2.4.5. Mr Daniel Zaire, represented by Mr. Ivor Kahimise, Ministry of Mines and Energy (MME) (Energy Sector)
- 2.2.4.6. Ms Juliet Oliver, represented by Mr. Ricardo Jansen, Namibia Tourism Board (NTB) (Tourism Sector)
- 2.2.4.7. Mr. Muleke Born-Bright and Mr. Alfred Sikopo, Ministry of Land Reform

2.2.5. Development of Promotional Tools

2.2.5.1. The Promotional Tools

Conference T-shirts, banners, gazebos, caps, pens and video material were prepared and availed on the first day of the Investment Conference at the Kalahari Convention Centre in Gobabis from November 24, 2016. The promotional materials were distributed to all invited guests while promotional tools, such as banners, gazebos and video material were displayed at the conference hall.

2.2.5.2. Theme Song

Omaheke Investment Conference theme song was recorded and sent out to the radio stations. The theme song was specifically composed to communicate and market the Omaheke region to the audience. The main content involved the elaboration on the key economic priorities areas of logistics, manufacturing, agriculture, tourism and energy. The theme song was composed to appeal to all age group at different professional level.

2.2.5.3. Video

A conference video was made. The video carried an intended message to investors, businesses and partners both locally, nationally and internationally. This video created a clear platform for potential investors to find out more about the Regional Investment Conference and other relevant information about Omaheke Regional Council (ORC) and Omaheke region at large. The video was uploaded on social media and screened several times during the conference.

2.2.5.4. Promotions on Radio(s)

Commercially reasonable efforts were used to facilitate radio exposure for the Omaheke Investment Conference 2016 on various radio stations such as National Radio and Radio Energy.

2.2.6. Venue and Catering Services Selection

Kalahari Convention Centre was endorsed as the most suitable venue and catering services supplier for the event. Hence, it was the supplier of (a) Venue and (b) Catering. The process of selection for this particular company to be selected involved the viewing of the premises by the Consultant. Omaheke Investment Conference was carried out in a secure and environment of comfort.

2.2.7. Confirmation of Attendees

All interested individuals who wanted to attend the Investment Conference were requested to fill in confirmation of attendance forms to reserve their seats.

2.2.8. Media Invitations

The media ranging from television, radio and print (newspaper) were invited to attend the Investment Conference. The intention was to promote the Regional Investment Conference across various media.

2.2.9. Follow-up on Invitations and Information to Guests

The Consultant liaised with the Steering Committee to ensure that appropriate and effective protocols were in place for channelling the communication messages of the Regional Investment Conference on the 24th – 25th November 2016.

The arrangement involved the following:

2.2.9.1. Follow-up on invitations were made via telephone, email and fax as appropriate.

2.2.9.2. The confirmed registration list of guests was compiled and this involved investors, businesses and partners both locally, nationally and internationally, speakers, support staff, event management team, ushers and so forth and issue feedback to the Steering Committee.

- 2.2.9.3. The Consultant went an extra mile and compiled rooming list for all guests/delegates who wanted to attend the conference and were in need of accommodation and liaised directly with Kalahari Convention Centre.
- 2.2.9.4. The invitation included, sending out the event programme to all confirmed guests.
- 2.2.9.5. Protocol arrangements for VIPs with the Steering Committee, including their arrival and departure.
- 2.2.9.6. Through ongoing consultations with the Steering Committee, the Consultant ensured that conference chair(s), speakers, facilitators and so forth were arranged.

2.3. Prepare, Organize and Manage the Investment Conference, 24-25 November 2016

2.3.1. Conference Program

The two-day Conference Programme was designed beginning with day 1, Thursday, 24 November 2016 and day 2, Friday, 25 November 2016.

- 2.3.1.1. On day 1, Thursday, 24 November 2016, the programme involved the arrival of invited guests, official opening, presentations by the sector experts, tour of exhibition stands (which were open throughout the conference), cocktail reception including a performance by The Dogg. Mr. Ephraim Dawids, Chief Executive Officer, Gobabis Municipality was the Director of Ceremonies on Thursday, 24 November 2016.
- 2.3.1.2. On day 2, Friday, 25 November 2016, the programme involved a presentation by the Regional Council initially scheduled for day 1. Furthermore, day 2 programme involved presentations by Local Authorities in the region as well as a presentation by the Ministry of Land Reform, a Summary and Recommendations of the Investment Conference and the Closing Remarks. The attached Programme for Omaheke Investment Conference 2016 has detailed information. Mr. Pijoo Nganate, Special Advisor, Office of the Governor, Omaheke region was the Director of Ceremonies for day 2, Friday, 25 November 2016.

2.3.2. Venue Arrangements

The venue was arranged according to specifications and was ready for the conference as planned. All required audio-visual and sound equipment were available/acquired before the Official Opening. The consultant ensured the cross-check possibilities for seating arrangements and all related event facilities. Service maintenance was promptly available as required for all equipment/services and facilities in and around the conference venue. Decorations, lighting effects guide, disposable theme cameras, floral design, space design and decor were ensured.

2.3.3. Tea Break, Lunch and Cocktail

Kalahari Convention Centre was recommended to be the supplier of catering services at the envisaged event. The catering for the conferences embodied African finest cuisine offerings. The warm hospitality and modern African ambience made the catering experience completely unforgettable.

2.3.4. Ushers

The conference ushers were readily available during the conference to provide secretariat services and for all enquiries regarding the conference.

2.3.5. Registration and Information Support for Investors, Businesses and Partners

Upon arrival at the conference, guests were registered on the attendance register and ensured that all relevant follow-up details were obtained at registration. All invited guests were given name tags categorized in different portfolios, for example, delegate, protocol, Media and VIP.

2.3.6. Official Opening Reference Materials

The Consultant distributed the conference material such as the programme, pens, conference bags and the two documents that were launched during the conference, namely, Omaheke Regional Development Profile and the Local Economic Development (LED) Strategy and its Implementation Plan for Omaheke region (2017/18-2020/21).

2.4. Day 1, Thursday, 24 November 2016

2.4.1. Arrival of Invited Guests

In attendance were Vice-President of the Republic of Namibia H.E. Dr. Nickey Iyambo, Keynote Speaker; Governor of Omaheke Region, Hon. Festus Ueitele; Chairperson of Omaheke Regional Council, Hon. Ignatius Kariseb; Regional Councillors; Her Worship Lea Iipinge, Mayor of Gobabis Municipality; Chairpersons; Local Authority Councils, Mrs. Maria Vaendwanawa, Acting Chief Regional Officer, Omaheke Regional Council; Ms. Natalia /Goagoses, Chief Regional Officer, Erongo Regional Council; Mr. B.E.O Kasete, Chief regional Officer, Otjozondjupa Regional Council; Traditional Leaders; Sectors Experts; Investors and Exhibitors.

2.4.2. Official Opening

The conference opened with the National and African Union Anthems, whereafter a prayer by Mr. Seth Imasiku followed. Hon. Ignatius Kariseb, Chairperson, Omaheke Regional Council then welcomed all the participants. The Governor of Omaheke Region, Hon. Festus Ueitele introduced the Keynote Speaker. The Keynote Address was delivered by His Excellency Dr. Nickey Iyambo, the Vice-President of the Republic of Namibia and Her Worship Lea Iipinge, Mayor of Gobabis Municipality gave the Vote of Thanks to all participants with a special appreciation to the Vice-President.

2.4.3. Welcoming Remarks by Hon. Ignatius Kariseb, Chairperson of Omaheke Regional Council

Hon. Ignatius Kariseb expressed gratitude to the organizers for ensuring that so many invitees were able to attend, thereby demonstrating their support for dealing with a very important issue of Omaheke Investment Conference. He highlighted that this was the first ever Omaheke Investment Conference and the day marked as a new chapter in the history of a region. “Hence, we are sending indisputable message out to the entire Namibian nation at large and the world that Omaheke regional leadership and its inhabitants are gathered here to unruffled all possible opportunities in the fields of agriculture, transport and logistics, manufacturing and energy under the theme ‘the future is right here,’ he said.

He further articulated that, Namibia recognized the crucial role of domestic and foreign investment in economic growth, job and wealth creation, and therefore put in place investors’ friendly

legislation to enable the private sector to fully contribute to the promotion of economic emancipation and wealth creation. He emphasized that, it was a privilege to have had the Vice-President who deemed it fit to grace this conference with his presence.

In his voice, “Comrade Vice-President thank you very much for accepting my invitation on a very short notice, your presence here this morning is a clear testimony that you carry the interest of Omaheke region and its inhabitants on your calls and that, it remains a top priority region on your desk. I want to welcome you to Omaheke region on behalf of the regional leadership and inhabitants, you are million a times welcome in Omaheke region”.

2.4.4. Introduction of the Keynote Speaker by Hon. Festus Ueitele, Governor of Omaheke Region

After the welcoming remarks by the Chairperson of Omaheke Regional Council, Hon. Festus Ueitele, Governor of Omaheke Region introduced the Keynote Speaker. Hon. Ueitele welcomed all the participants for attending the Omaheke Investment Conference besides their busy schedule.

The Hon. Governor shared a quote by Cesar Chavez: “We cannot seek achievement for ourselves and forget about progress and prosperity for our community. Our ambitions must be broad enough to include the aspirations and needs of others, for their sakes and for our own.”

He said the quote highlighted the needs of humans and especially those of us who are more fortunate to lead and develop communities, regions and the country.

Hon. Festus Ueitele introduced the Vice-President H.E. Dr. Nickey Iyambo as the guest of honour. Dr. Nickey Iyambo was born 20 May 1936 in Onayena, Oshikoto Region. He is a Namibian politician and physician who is the first and current Vice-President of Namibia since 2015. A member of SWAPO, Iyambo has been a member of the Cabinet of Namibia since independence in March 1990. He was the Minister of Health and Social Services from 1990 to 1996, Minister of Regional and Local Government and Housing from 1996 to 2002, Minister of Mines and Energy from 2002 to 2005, Minister of Agriculture, Water and Forestry from 2005 to 2010, and he was Minister of Veterans Affairs in President Hifikepunye Pohamba’s second Cabinet from 2010 to 2015. As Vice-President, he continues to head the Ministry of Veterans Affairs.

H.E Iyambo earned four separate degrees from the University of Helsinki in Finland, beginning with a MSc in 1969. In 1970, he earned a MA in political science, a BA in medicine in 1974 and MD in medicine in 1980. During his time studying at the University of Helsinki, Iyambo was an active member of the Student Union and a representative of SWAPO at the University. His roommate at the university was current Governor of the Bank of Finland, Erkki Liikanen.

Iyambo was Namibia's first Black postmaster from 1962 to 1963 but fled into exile with SWAPO in 1964. He was amongst the earliest SWAPO members to go into exile and helped establish SWAPO’s close relationship with Julius Nyerere’s Tanzania.

Alongside President Hage Geingob, Iyambo was sworn in as Vice-President of Namibia on 21 March 2015, becoming the first person to hold that title. As Vice-President, he continues to head the Ministry of Veterans Affairs with two deputy ministers.

2.4.5. Keynote Address by H.E. Dr. Nickey Iyambo, Vice-President, Republic of Namibia

The Vice-President, H.E. Dr. Nickey Iyambo greeted all the participants. He stated that, in 1994 he was the initiator of the Trade Fairs concept across all regions of Namibia. He motivated people from different regions to mobilize and sell their products and services through different industries. He further stated that, the first meeting that he organized under the leadership of the Founding Father H.E. Dr. Sam Nujoma, approximately only 25 people turned up. Although it was a small

and humble beginning today extraordinary results can be seen, for example through Ongwediva Trade Fair.

He was thankful to open the first ever Omaheke Investment Conference. He stressed that, the region will not go unnoticed in times to come. He further stated that, he was hopeful the Omaheke Investment Conference would utilize the experience gained and reasons learned at Invest in Namibia Conference which was held one week before the Omaheke Investment Conference to ensure that it achieves the same if not better successful results in the quest of what it has started for our investment in Omaheke region.

In Omaheke region, he spotted Otjombinde as one of the areas with a water crisis. Since, “water is a key to sustainable development”, H.E Dr. Nickey Iyambo questioned the Governor of Omaheke Region about the water crisis in Otjombinde. The Governor explained that officials from the Ministry of Agriculture, Water and Forestry were doing field work analysis and pointing out areas in and around Otjombinde where they can develop water infrastructure. The Governor explained further that during the last meeting a decision was taken to exercise two things: to mobilize all the water tanks from the Ministry of Works and Transport and to utilize the services of the Ministry of Defence to pin-point whether there is sufficient water available for the society, and he detailed out a recommendation of enrolling a geologist who could actually do the feasibility study on areas which are rich in underground water, in order to develop the water infrastructures and distribute water to the society.

His Excellency made a remarkable contribution by offering to donate N\$5 000.00 to the Omaheke Investment Conference after he recognized that no Gala Dinner or any forms of grant or sponsorship was arranged during the preparation of Omaheke Investment Conference 2016. He recommended the improvement of the Gobabis-Grootfontein road and to upgrade the road from Aminius to Gobabis to bitumen standard as this will be a crucial contribution to the Harambe Prosperity Plan.

His Excellency recommended synergies of various experts across various industries in order to reach long term goals. With reference to the great ideas and priorities of the Government, he pointed-out that the Investment Conference is a welcoming instrument to realize Vision 2030, through the Harambee Prosperity Plan which was initiated by the President of Namibia. He therefore advised all patriotic citizens to be committed to work together in a spirit of harmony.

The Vice-President identified a selected number of investment projects. These projects include the establishment of Vocational Training Centres, water infrastructure, the Trans-Kalahari Railway and value-addition of livestock products.

He recommended the establishment of two more Vocational Training Centres in Omaheke region because the current Vocational Training Centre in Gobabis is not sufficient to serve the whole region. Namibia possesses water resources, such as the sea, rivers and underground water, hence, in his statement, His Excellency, stated that, “there is nothing more urgently right now rather than to develop water infrastructures right away. Water is needed in this country more than anything else. I do not know whether we can go for the next two and half year without having produced something permanent to supply water to the entire society, hence, those water resources needs to be developed for us to survive”.

He argued all investors to take advantage of the Trans-Kalahari Railway which has been planned as part of the Walvis Bay Corridor. This is because Omaheke region serves as a gateway for Southern African Development Community as businesspeople trade through the Trans-Kalahari Railway and the Port of Walvis Bay. He recommended that investors tap into opportunities such as the establishment skin processing factory to yield products including shoes, key holders, upholstery, belts and so forth.

In conclusion, the Vice-President applauded the Governor of Omaheke Region and his political leadership and management for organizing a Conference like this to market the region beyond

Omaheke itself. He recommended people to network and exchange ideas. He encouraged investors to approach the Omaheke region with an open-minded spirit to discover the unique investment niche that the region has to offer. He said the Government was ready to collaborate with investors to invest in a more inclusive Namibia principle of sustainability and shared prosperity. He also encouraged the region to work in unity.

2.4.6. Official Launch for Omaheke Regional Development Profile and Local Economic Development Strategy by Vice-President H.E. Dr. Nickey Iyambo

Dr Iyambo officially launched two documents for Omaheke Regional Council during the conference, which were the Omaheke Regional Development Profile and the Local Economic Development (LED) Strategy and its implementation plan for the Omaheke region (2017/18-2020/21).

Iyambo also urged that, “as part of the promotional efforts to attract more investors, the public, private and civil society sectors are encouraged to establish partnerships and collaborations in order to offer local solutions by addressing shared economic opportunities.” According to Iyambo, this needs to be done because one of the pre-conditions for sustainable inclusive development is partnerships.

All Namibians have a role to play in ensuring that the two launched documents are a success, Vice-President Nickey Iyambo said when he spoke as the guest of honour at the first-ever Omaheke Investment Conference 2016.

2.4.7. Vote of Thanks by Her Worship Lea Ipinge, Mayor, Gobabis Municipality

Her Worship Lea Ipinge appreciated the valuable contribution and presence for everyone and a special appreciation was made to the Vice-President who made the special time out of his very busy schedule of national duties.

She stated that His Excellency had set a stage for all Namibians to not to be left behind but for everyone to get on the wagon of prosperity and that was what he testified.

The Mayor gave gratitude to the Governor who played an important role and initiated the economic road-map for Omaheke region, which led to the launching of the first ever Omaheke Investment Conference. In her statement, she said there was always a history and a history will be written from now on. This was the first in the history of Omaheke region. The entire of Omaheke region was there.

The Mayor further emphasized the roles played by the Chairperson of the Omaheke Regional Council, Hon. Kariseb and his dynamic team of the region for initiating this particular Investment Conference and his involvement assured a significant change for the region. The conference had attracted both local and international investors. She was convinced that this initiative signalled the birth of the very close and excellent relationship within the region. The documents which were launched would serve as guidance to prosperity.

The Mayor, further, appreciated the presence of all investors. “Use this opportunity and make use of this time, do not be left behind.” she said. She also appreciated the organizing committee that organized the event, the exhibitors exhibited their products and the music performances. She thanked the Director of Ceremonies who guided the conference throughout.

2.4.8. Presentation by Mr. Rino Muranda, Agribank, Agriculture Sector

2.4.8.1. About Agribank

Agribank specialize in financing the entire value chain from land acquisition, production inputs, harvesting, transporting, processing and marketing of the products at competitive interest rates by far.

2.4.8.2. Key Issues of Concern/Challenges facing the Agriculture Sector

2.4.8.2.1. Impact of Disaster on the Agriculture Sector

The following were found regarding the impact of disaster on the agriculture sector:

GDP Constant 2010 Prices, Percentage Change

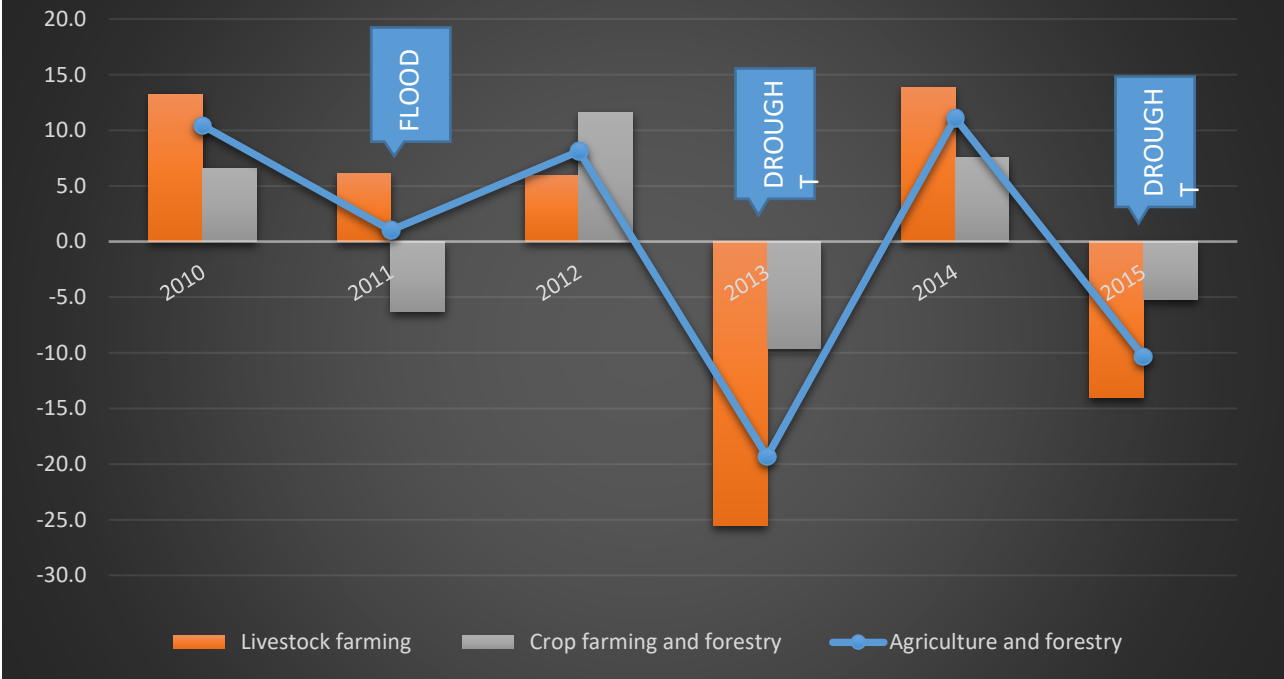


Figure 1

Figure 1 indicates the impact of disasters, which are flood and drought, on agriculture sector. The table shows percentage change on livestock farming, crop farming and agriculture due to the impact of disaster.

2.4.8.2.2. Impact of Disaster on Agribank Performance

The following results were found regarding the impact of disaster on Agribank performance:



Figure 2

Figure 2 above shows that profit is the highest in 2014 with N\$88.5 million, followed by 2015 with N\$47 million in profit. 2016 is the smallest in profit with only N\$8.9 million. Moreover, the provisioning for losses is the highest in 2010 with N\$35.7 million, followed by 2011 with N\$26.7 million and the lowest is 2016 with -N\$56.4 million.

2.4.8.2.3. Agribank Performance Market Share in Communal Areas

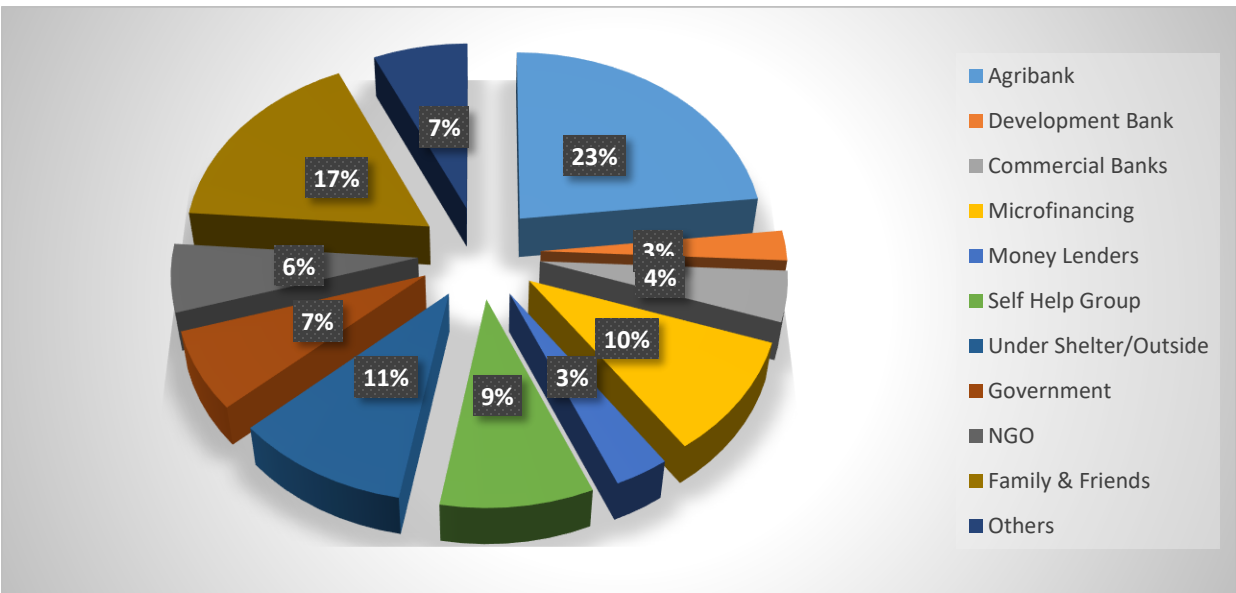


Figure 3

Figure 3 above shows Agribank performance market share in communal areas. The figure above shows that by far the majority of market share (23%) are with Agribank followed by family and friends with 17 percent (%). Three percent (%) indicates the lowest market share by the Development Bank.

2.4.8.2.4. **Agribank Loan Book Distribution**

Table 1: Agribank Loan Book Distribution for 2015.

Year 2015	Number of Loans	Amount Granted	% Amount Granted
Otjozondjupa	1,833	834,435,203.02	29%
Omaheke	1,992	523,168,178.83	18%
Hardap	969	356,078,751.90	12%
Kunene	932	290,392,302.20	10%
Karas	763	255,396,087.20	9%
Oshikoto	783	213,231,897.37	7%
Kavango	1,299	105,433,614.96	4%
Khomas	255	100,014,194.83	3%
Erongo	417	75,298,912.80	3%
Omusati	810	51,379,112.14	2%
Zambezi	980	35,231,379.00	1%
Oshana	401	26,196,540.46	1%
Ohangwena	261	14,473,450.63	1%
Total	11,695	2,880,729,625.34	100%

In 2015, twenty-nine percent (%) of the amount granted from the above table (Table 1) is for Otjozondjupa region, followed by Omaheke region with 18 percent (%) of the amount granted. Ohangwena region is the lowest granted region with only 1 percent (%). Moreover, Omaheke region is recorded as the region with the highest number of loans of 1,992, followed by Otjozondjupa region with 1,833. Again, Ohangwena region recorded the lowest number of loans which amounts to 261.

2.4.8.2.5. **Omaheke Loan Book Distribution**

Table 2: Omaheke Loan Book Distribution for 2015

Year 2015	Number of Loans	Amount Granted	% Amount Granted
Takeover of Debts	46	31,817,191.00	6%
Debushing	7	15,929,331.00	3%
Drought relief	76	11,616,487.00	2%
Improvements	29	4,459,462.00	1%
Implements	11	2,379,961.00	0%
Farm House	7	2,568,422.00	0%
Farm Land	175	266,230,187.39	51%
Farm Vehicle	52	11,746,199.00	2%
GRN Tractor	5	474,525.00	0%
Infrastructure	97	12,609,154.80	2%
Labourers Housing	31	3,654,300.00	1%
Livestock	1411	150,138,814.23	29%
Production	20	2,916,713.90	1%
Tractor & Implements	21	5,719,581.00	1%
Other	4	907,849.51	0%
Total	1,992	523,168,178.83	100%

In Omaheke region, the biggest amount granted which is 51 percent (%) has been utilized on farm land, followed by livestock with 29 percent (%). The third biggest amount granted, 6 percent (%) is for take-over of debts.

2.4.8.3. Economic Investment Opportunities

The livestock loans for restocking and production loans for animal health services, veterinary services and inputs as well as the lease of grazing are the identified investment opportunities in the region. In addition, value chain, diversification, debushing and charcoal production activities are among the identified investment opportunities in the region. An example of value chain is the establishment of butcheries, tanneries (manufacturing of leather products) and abattoirs, feedlots and fodder production while diversification of production base at farms includes the catchment areas for irrigation purposes and horticulture projects. An example of debushing activities and charcoal production opportunities is when there is an empowerment projects for the youth and women collaboration.

Other investment opportunities is the Trans Kalahari Highway. The Trans Kalahari Highway will enable businessmen to market their logistics companies. Additionally, it will also motivate prospective companies and farmers to acquire farming vehicles and trucks. Other people can capitalize on packaging business.

The development of eco-tourism and infrastructure such as water and fencing as well as fire breaks and firefighting equipment are crucial economic investment opportunities in Omaheke region.

The way forward for Agribank is aimed to reduce dependency on traditional collateral which includes cash-flow analysis, balance sheet financing and payroll deduction. Agribank is envisaged to ensure contract farming which include Tripartite Agreement. Meatco and AMTA are the off-taker, financier and input supplier. Stakeholder collaboration will be applied to expand training and mentorship opportunity for Farmers Support Division at Agribank.

Agribank plans to finance different actors of the agricultural value chains, through the establishment of intermediaries in Omaheke region to lend money to farmers. Automatic loans, asset financing and an expansion of Agribank footprint countrywide are also the way forward for Agribank.

2.4.9. Presentation by Mr. Desmond J. Cloete, Meat Board of Namibia, Agriculture Sector

2.4.9.1. About Meat Board of Namibia

The Meat Board of Namibia, founded in 1935, facilitates the export of livestock, meat and processed meat products to importing countries. All major stakeholders of the Namibian meat industry are represented on the Board. It is adequately equipped to assist the meat and livestock trade with relevant information, technical and administrative support.

2.4.9.2. Key Issues of Concern/Challenges facing the Agriculture Sector as identified by the Meat Board of Namibia

One of the key challenge facing the agriculture sector is the retention of weaners, therefore the Growth at Home Strategy, value addition and employment creation needs to be implemented. There is supply constraints in Namibia, therefore farmers need to increase their supply capacity, reduce bush eradication and resolve the land issue. The retain export to RSA is critical to the short and medium term survival of the industry. Therefore bilateral consultation should continue. The maintenance of animal health status is also a key challenge, hence, the empowering of local farmers through South of the Veterinary Cordon Fence (SVCF) will allow Namibia to benefit from lucrative overseas markets.

There is a critical market shortage of livestock producers in the northern communal areas (NCAs) due to the outbreak of foot-and-mouth disease (FMD) in 2015. The farmers in the previously affected areas are requested to bring all their animals for FMD vaccination if and when vaccination

days are announced. Currently, no new cases of FMD have been confirmed in NCA, or anywhere else in the country, hence the market for NCA beef need to be resumed.

Namibia lack the capacity to provide reliable statistical data on food and agriculture due to limited staff and capacities for collection and compilation of data on regional capacity. Hence, experts are required to conduct statistics. Moreover, 22 percent (%) of inhabitants in Omaheke region rely on farming for the main income.

2.4.9.3. Economic Investment Opportunities on Agriculture as identified by the Meat Board of Namibia

2.4.9.3.1. Value addition

The establishment of feedlot and abattoir will create substantial job opportunities. Communal farmers would benefit enormously regarding fair prices for their weaners. Animal skin processing of leather products contribute to employment opportunities. De-bushing, livestock fodder and charcoal production are value additions which contributes to economic growth.

2.4.9.3.2. Value chain

The value chain involve communal farmers, for example the farmers who owns feedlots/auctions, abattoirs, wholesalers and retailers as well as the farmers who are in possession of extra agricultural land or virgin land to raise oxen.

2.4.9.3.3. Diversification (Over Reliance on Beef Production)

Namibia produces most of the country’s beef, the majority of which is exported to European countries. Therefore Namibia has great economic potential that still needs to be fully unlocked and exploited in a sustainable manner for the benefit of the local population. The economic activities involves, crop production by utilizing sophisticated equipment, dairy production to produce dairy products, intensive agriculture production for poultry and piggery as well as livestock fodder and Game farming.

2.4.10. Presentation by Mr. Richard Milinga, Roads Authority, Logistics Sector

2.4.10.1. About the Roads Authority

The corporate mandate of Roads Authority is the management of national road network with a view to achieve a safe and efficient road sector.

It involves:

- (a) Planning, Construction, Design and Maintenance
- (b) Operation of Road Management System
- (c) Supervision of work and Quality control of materials
- (d) Prevention of excessive damage to the roads
- (e) Perform assigned road traffic and transportation functions

2.4.10.2. Key Issues of Concern/Challenges Facing the Logistics Sector

Table 3: Statistics of Road Network in Omaheke Region

Type:	Kilometer (Km)
Total Regional Road Network	5 504.20
Bitumen/Surfaced Roads	412.0
Gravel Roads	2 974.1
Earth Graded/ Tracks	2 055.0
Proclaimed Only	63.1

Table 4: Major Road Projects in the Omaheke Region

Name of the project	Kilometer (Km)	Cost (N\$)
MR91 Gobabis-Aminuis	245	622,443,993.81
Otjinene-Grootfontein	231	1,240,952,576.36
Total spent		1,863,396,570.00

Table 4 above illustrates the major road projects in the Omaheke region. The financial constraints remain one of the major challenges the organization is facing in the implementation of all planned projects as per the Long to Medium Term Road Master Plan and the Strategic Plan 2015-2018.

2.4.10.3. Economic Investment Opportunities in Logistics Sector

2.4.10.3.1. 2017 Revision of Regional Road Master Plan for Omaheke Region

The Roads Authority is in the process of revising the current Road Master plan for Zambezi, Omaheke, Otjozondjupa, Kunene and Erongo regions. The revision will aim to achieve the following:

- (a) Identifying of new roads
- (b) Upgrading of existing gravel road to low volume seal or bitumen standards.
- (c) Possible Improvement on the Trans-Kalahari corridor

Table 5: Rehabilitation and Upgrading to Bitumen Standard 2016-2020

Name of Project	Status	Estimation of the construction cost (N\$)
MR59&MR112: Okahandja-Otjizondju-Okondjatu	Construction expected to commence by 2017	320,000,000.00
Upgrading of D1635 Du Plessis Plaas – D1688 Epukiro Post 3 to Bitumen (47km)	Detailed Design stage	305,000,000.00
MR115: Okakarara-Okondjatu 100km	Construction expected to commence by 2017	342,500,000.00
Windhoek-Gobabis	Investigation for road preservation	-
Gobabis-Buitepos	Investigation for road preservation	Was estimated to be Completed, November 2016
Otjinene-Okamatapati	Road Construction	To be Completed, 2016/17

2.4.11. Presentation by Mr. Manfred Kahipura, Ministry of Industrialization, Trade and SME Development (MITSMED), Manufacturing Sector

2.4.11.1. About the Ministry of Industrialization, Trade and SME Development (MITSMED)

The Ministry of Industrialization, Trade and SME Development is responsible for the development and management of Namibia's economic regulatory regime, on the basis of which the country's domestic and external economic relations are conducted. This Ministry is also responsible for promoting growth and development of the economy through the formulation and implementation of appropriate policies to attract investment, increase trade, develop and expand the country's industrial base.

2.4.11.2. Key Issues of Concern/Challenges Facing the Manufacturing Sector

The key issues identified are the lack of funding, marketing as well as space to operate from as major challenges that affect the operation in the region. Women and youth do not have enough space to showcase their products and to promote and facilitate industrialization in terms of economics activities.

Inadequate commercialized Indigenous Knowledge (IK) which leads to poor business operations due to a lack of information-sharing and access to learning resources, thus contributing to a lack of knowledge. Additionally, insufficient land, water and energy constitute the most important factors that makes rural communities vulnerable. Slow pace of delivering municipal infrastructure is also identified as the challenge facing the manufacturing sector.

2.4.11.3. Economic Investment Opportunities on Manufacturing Sector

The following manufacturing industries are identified:

a) Dairy Industry

The dairy industry includes dairy projects. Hence, there is an opportunity for the establishment of a dairy processing plant. Dairy products may range from milk from farmers, sour milk, traditional butter, cheese and milk fat as body lotion. The region traditionally has a prosperous agricultural industry, mainly in cattle, goat and sheep farming.

b) Leather Processing

Opportunities that Omaheke region can capitalize on are an establishment of a leather manufacturing industry due to the abundance of both domestic and wild animals. Secondly, closely associated with the above is the need for the establishment of more meat factories or abattoirs in the area. Otjikorondo Tannery is an example of such project, which could be boosted by the construction of a community-based tannery under the One Region One Initiative program.

c) Kalahari Wild Silk

There is an opportunity for the processing of the cocoons to silk yarn which in turn is woven into silk products. A feasibility study revealed that silk of a reasonable quality can be produced from the wild moth cocoons and that a market exists. An example is the Kalahari Wild Silk Project that was started at Leonardville in 1999 by the then Ministry of Agriculture, Water and Rural Development.

d) Aquaculture

There is sufficient water throughout the year and has attracted a number of small and medium-scale enterprises in the bricks manufacturing industry. Sufficient water will also enable the establishment of the most equipped fish breeding plants in the region. An example was the proposed establishment of Omaheke region's largest and most equipped fish breeding plants in Leonardville by the Ministry of Fisheries and Marine Resources. This is a community-driven project which will create jobs for the community and an exporting opportunities to Angola and other neighboring countries.

e) Wood and Charcoal

Bush encroachment is a challenge in most parts of the Omaheke region. Hence, Omaheke region needs to restore the Omaheke region's open woodland savanna by processing encroaching bush into firewood or charcoal production for use as a cooking fuel or for home heating.

f) Aloe Plant Processing Factory

The existence of the Aloe Vera in Omaheke region can be processed for medicinal purposes. Hence, the opportunity can be capitalized to construct an aloe medicinal plant in the region. This will then add value to natural resources and increase income for local communities.

g) Other manufacturing opportunities

Other manufacturing opportunities are identified as follows:

Bakery, packaging, canning, cement bricks, welded products such as burglar bars and frames, aluminum frames, beddings, school uniforms, overalls, furniture, traditional jewelry, glazed pottery, dolls and promotional gifts.

2.4.12. Presentation by Mr. Ivor Kahimise, Ministry of Mines and Energy (MME), Energy Sector

2.4.12.1. About the Mines and Energy (MME)

The Ministry of Mines and Energy (MME) is the State's lead agency in attracting private investment in resources exploration and development through the provision of geoscientific information on minerals and energy resources, and management of an equitable and secure titles systems for the mining, petroleum and geothermal industries. It also carries prime responsibility for regulating these extractive industries in the country, including the collection of royalties, and ensuring that safety; health and environmental standards are consistent with the relevant State and Commonwealth legislation, regulations and policies.

2.4.12.2. Key Issues of Concern/Challenges facing the Energy Sector

Thirty-three (33) percent of households in Omaheke region do not have access to electricity (2011 Population Census). The region's villages are sparsely populated and some communities live in very remote areas which the electricity grid cannot reach due to high costs. The usage of alternative source of energy, such as solar power supply is gladly recommended because Omaheke region is experiencing an acute shortage of power which would in turn contribute to NDP4 objective of ensuring the availability of uninterrupted, adequate, and environmentally friendly energy. Besides contributing towards the promotion of Omaheke region's green agenda, the interventions will also lead to a reduction in Namibia's reliance on energy imports and create opportunities for export, thereby contributing to reducing the energy deficit in the region.

2.4.12.3. Economic Investment Opportunities on Energy Sector

a) Solar Energy Supply

Residents, particularly those living in rural areas, do not have access to electricity from the national power grid. Thus, investors are required to capitalize on the opportunity of installing stand-alone renewable technologies and applications in both rural and semi-urban households.

b) Utilization of Invader Bush for electricity generation and other wood related products project

This will not only result in job creation in the removal of bush, but it will create job opportunities in the electricity generation sector and manufacturing sector. This intervention will also lead to a reduction in Namibia's reliance on energy imports and create opportunities for export, thereby contributing to reducing the energy deficit in the region.

c) Charcoal and Wood for cooking fuel or for home heating

There is a large number of trees (firewood) for mass charcoal production for export in the region. Hence, there is an opportunity associated with the processing of encroaching bush into firewood or charcoal production for use as a cooking fuel or for home heating.

2.4.13. Presentation by Mr. Ricardo Jansen, Namibia Tourism Board (NTB), Tourism Sector

2.4.13.1. About Namibia Tourism Board (NTB)

The NTB was established by an act of Parliament in 2000, it became operational in 2001. NTB is responsible for marketing and promoting Namibia as a holiday destination of choice to local and international travelers. NTB registers and grades all tourism businesses. It ensures that the quality standards/services are maintained for visiting tourists and it facilitates training within the tourism Industry.

2.4.13.2. Key Issues of Concern/Challenges facing the Tourism Sector

One of the key issue of concern is stability especially on the land reform and other issues. This is because stability is the first factor people consider when choosing a destination.

Lack of trained personnel. Because many tourism areas have grown rapidly there are too many locations where there is a dearth of skilled labor. Tourism needs people who are both inspired and well trained. Yet, too few people in the tourism industry speak multiple languages, are proficient in high tech computer skills or have a good knowledge of statistics and how to utilize them. This lack of education and training creates not only numerous financial losses but also creates lost opportunities and the inability to adapt to new challenges.

Low salaries, recruitment and retention. Many front line workers receive low salaries, have low levels of job loyalty, and change jobs with high level of rapidity. This high turnover level makes training difficult and often each time a person leaves, the information is lost. To make matters even more challenging these are often the person with whom visitors come in contact. The formula tends to guarantee low job satisfaction and low levels of customer satisfaction. This situation has resulted in the lack of availability of skilled manpower by the travel and tourism industry, one of the largest if not the largest employment generators in the world. If tourism is to be a sustainable product, then it needs to turn part-time jobs into careers without pricing itself out of the market. If the travel and tourism industry hopes to continue to grow it will need trained personnel, and a willing and enthusiastic workforce at every level from the managerial, to skilled workers to the semi-skilled worker.

The lack of adequate and truthful marketing. Too many locations tend to either exaggerate or simply fabricate. The lack of truth in marketing means that the public not only loses confidence in the industry but investors fear being burnt. Marketing has to be both innovative and true. Tourism is a highly competitive industry and requires good and innovative marketing that captures a place’s essence while making people aware of the locale’s tourism offerings.

2.4.13.3. Tourism Growth in Namibia

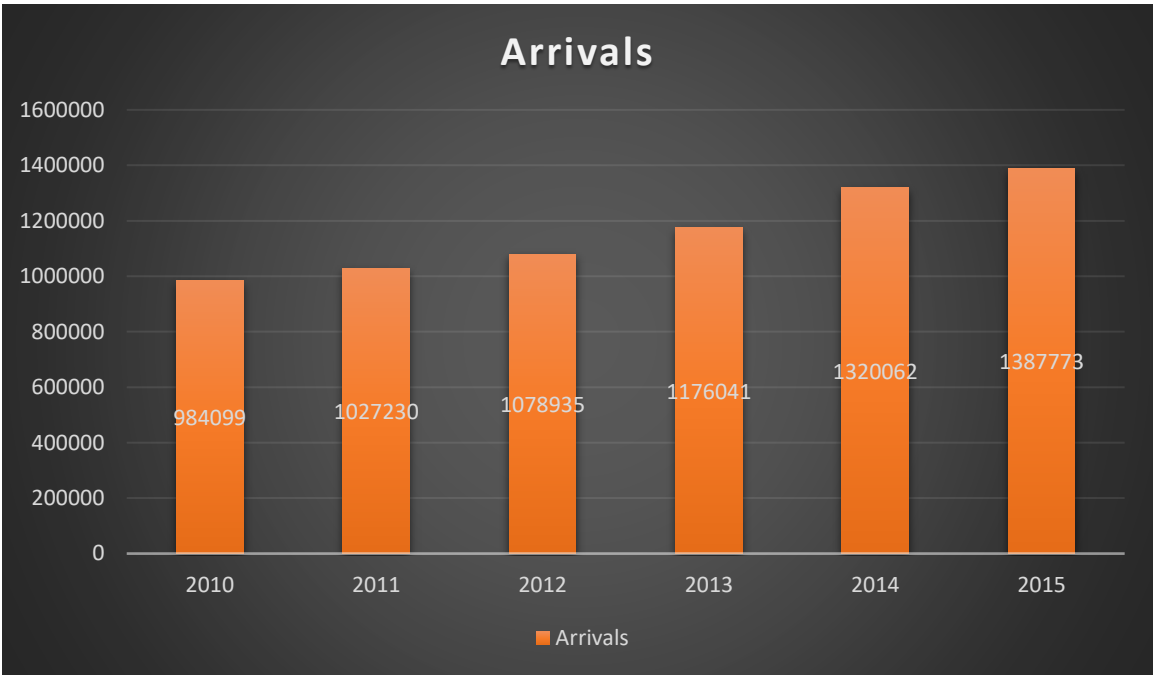


Figure 4

Figure 4 above shows the tourism growth in Namibia. The table shows a positive increase from 2010 to 2015. This is an indication that, there is potential for future growth in the industry for new markets.

2.4.13.4. Economic Investment Opportunities on Tourism Sector

The economic investment opportunities on tourism sector for Omaheke region, are identified as special interest tourist, adventure tourist, culture tourist and the volunteer.

Special interest tourist: This is a person who are interested in something specific, for example, to view the salt pans in Aminuis.

Adventure tourism: is a type of niche tourism involving exploration or travel to remote areas, where the traveler should expect the unexpected. Adventure tourism is rapidly growing in popularity as tourists seek unusual holidays, different from the typical beach vacation.

Culture tourism and or Rural tourism: is the division of tourism concerned with the country or region’s culture, which involves specifically the lifestyle of the people in those geographical areas, the history of those people, their art, architecture, religion(s), and other elements that helped shape their way of life. This is a unique product that mainly occurs in a rural setting (San Communities).

Volunteer tourism: It is “the practice of individuals going on a working holiday, volunteering their labour for worthy causes such as “aiding or alleviating the material poverty of some groups in society; the restoration of certain specific environments or research into aspects of society or environment”, “for various reasons”, “in an organised way”, “alongside touristic activities”.

Benefits of Culture or Rural Tourism

Local communities and communal farmers are involved in culture or rural tourism. The benefits of culture or rural tourism are local economic development, self-sustainability, income generation, employment creation, skills development and preservation of environment and culture.

Types of products to offer in culture or rural tourism are, local products, such as arts and crafts and Devils claw, accommodation such as backpacker rooms, bed and breakfasts, and rest camps, traditional foods and drinks, traditional hunting with the San, hiking and participation in the daily (farming) activities of the local communities.

Recommendations and conclusions made by the NTB

To provide an area of land particularly for san communities. To consult with Ministry of Local Government and Rural Development, local communities and private stakeholders, on route development and to enquire with SME Bank for small to medium loans for new business.

2.4.14. Entertainment

There was a live performance by The Dogg on an open air cultural performance stage to provide soulful vibes at the conference.

2.5. DAY 2, Friday, 25 November 2016

2.5.1. Presentation by Mrs. Maria Vaendwanawa, Acting Chief Regional Officer, Omaheke Regional Council

2.5.1.1. Comparative Advantage of the Omaheke region

Trans-Kalahari Highway, agriculture, tourism, manufacturing, industrial development, mining and natural resources are the fundamental pillars of the region's economy. The region has many different opportunities but it has mainly identified **livestock farming** and **tourism** (safari tours) as the two prominent economic activities. The **Trans-Kalahari Highway** serves as the east-west gateway for travellers and connects the country to Botswana, SA and other Southern African countries for transportation of goods/services, people and regional trading. The region aims to promote all efforts towards these activities in order to achieve a comparative advantage to propel regional economic growth.

2.5.1.2. Investment Opportunities in the Region

2.5.1.2.1. AGRICULTURE

Omaheke Region has the potential to become the beef basket of Namibia by producing and processing beef and cattle by-products. This is in line with government policies of ensuring that there is value added to locally produced beef instead of exporting cattle on hoof only to re-import processed Beef. The region has a well-known prosperous agricultural industry mainly in cattle, goat and sheep farming. 22 per cent of the households in Omaheke Region reported farming as their main source of income (2011 Population Census). In 2012, Omaheke Region had a total of 454,058 cattle (2012 Meat Board Census). The agriculture industry in Omaheke region employs 45% of the population (2011 Population Census).

2.5.1.2.1.1. Abattoirs

Beef processing through sustained abattoirs remain a challenge. Therefore, the Gobabis and Witvlei Abattoirs need to be supported to keep afloat and abattoirs need to be constructed in remote

areas to grant all farmers equal opportunities to participate in the market, particularly in Tsjaka/Ben-Hur.

2.5.1.2.1.2. Crop Farming

Omaheke has fertile land ideal for crop production hence the demand to utilise this opportunity.

2.5.1.2.1.3. Fresh Produce Market

In order to increase agriculture production, improve food preservation and diversify export products, a fresh produce market need to be established in Gobabis.

2.5.1.2.1.4. Karakul Wool Processing Plant

An appropriate size wool processing plant need to be established in Aminuis Constituency to take advantage of the large-scale sheep farming in that area.

2.5.1.2.2. MANUFACTURING

Omaheke region is blessed with natural resources that are not fully exploited and processed into value-added products that can be exported. Processing of natural resources will not only add value to the natural resources but also increase income of the communities.

2.5.1.2.2.1. Dairy Processing Plant

In order to diversify processing of animal products, there is an opportunity to establish a dairy processing plant in the region. For example, pilot plants can be established in Tsjaka/Ben-Hur (Kalahari Constituency), Otjimanangombe (Epukiro Constituency) and Otjinene (Otjinene Constituency).

2.5.1.2.2.2. Leather-Processing Plant

The region has a leather-processing facility (tannery) in Otjikorondo (Otjinene Constituency) and in Witvlei (Okorukambe Constituency). These tanneries need to be supported in order to make them sustainable.

2.5.1.2.2.3. Kalahari Wild Silk

The Kalahari Wild Silk Project was established in 1999 by then Ministry of Agriculture, Water and Rural Development. The project uses dry cocoons of the Brandwurm (*Gonometa postica*) to make silk products (scarves, table clothes, curtains, bags and so forth). A feasibility study revealed that silk of a reasonable quality can be produced from the cocoons and that the market exists. This project needs to be supported in order for it to become sustainable.

2.5.1.2.2.4. Aloe Plant Processing Factory

The existence of the Aloe Vera in Kalahari Constituency can be processed for medicinal purposes. Hence, the opportunity to capitalise on this natural resource by establishing an Aloe medicinal plant.

2.5.1.2.2.5. Devil's Claw

The occurrence of the Devil's Claw plant in the Otjombinde, Otjinene and Kalahari Constituencies has the potential to add value to natural resources. The establishment of a Devil's Claw processing factory must be investigated to determine the current production levels.

2.5.1.2.2.6. Production of Fertilisers from Salt and Animal Dung

There is a large deposit of salt at the pans in Aminuis Settlement which can be used for animal licks and, in combination with cattle dung (which is also found in abundance) can be used to manufacture fertilisers for crop farming.

2.5.1.2.2.7. Salt Factory

The salt pan in Aminuis has the potential for the construction of a salt factory in the region.

2.5.1.2.2.8. Stone Crushing

There is a potential for the establishment of a stone crushing plant in the Kalahari Desert area (Kalahari Constituency), Aminuis Constituency and Witvlei areas.

2.5.1.2.2.9. Production of Cattle Fodder

An abundance of Acacia trees exist in the region. The pods of these trees are rich in protein and are ideal for livestock consumption. For example, they can be mixed with grass and sold as animal feed.

2.5.1.2.3. LOGISTICS AND TRANSPORT

2.5.1.2.3.1. Trans-Kalahari Highway

The Omaheke region is strategically located for logistics and economic growth due to the quality of the interconnecting highways. The Trans-Kalahari Highway and Gobabis-Otjinene-Grootfontein Road (under construction) and Gobabis-Aminuis-Aranos Road (under construction) will encourage transit, facilitate trade and stimulate growth in corridor traffic. The envisaged extension of the Trans-Kalahari Railway to Botswana will complement the existing railway system and boost the regional economy.

2.5.1.2.3.2. Logistics Hub

This means the region has the potential for the establishment of a logistics hub with a storage facility in Gobabis to serve as a resting point and service centre for motorists travelling on these roads.

2.5.1.2.3.3. Service Stations

The increased traffic expected on the three highways provide the potential for the establishment of Service Stations featuring accommodation facilities along the roads at places such as: Witvlei, Epukiro RC (Okorukambe Constituency), Tallismanus (Otjombinde Constituency), Aminuis Settlement and Otjinene.

2.5.1.2.4. SOLAR ENERGY SUPPLY

33 per cent of households in Omaheke region do not have access to electricity (2011 Population Census). The region's villages are sparsely populated and some communities live in very remote areas which the electricity grid cannot reach due to high costs. Hence, solar energy is therefore recommended.

2.5.1.2.4.1. Solar Energy

Solar energy is minimally used in the region and needs to be promoted. There is, therefore, an opportunity of installing solar power plants. With the abundant sunlight and flat land surface across the region, solar power plants can be established in all constituencies of the region. Solar power can be produced at a large scale and be distributed to other towns and regions that are currently in shortage of energy supply.

2.5.1.2.4.2. Charcoal and Wood

The region is characterised by invader bushes which reduces the carrying capacity for livestock on farming land. Removal of these unwanted bushes is very expensive, yet has the potential to create employment opportunities in the energy sector. Research identified a business opportunity to restore the Namibian savannah by processing encroaching bush into firewood and charcoal production. There is a large number of trees that can be used for mass charcoal and wood production for export and local usage for cooking, lighting and heating.

2.5.1.2.5. TOURISM

Omaheke means “sandveld” – deriving from the western part of the Kalahari Desert that is ideal for a 4x4 route establishment, sand dunes hiking and walking trails among others. The region’s capital, Gobabis, serves as a tourist gateway to one of the tourism routes, the Trans Kalahari Highway that connects Omaheke region with the Okavango Delta and the Botswana National Park. The region is characterised by vast open savannahs that are ideal for game viewing opportunities.

2.5.1.2.5.1. Tourist attractions in the region include:

- (a) Trees and short woodland savannahs, grasslands and shrubs such as Terminalia, Acacia, Combretum and Ongocarpus species.
- (b) A variety of wildlife species
- (c) Salt pan in Aminuis
- (d) Rock paintings between Gobabis and Leonardville
- (e) Rock engravings near Witvlei
- (f) The Old Prisons in Gobabis and Leonardville
- (g) The ancient traditionally-built houses in Otjinene (built over 100 years ago)
- (h) The Dorsland road where Dorland Afrikaners passed on their way to Angola
- (i) The Ondjete wood (typically used to make gun stocks) in Otjinene
- (j) The Ozombu-Zovindimba Cultural Heritage site in Otjinene that has a lot of historical and cultural value.
- (k) Agrotourism, which includes a wide variety of activities such as buying agricultural products from farms, touring farms and sightseeing, feeding animals, staying on guest farms and seeing processing of animal products and by products.

There is, therefore, an opportunity for the establishment of tourist facilities close to these attractions including:

- (a) Lodge and Tourism Facility in Aminuis settlement
- (b) Recreational Centre in Gobabis
- (c) Lodge/campsites in Eiseb area (Otjombinde)
- (d) Arts and Craft Centre in Tsjaka/Ben-Hur
- (e) Omaheke-based Travel and Tours operating from Gobabis

2.5.1.3. Economic Challenges in the Region

Omaheke is arid with limited water resources. The region is mostly supplied by underground water. There is a limited number of boreholes for both human consumption and their animals. There is a challenge of overpopulated settlements and few serviced plots. Therefore, the supply

of housing does not meet the demand thereof. Mushrooming of shebeens continue to be a nuisance. Unemployment is high in Omaheke region and employment creation opportunities need to be introduced in the region. SMEs are struggling to access start-up capital due to lack of collateral. Lack of machinery and equipment are inhibiting operations of SMEs.

Rural communities in the Omaheke region have limited access to ICT services especially Internet, mobile telecommunications coverage and television. Communal areas in the north-east lack road infrastructure. There is, therefore, a need to construct more tarred roads. More gravel roads are needed, especially from Tallymanus to Eiseb Block to enhance trade within the region. An SME centre needs to be constructed in the Omaheke region to provide capacity building and accommodation for SMEs. Drought that occur regularly in the region result in livestock deaths especially among communal farmers.

2.5.1.4. Why invest in Omaheke Region

2.5.1.4.1. Electricity Supply

There are two electricity service providers in the region: NamPower and CENORED. NamPower has five substations in the region. CENORED is an agent of Omaheke Regional Council and has about 93 transformers of different capacities supplying approximately 2,539 customers with electricity. This will ensure reliable power supply for investors. The Ministry of Mines and Energy through the Rural Electrification Programme continues to extend electricity provision in the rural areas. Omaheke Regional Council has submitted a proposal to the Minister of Urban and Rural Development for a joint venture with CENORED for the distribution of electricity in the entire region as an interim measure while the envisaged Central RED is taking time to get off the ground.

2.5.1.4.2. Transport Network

The region has a tarred road estimate of 470.05 km and district/gravel road of 4,444.71 km. The Trans-Kalahari Highway and Gobabis-Otjinene-Grootfontein Road (under construction) and Gobabis-Aminuis-Aranos Roads (under construction) provide a conducive environment for the movement of goods from and to the region. TransNamib operates one railway of 220 km that goes from Windhoek via Omitara and Witvlei to Gobabis.

The envisaged extension of the Trans-Kalahari Railway to Botswana will complement the existing railway system and boost the regional economy.

2.5.1.4.3. Water Supply

There are two water service providers in the region: Directorate of Water Supply and Sanitation Coordination (DWSSC) and NamWater. There are two potential sources that need to be explored: the Stampriet Aquifer and Eiseb Graben. Once these sources are developed they may increase water supply for both livestock and crop production.

2.5.1.4.4. Land Servicing

A total 1,365 of plots in all towns/villages/settlements in the region were surveyed but not yet serviced. Servicing of business and residential plots in towns, villages and settlement areas is ongoing, especially in Gobabis, Buitepos, Witvlei, Epukiro and Otjinene. The Omaheke Regional Council spends most of its capital budget on construction of service infrastructure in order to ensure access to water, electricity, ablution facilities and street roads both for residents and investors.

Table 6: Serviced land in the settlements is as follows:

Settlement	Residential	Business	Total
Aminuis	274	25	299
Buitepos	98	0	98
Epukiro 3	126	11	137
Tallismanus	294	14	308
Corridor 13	172	0	172

2.5.1.4.5. Land Availability

The Omaheke region covers a total area of 84 741.8 square kilometre. Hence, there is sufficient land that can be used for livestock production and tourism, and leaving sufficient land for other local economic development activities.

2.5.1.4.6. Provision of Health Services

The region has one district referral hospital (Gobabis State Hospital), one Health Centre (Otjinene) and 13 Clinics. More hospital and clinics still need to be constructed in the region. In addition there is a private health centre, three private clinics and three private consulting practices. The region has one district referral hospital (Gobabis State Hospital), one Health Centre (Otjinene) and 13 Clinics. In addition there is a private health centre, three private clinics and three private consulting practices offering health services.

The region has a robust health system. The health system has achieved a TB success rate of 94% above the 90% target set by W.H.O. Anti-retroviral Treatment is available at all the 15 health facilities in the region. Regional figure of HIV positive babies born by HIV positive mothers decreased from 10% in 2011 to 3% in 2013. The HIV prevalence rate in the region stood at 12.7% (Ministry of Health and Social services), the lowest in the country.

2.5.1.4.7. Provision of Education and Skills Development

The education sector in Omaheke region covers pre-primary education, primary education, secondary education, tertiary education, vocational training and adult education. There are 44 schools in total of which 37 are run by the state. Literacy rate among people aged 15 years and above in the region is 73% (2011 Population Census), just 7% below the national average of 80%.

However, there is a need for more educational institutions ranging from vocational institutions/skills training centres and focused institutions (for example, sports academy) and a university regional campus need to be established. UNAM and NUST both have satellite centres in the region. NAMCOL, Omaheke Regional Study and Resource Centre, COSDEC and Otjinene VTC all contribute to the skills development of inhabitants.

2.5.1.4.8. Crime Rate

Due to the low population, crime in the region is minimal beside the increase in Gender-based Violence which needs to be addressed.

2.5.1.4.9. SME Support

There are a number of institutions providing business support to SMEs in the region including the Ministry of Industrialisation, Trade and SME Development provides support in terms of feasibility studies, business plans and capacity-building, industrial parks, supply of production equipment and sponsorships to participate in exposure visits, conferences and trade fairs. The Regional Council provides support, in terms of Micro Finance and Rural Employment Scheme. Last year, the Regional Council sponsored five SMEs to participate in the Zimbabwe Annual Trade Fair.

2.5.1.4.10. Marketing Opportunities

The region has marketing opportunities (Omaheke Trade Fair and Otjinene Expo) which enable farmers, SMEs, public and private institutions to showcase their products.

2.5.1.4.11. Tolerance and Harmony

The region has a multi-cultural diversity (Damara>Nama, Herero, Mbanderu, Tswana, San, Owambo, Afrikaners, German) which makes it a home for all. All these cultures share the region as their home without criticizing one another’s traditions and beliefs.

2.5.2. Presentations by Local Authorities

Presentations on the Investment Opportunities by the Local Authorities were conducted by Mr Ephraim Dawids, Chief Executive Officer, Gobabis Municipality; Mr Nathaniel Karuaihe, Chief Executive Officer, Otjinene Village Council and so forth.

The Facilitators of Sector Presentations at the Investment Conference were, Mr. Karukirue Tjijenda, Director of Planning and Development Services, Omaheke Regional Council; Mr. Nathaniel Karuaihe, Chief Executive Officer, Otjinene Village Council.

2.5.3. Presentation by Mr. Born-Bright Muleke and Mr. Alfred Sikopo, Ministry of Land Reform

From 1999 to 2005, the Ministry of Land Reform (MLR) commissioned the **regional land use plans** for the Kunene, Caprivi (now Zambezi), Omusati, Oshana, Ohangwena, Oshikoto, Otjozondjupa and Omaheke regions. In 2009 MLR piloted an improved approach for Integrated Regional Land Use Plans (IRLUP): **methodology, participation, GIS**.

Land use planning is a means of balancing the current and potential future competition or conflicting land use practices. Land use planning ensure that the land uses are optimal (considering potential) by negotiating what sorts of things the land should be used for in future as well as assessing what types of land uses are needed or offer the most potential for the region.

2.5.3.1. Integrated Regional Land Use Plans

Integrated Regional Land Use Plans need to guide development so that it occurs in the best way possible.

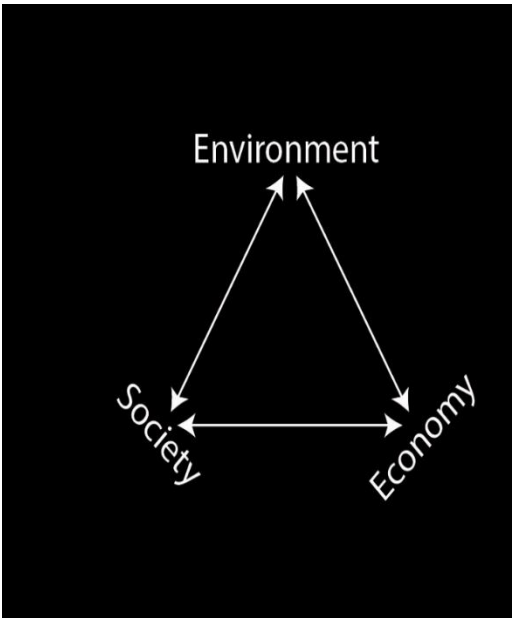


Figure 5

This means the Integrated Regional Land Use Plans must propose development that is economically viable. It must also allow and encourage growth to occur in the best possible way which is socially acceptable. Furthermore, the Integrated Regional Land Use Plans must ensure that the growth is benefiting everyone through a good environmentally sound and to ensure that the growth does not jeopardize future opportunities.

2.5.3.2. Omaheke IRLUP Preliminary Findings



Figure 6

2.5.3.3. IRLUP- Way Forward

IRLUP way forward is to put IRLUP into a national planning context. To pursue approval of National Land Use Planning Policy. To conduct constant consultations with Ministry of Urban and Regional Development on Planning subject matters. More lobbying and sensitisation of TAs through Regional Government for political buy-in ownership and implementation. Integration of IRLUP process in Regional Planning Process. Consultations with MURD and NPC to develop national planning framework which includes land use planning and Regional IRLUP workshop for validation of the draft Omaheke Land Use Plan.

The way forward for IRLUP it involves also training for Regional stakeholders in using IRLUP in their planning processes. GIS Training for the Regional Council, monitoring and review team. Final approval of the Omaheke IRLUP plan by Cabinet. Official handover by MLR to the Omaheke Regional Council for implementation. Continuous update/review of the Omaheke IRLUP by the Omaheke Regional Council.

2.5.3.4. IRLUP Integration into a Regional Planning System

IRLUP integration into a regional planning system

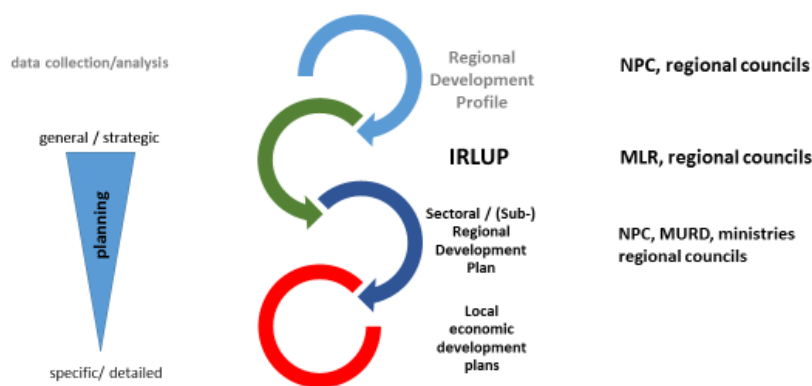


Figure 7

2.5.3.5. Questions and Discussion

a) Access to Markets

Participants underscored that lack of organized business in local market makes local linkages challenging. They noted that there is also pressure from the governments to shift its responsibility for development of public goods (storage, roads and so forth) to the private sector. The participants acknowledged that the private sector may be willing to do this if certain guarantees were in place (for example, support to expand tax base so large investors are not disproportionately taxed and so forth). They also underscored that members of the Regional Council; members of the local business community, especially those in small and medium-scale enterprises (SMEs); Village Council members; Constituency Development Committee (CDC) members; economists and planning officers need to be involved in initiatives like the above-mentioned.

b) Capacity Building

They noted that the community members need capacity building and access to agri-research, quality inputs and equipment to improve productivity. The participants noted that promoting and addressing the above-mentioned is critical to society’s development. As discussed above Agriculture Sector has a comprehensive approach to try to address the many challenges it face.

c) Access to Land

The discussion highlighted that significant challenges remain for both large and local investors. Land continues to be an issue for investment and there is a need to clarify titling/tenure/security to increase private sector investment. The participants however underscored that the rights of local stakeholders must be balanced. Governments and Development Partners should sponsor dialogue between large and local investors to understand each other’s needs and aspirations and facilitate linkages thus tapping opportunities for win/win scenarios.

d) Regional Investment Policy Framework

The discussions made several recommendations including the necessity of a conducive regional investment policy framework and regulatory environment for investment in regional projects. Bringing projects to bankability is essential for attracting financing, hence, due consideration should be given to feasibility studies and financial arrangements. Capacity building in negotiations and management of public-private-partnership (PPPs) is vital to the members.

e) Private-Public-Partnership (PPPs)

While there is some experience with PPPs in the region, an in-depth analysis needs to be conducted on key issues and instruments which are used in financing projects.

2.5.4. Summary and Recommendations of the Investment Conference

2.5.4.1. Agriculture

It was noted that business success is a result of ground presence and the time taken to understand the markets. Expansion of business was enabled by favorable financing terms (rate and duration) offered by the Financial Institutions such as, Development Bank of Namibia (DBN) and Agribank. They also underscored that small farmers' supports are a key part of the equation and can contribute to the region's growth. Small farmers, however, face numerous challenges including, lack of opportunity for linkages with larger investors, lack of access to adequate land, lack of credit and information gaps. These can be addressed both by large investors and government.

Stakeholders recommended an establishment of agricultural value chain facilities, retain weaners export market, debushing activities and charcoal production as well as water infrastructure. This will attract quality private sector investment.

2.5.4.1.1. Establishment of agricultural value chain facilities

The establishment of agricultural value chain facilities will increase production, improve food preservation and diversify export products. Additionally, the facilities will serve as delivery points where farmers can sell their products and facilities where the products can be received, cleaned, graded, packed, cooled, processed and stored as applicable. Butcheries, tanneries, abattoirs, feedlots and fodder production are the identified key activities under agricultural value chain facilities. Agribank is the responsible entity and the interested party is the Farmers Unions. The identified localities for agricultural value chain facilities are Witvlei, Gobabis and Otjinene.

2.5.4.1.2. Retain weaners export market

Weaners export market was identified as an investment opportunity, hence, there is a need to develop in-house capacity to retain weaners in the country. The Meat Board of Namibia is interested to capitalize into weaner production in order to save on the available feed as well as associated costs. The responsible entity for weaners production are the investors. The establishment of weaners holding facilities can be established at Witvlei, Gobabis and in Resettlement farms.

2.5.4.1.3. Debushing activities and charcoal production

This investment opportunity will not only result in job creation in the removal of bush, but it will create job opportunities in the electricity generation sector and manufacturing sector. This intervention will also lead to a reduction in Namibia's reliance on energy imports and create opportunities for export, thereby contributing to reducing the energy deficit in the region. There is a large number of trees (firewood) for mass charcoal production for export in the region. Hence, there is an opportunity associated with the processing of encroaching bush into firewood or charcoal production for use as a cooking fuel or for home heating.

2.5.4.1.4. Water provision

All parties recognize the importance of improved water and sanitation services as a contributor to positive health outcomes and industrial development. This will be achieved by recharging strategic aquifers, recycling and reusing, as well as addressing the demand side through water-saving technologies. The project under water provision involves, supplying water in virgin land/ low yield villages.

The agriculture and farming sector is the biggest sector in the region. The agriculture sector has been instrumental in providing much-needed jobs and driving economic activities in the region. As the “Cattle Country” of Namibia, the Omaheke region produces most of the country’s beef, the majority of which is exported to European countries. The region traditionally has a prosperous agricultural industry, mainly in cattle, goat and sheep farming.

2.5.4.2. Manufacturing

On developing the manufacturing sector, value additions, SME operations and marketing and Marketing of products are the identified manufacturing opportunities in the region.

2.5.4.2.1. Leather Processing

Opportunities that Omaheke Region can capitalize on are an establishment of a leather manufacturing industry due to the abundance of both domestic and wild animals. There is also a possibility of establishing a skin-processing factory for wool products. The localities for such establishments are the Settlements. An example of the leather product are shoes, key holders, upholstery, belts and toys for dogs.

2.5.4.2.2. Wild Silk

There is an opportunity for the processing of the cocoons to silk yarn which in turn is woven into silk products.

An example is the Kalahari Wild Silk Project that was started at Leonardville in 1999 by the then Ministry of Agriculture, Water and Rural Development, utilizing the dry cocoons of the moth *Gonometa postica*. A feasibility study revealed that silk of a reasonable quality can be produced from the wild moth cocoons and that a market exists. The primary objective has since changed to providing regular employment to members of the community (preferably women) through processing the cocoons to silk yarn which in turn is woven into silk products.

2.5.4.2.3. Dairy

There is an opportunity for establishing dairy processing plant in all the constituencies of Omaheke region. Omaheke Region as the “Cattle Country” of Namibia, seven constituencies of Omaheke region have been identified as pilot sites for future dairy projects. Dairy products includes, milk from farmers, sour milk, traditional butter, cheese and milk fat as body lotion.

2.5.4.2.4. Devil Claw

The establishment of an Aloe plant factory and the Devil’s Claw as they are abundant in the region. The occurrence of the Devil’s Claw plant in the Otjombinde, Otjinene and Kalahari constituencies has the potential to add value to natural resources and increase income for local communities. The establishment of a Devil’s Claw processing factory will be investigated, once the current production levels are sustainable. Additionally, Devil’s Claw can be farmed in plantation farms for medicinal purposes.

2.5.4.2.5. Charcoal and Wood Production

There is a large number of trees (firewood) for mass charcoal production for export in the region. Hence, there is an opportunity associated with the processing of encroaching bush into firewood or charcoal production for use as a cooking fuel or for home heating. All seven constituencies of Omaheke region have been identified as pilot sites for charcoal and wood production.

2.5.4.2.6. Concrete/Lime Stones

The Omaheke region is rich in raw materials that are used in construction industries, such as mined concrete stones and the manufactured Kalahari Bush Bricks, concrete white bricks in Aminius, Epukiro and Otjinene constituencies. These are instrumental in providing much-needed jobs and driving economic activities in the region and in the competitive housing industry.

2.5.4.2.7. SME Operations and Marketing

The SME identified the lack of funding, marketing as well as space to operate from as major challenges that affect their operation in the constituency. Women and youth do not have enough space to showcase their products and to promote and facilitate industrialization in terms of economics activities.

There is an opportunity to conduct marketing and business management training and support to the SMEs operating in the region and to strengthen technical and vocational education to address the problem of skills shortages for these entrepreneurs. Henceforth, the construction of stalls/incubators for manufacturing activities is a pre-request. The responsible entity is the Ministry of Industrialization, Trade and SME Development. Seven constituencies of Omaheke region have been identified as pilot sites for the establishment of stalls/incubators for manufacturing activities.

2.5.4.2.8. Marketing of Products

Henceforth, there is a need to establish the marketing agency, this would include the implementation of a strategic marketing plan for investment opportunities in various economic sectors. Seven constituencies of Omaheke region have been identified as pilot sites

Discussing the challenges in capitalizing on value additions, SME operations and marketing as well as marketing of products, it was noted that infrastructure is best suited for public-private-partnerships (PPPs) and to be thought of as a peace and development enabler rather than solely in terms of commercial viability.

The discussions made several recommendations including, they underscored the need for operational, well equipped and competent institutions; mechanisms for public private dialogue for investment facilitation. Furthermore, they highlighted the need for an enabling policy framework, to build capacity of SMEs to improve productivity, link into big business, and consort to bid for sizeable contracts as happens in Omaheke Region where a group of small farmers is now supplying a big businesses chain.

2.5.4.3. Tourism

Omaheke Investment Conference presented an overview of the tourism potential in Omaheke region, which includes rural tourism development.

Henceforth, there is an opportunity for the establishment of cultural village and regional tourism routes. The responsible entities for the establishment of cultural village are investors and tour operators while for regional tourism routes is the Namibia Tourism Board. The interested party for cultural village is Namibia Tourism Board while for regional tourism routes are investors. For the establishment of regional tourism routes, the localities for such establishments are, Doorsland road, Ozombu zovindimba, Hosea Kutako village and Buitepos liberation struggle exit.

2.5.4.4. Energy

Renewable energy generation is an identified investment opportunity. Although the Namibian government has a national policy on rural electrification in place through the Ministry of Mines and Energy, many Namibians, particularly those living in rural areas, do not have access to electricity from the national power grid. Thus, investors are required to capitalize on the opportunity of installing stand-alone renewable technologies and applications in both rural and semi-urban households. Addressing the acute shortage of power in the Omaheke region which will in turn contribute to NDP4's objective of ensuring the availability of uninterrupted, adequate, and environmentally friendly energy.

Henceforth, solar farm and solar equipment (purchase & installation) are the projects to be capitalized on renewable energy generation. Gobabis has been identified as pilot sites for renewable energy generation. Interested party for solar farm are CENORED/LAs/Banks while for solar equipment (purchase and installation) are the banks.

On the challenges for investing in the energy sector in the Omaheke region, the participants pointed out the need for a comprehensive policy framework which clearly spells out the regulations on energy, the modalities for negotiating concessions, prices and power paper engagements. They also underscored the need for energy sector developers to be organized in associations, which include foreign and local investors. Working in isolation was noted to be detrimental due to the number of institutions prospective investors in the energy sector need to consult with. It was highlighted that associations help guide potential investors, and in case of a problem.

The significant deficit in supply of energy in the Omaheke region was lamented by all participants. Although Omaheke region was noted to have reduced its deficits significantly, it was suggested that there is need in the region for pursuing a twin approach of promoting investment in both generation for supply and distribution (grid and transmission lines) of energy, as well as pooling regional supply and distribution of energy resources. There was also concern on the institutional framework and modalities for regulation of the sector, funding the projects, facilitating the investment and determining fair price for both investors and consumers. It was suggested that where the public sector lacks sufficient means to run business, the private sector should be allowed to take over. The participants reiterated the importance of production of energy but underscored the need to direct it to facilitation of improving productive capacity and industrialization as one way of addressing the issue of cost and affordability.

2.5.4.5. Logistics

The region is strategically located for logistics and economic growth due to the quality of the inter-connecting highways, which contribute to the growing potential for achieving two of the economic goals in the sectors of logistics and the promotion of tourism, as defined in the NDP4. The Trans-Kalahari Highway links South Africa's Gauteng province, through Botswana, to the Walvis Bay harbor; while the upgrading of the Gobabis-Aranos-Aminuis road and the Gobabis-Otjinene-Grootfontein road to bitumen standards will increase trade from South Africa to other SADC countries, such as Zambia, Botswana and Angola. These road networks encourage transit and trade facilitation, stimulate growth in corridor traffic and the business sector, and reduce transit time and cost.

Hence, the establishment of a logistics hub with a storage facility in Omaheke region and construction of a district road were the prioritized identified opportunities.

2.5.4.6. Areas of Interest Among Investors

The areas of interest among investors are the on manufacturing are the production of fertilizers from salt and animal dung for crop production, construction of salt factory, brick production, aloe plant processing factory, Devil's Claw production, stone crushing plant and leather manufacturing industry due to the abundance of both domestic and wild animals. There is also a possibility of establishing a skin-processing factory for wool products.

On tourism the areas of interest are, the establishment of a lodge and tourism facility, establishment of arts and crafts centre, establishment of lodge/ campsites and Omaheke-based travel and tours.

Renewable energy generation is the identified investment opportunity on energy sector. The region is strategically located for logistics and economic growth due to the quality of the inter-connecting highways, hence the establishment of a logistics hub with a storage facility and road construction are also the area of interest among investors.

Agriculture the areas of interest are, construction of one modern abattoir, fresh produce market infrastructure development, karakul wool processing and dairy processing plant.

2.5.4.7. Pledge and Donations

Special appreciation is reserved for the Vice-President H.E. Dr. Nickey Iyambo who pledge the Investment Conference with N\$5000.00 and other attendants who donated and pledge money for the conference.

2.5.5. Closing Remarks by Hon. Katamelo (MP), Regional Councilor, Gobabis Constituency

The conference was closed by Hon. Katamelo (MP), Regional Councillor of Gobabis Constituency. He called for the issue of investments in Omaheke region to be firmly placed on the agenda of regional discussions, as well as the need to promote Private-Public Partnership.

2.6. Annexures

Annexure 1: Programme

OMAHEKE INVESTMENT CONFERENCE 2016

Kalahari Convention Centre, Gobabis, Omaheke Region

DRAFT PROGRAMME

Theme: “The Future Is Right Here”

Director of Ceremonies: Mr. Ephraim Dawids, Chief Executive Officer, Gobabis Municipality

DAY 1, Thursday, 24 November 2016

Time	Activity
08h20 – 08h50	Arrival and Registration of Participants
08h50 – 09h00	Arrival of the Governor of Omaheke Region, Hon. Festus Ueitele and Invited Guests
09h00 – 09h10	Arrival of the Keynote Speaker, H.E. Dr. Nickey Iyambo
	Official Opening
09h10 – 09h15	National and AU Anthems
09h15 – 09h20	Prayer by Mr. Seth Imasiku
09h20 – 09h25	Welcoming Remarks by Hon. Ignatius Kariseb, Chairperson, Omaheke Regional Council
09h25 – 09h30	Introduction of the Keynote Speaker by Hon. Festus Ueitele, Governor, Omaheke Region
09h30 – 09h45	Keynote Address by H.E. Dr. Nickey Iyambo, Vice-President, Republic of Namibia
09h45 – 09h50	Launch of the Omaheke Regional Development Profile and Local Economic Development Strategy by H.E. Dr. Nickey Iyambo
09h50 – 09h55	Vote of Thanks by Her Worship Lea Ipinge, Mayor, Gobabis Municipality
09h55– 10h00	AU and National Anthems
10h00 – 10h30	Tea Break (with Music Performance)
	Presentations by Sector Experts: Agriculture and Transport & Logistics Facilitated by Mr. Karukirue Tjijenda, Director: Planning and Development Services, Omaheke Regional Council
10h30 – 11h00	Presentation by Sector Expert on Agriculture by Mr Rino Muranda, Agribank
11h00 – 11h15	Questions and Discussions
11h15 – 11h45	Presentation by Sector Expert on Transport and Logistics by Mr Richard Milinga, Roads Authority
11h45 – 12h00	Questions and Discussions
12h00 – 12h30	Presentation by Sector Expert on Manufacturing by Mr Manfred Kahipura, Ministry of Industrialization, Trade and SME Development
12h30 – 12h45	Questions and Discussions
12h45 – 13h00	Tour of Exhibition Stands (Continue throughout the Conference)
13h00 – 14h00	Lunch Break
	Presentations by Sector Experts: Manufacturing, Energy and Tourism Facilitated by Mr. Nathaniel Karuaihe, CEO, Otjinene Village Council
14h00 – 14h30	Presentation by Sector Expert on Energy by Mr. Ivor Kahimise, Ministry of

	Mines and Energy
14h30 – 14h45	Questions and Discussions
14h45 – 15h15	Presentation by Sector Expert on Tourism by Mr. Ricardo Jansen, Namibia Tourism Board
15h15 – 15h30	Questions and Discussions
15h30 – 15h45	Tea Break
15h45 – 16h15	Investment Opportunities in Omaheke Region by Mrs. Maria Vaendwanawa, Acting Chief Regional Officer, Omaheke Regional Council
16h15 – 16h30	Questions and Discussions
17h30 – 19h30	Cocktail Reception (incl. Performance by The Dogg)

DAY 2, Friday, 25 November 2016

Director of Ceremonies: **Mr. Pijoo Nganate, Special Advisor, Office of the Governor, Omaheke Region**

Time	Activity
07h30 – 08h00	Arrival and Registration of Participants
08h00 – 08h30	Recap of Day 1 by Facilitators of Sector Presentations, Mr. Tjijenda and Mr. Karuahie
	Presentations by Local Authorities
08h30 – 09h00	Investment Opportunities in Gobabis by Mr. Ephraim Dawids, CEO, Gobabis Municipality
09h00 – 09h15	Questions and Discussions
09h15 – 09h45	Investment Opportunities in Witvlei by Mr. Chris Murangi, CEO, Witvlei Village Council
09h45 – 10h00	Questions and Discussions
10h00 – 10h30	Investment Opportunities in Witvlei by Mr. Chris Murangi, CEO, Witvlei Village Council
10h30 – 10h45	Questions and Discussions
10h45 – 11h15	Tea Break (with Music Performance)
11h15 – 11h45	Investment Opportunities in Otjinene by Mr. Nathaniel Karuaihe, CEO, Otjinene Village Council
11h45 – 12h00	Questions and Discussions
12h00 – 12h30	Discussion Between Investors and Omaheke Regional Council Otjinene Village Council
12h30 – 13h00	Discussion Between Investors and Gobabis Municipality
12h45 – 14h00	Lunch Break
	Focus Group Discussions Facilitated by Regional Council and Local Authority Presenters
14h00 – 14h30	Discussions Between Investors and Witvlei Village Council
14h30 – 15h00	Discussions Between Investors and Leonardville Village Council
15h00 – 15h30	Discussions Between Investors and Otjinene Village Council
15h30 – 15h45	Tea Break
15h45 – 16h00	Omaheke Regional Intergrated Land Use Plan by Mr. Sikopo, Ministry of Land Reform
16h00 – 16h15	Questions and Discussions
16h15 – 16h30	Summary and Recommendations of the Investment Conference by Mr. Karukirue Tjijenda
16h30 – 16h40	Closing Remarks by Hon. Katamelolo (MP), Regional Councillor, Gobabis Constituency
16h40 – 17h00	Performance by The Dogg

Annexure 2: List of Participants

ATTANDANCE REGISTER FOR THE 24TH NOVEMBER 2016 OMAHEKE INVESTMENT CONFERENCE 2016

NO	Name & Surname	Organization / Institution	Contact details
1	Hiskia K. Tjaatjitua	Namibia Pulp Paper	081433936
2	Richard M. Milinga	Roads Authority	0811241105
3	Moses Mberira	Wilmos MultiPurpose INx	0812804771
4	Petrus Hamutenya	Advanced Training and Consultancy	0813097267
5	Ueritira Tutyavi	Tutyavi Trading Enterprise cc	0813036277
6	Gerda Noabes	Leonardville Village Council	0816204594
7	Donavan Gaingob	Leonardville Village Council	0812493482
8	F.Kambanda	Office of the president	0812698517
9	Reino Hasheela	Artee Project Enterprise	0811288488
10	Tjuna Kauapirura	All power systems Namibia	0812000813
11	Melba Ndjiharine	Otjinene Village Council	0812625925
12	Brenda . U. Tjijombo	Office of the Governor	0811436588
13	Arnold B. Tjingaete	Mbatjua Construction	0813258226
14	Vijanda Katjirua	Katjirua Bread	0817778449
15	Antonious Karuuro	Kauriis Investment	0812650818
16	N. Karuaihe	Otjinene Village Council	0811243668
17	David Risuro	GFS Investments	0813644190
18	F.A Akwaake	Farm Owingi	0812540611
19	Elizabeth Kamboua	Otjombinde H Foundation	0814864282
20	A Mbirimujo	Elbros 's Investment	0813826810
21	M Karongee	Roblull & Children Investment	0816660232
22	A Kahikumunu	Kami Kah Investment	0812142236
23	L . L Mbaeva	Mbaeva & associetes	0813270836
24	Claudia Hangara	Josephine leatherworks	0812457006
25	Johannes Hangara	Johannes Augustineus Enterprise	0812126706
26	Hon. L. Kauta	Otjinene Village Council	0813068176
27	Hon. R. Katjatenja	Otjinene Village Council	0817235508
28	Desmond Cloete	Meat Board Of Namibia	0812525067
29	L. Kaihiva	Otjinene Village Council	0813800692
30	G. Mukuehime	SBN	0811430622
31	H. Nguvenjengua	Pu Muhona	0818760443
32	Hon. J. Hambira	Otjinene Village Council	0812393385
33	Martha Tjombe	Witvlei Village Council	0816811865
34	K . C . Murangi	Witvlei Village Council	0816641546
35	V.H. Mbahuurua	Ohere	0811294109
36	Cafas Marenga	Nationa Youth Council	0816043473
37	Godfried Tjozonyoro	Rural Water Supply	0814870381
38	Japhet Musisri	Uzuvira Investment cc	0813143461
39	Bonifatius Bendt	Taukobong Investment	0812691273
40	Hoze Riruako	DHR	0812501425
41	R. Muranda	AgriBank	0811288498
42	Otja Ngaisiue	Dela Vike Investment	0813884989
43	Victoria Tjijorokisa	Dela Vike Investment	0812914604
44	Wilhelmina Springbok	Kalahari Wild Silk	0813449773
45	Wallace Finnies	NCCI	0812824040
46	Maria Itamalo	Witvlei Village Council	062- 570008
47	Eckhara T. Tjitemisa	Old Mutual	062- 566006

48	Uvei Kanakavijo	Witvlei Village Council	062- 570008
49	Ivor Kahimise	Ministry of Mines and Energy	0814572510
50	K. Tjijenda	Omaheke Reginal Council	062- 566502
51	Naomi Zaamuani	Ombwoneneno	0816032412
52	Martin Nambundunga	Nothend Solar	0813719449
53	Jefrey Kangombe	Mininis	08113789
54	Steven Mbaisa	Etyuo Investment cc	0811589580
55	L. Evalist	Kaverombo cc	0813766194
56	Elten Kakuude	Dialaquice cc	0812497258
57	M. H. Makinza	Kwane	081215927
58	V. Mengo	Violine Investment	0812273635
59	E. L. Muhipa	Elbros Investment	0812770018
60	C.Daniels	Bank Windhoek	0817491218
61	Brain Uirab	MTC	0813678085
62	Wapale Kalla	Orujaveze Solar cc	0811275403
63	Kya Ngururjoka	Telecom	062- 566300
64	E. Katjizai	VEK Investments cc	061- 256378
65	Bernardus Araeb	Milbe Trading cc	0816048822
66	Dantago Kamendu	Alvaro Development Consultants	0816244249
67	Noemie Dylan	Alvaro Development Consultants	0816557001
68	Erwin Smith	Namibia Vibration Consultants	0811246135
69	Desire Smith	Namibia Vibration Consultants	0811246135
70	Dave Botha	Rhino Damp Construction	0812129493
71	Ravioli Kooper	Alois Quantity Services	0812129493
72	Auchab	A & B Group of Investment	0812138715
73	Gideon	Standard Bank	0816930535
74	Hon. A Tjingaete	Otjinene Village Council	0813410680
75	E. Kaahongoro	Otjinene Village Council	0816066105
76	Alfred Sikopo	Ministry of Land Reform	0811223442
77	Goliat Tujendapi	Meat Board of Namibia	0812525067
78	Thernis Barger	Directorate of Auxiliary Services	0812792719
79	Tendee Ngeenguno	Mbangas Trading	0816573002
80	Sakaria Komeheke	N.B.C	0817768252
81	Julius Ouseb	Standard Bank	0811223028
82	Kamuzeri Felix	Fika Constructions	0812791160
83	Gwen Pack	Standard Bank	0811227060
84	Absalom Hasheela	Agro Marketing & trade Agency	0811664242
85	Pijoo Nganate	O.G	0811464133
86	P. Uaminika Tjimbundu	Otjinene Village Council	0812034584
87	L. Tjikuzu	Ministry of Finance	0814562832
88	L Thate		0812802327
89	J. Mbeunde	Yen	0813342690
90	F. Kazongomiya		0817784221
91	Levi Katire	Omaheke Radio	0814175153
92	T. Kunda Kalenga	DHR	0813714517
93	Ecklin Kazondunde	Otjombinde Community	0818494314
94	Manfred Kahipura	Ministry Of Industrialization	062- 566692
95	Lady Mbunga	Lambunga Traditional Design	0812351091
96	E . M. Kaahangoro	Otjinene Village Council	0816066105
97	Uzeraije Tjaeria	N.B.C	0812622320
98	Ronnie Kandapaera	Forestry Gobabis	0813322149
99	Clefius Nubita	Zambezi Regional Council	0816821511
100	Ronnie Varkevisser	NMA	0812189626
101	Innocent Mbovali	Omaheke Radio	0815920514
102	D. Tshwaro	T.Y.S (NBC)	0812990335

103	Uzerai Tiazerua	Omuremi	0812622320
104	Meipi Tjazerua	Omuvari	0816050422
105	Ndapandula Louw	Office of the Vice-President (veterans)	0811474757
106	Patricks Mbala	Gobabis Municipality	0812221886
107	E. J. S Matjila	MWT	0811227581
108	Uatatjo Zaamuani	Ombwaneno	0814062881
109	B.E.O Kasete	Otjozondjupa Regional Council	0811227431
110	C.K Tiizoo	Municipality - Gobabis	0812272444
111	Muleke Born-Bright	Ministry of Land Reform	0811250696
112	Vinomaandero Murirua	Step by Step Knowledge organization	0812263224
113	Ingenesia Tjiueeza	Uetuu Trading Enterprise	0813994714
114	Uataviza Patise	U.P Promotion	0815555234
115	Josua Peacock	COSDEC Omaheke	0813365779
116	Ace Kavari	Owoye Investment Development	0811279541
117	M.G Tjejamba	SADC Express	0811292727
118	Ricardo Jansen	Namibia Tourism Board	0812061204
119	Martin Stephanus	Zing Civil and Electricity	0812302790
120	Jesaya Shirri	Ministry of Defence	0814810386
121	Jefrey Kangombe		0817413789
122	Esley Katjizoi	VEK Investment cc	0814317776
123	Lincoln Moses	Jell Platinum	0812241968

ATTENDANCE REGISTER FOR THE 25TH NOVEMBER 2016

OMAHEKE INVESTMENT CONFERENCE 2016

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1	Richard Milinga	Roads Authority	0811241105
2	Ueritira Tutyavi	Tutyavi Trading	0813036277
3	Gerda Noabes	Leonardville Village Council	0816204594
4	Donavan Gaingob	Office of the President	0812493482
5	Brenda U. Tjijombo	Office of the Governor	0811436588
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7	Antonious Karuuro	Kauris Investment	0812650818
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12	M.A Mbirimujo	Elbro's Investment	0813826810
13	M Karongee	Roblull & Children Investment	0816660232
14	Claudia Hangara	Josephine Leatherwork	0812457006
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17	H. Nguvenjengua	PU Muhona	0818760443
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19	Martha Tjombe	Witvlei Village Council	0816811865
20	K C Murangi	Witvlei Village Council	0816641546
21	V. H. Mbahuurua	Ohere	0811294109
22	Cafas Marenga	National Youth Council	0816043473
23	Godfried Tjozonyoro	Rural Water Supply	0814870381
24	Otja Ngaisiue	Dela Vike Investment	0813884989
25	Victoria Tjijorokisa	Dela Vike Investment	0812914604
26	Wilhelmina Springbok	Kalahari Wild Silk	0813449773
27	Wallace Finnies	NCCI	0812824040
28	Maria Itamalo	Witvlei Village Council	062- 570008
29	Eckhara T. Tjitemisa	Old Mutual	062- 566006
30	Uvei Kanakavijo	Witvlei Village Council	062- 570008
31	Ivor Kahimise	Ministry of Mines and Energy	0814572510
32	K. Tjijenda	Omaheke Regional Council	062- 566502
33	M. H. Makinza	Kwane	081215927
34	E.L Muhipa	Elbros Investment	0812770013
35	C. Daniels	Bank Windhoek	0817491218
36	Brian Uirab	MTC	0813678085
37	Cornelia Mengo	Ujara Star Enterprises	0813322948
38	Wapale Kalla	Orujaveze Solar cc	0811275409
39	Bernardus Araeb	Milbe Trading cc	0816048822
40	Dantago Kamendu	Alvaro Development Consultants	0816244249
41	Noemie Dylan	Alvaro Development Consultants	0816557001
42	Lincoln	Jell Platinum	0812241986
43	Erwin Smith	Namibia Vibration Consultants	0811246135
44	Desire Smith	Namibia Vibration Consultants	0811246135
45	Dave Botha	Rhino Damp Construction	0812129493
46	Ravioli Kooper	Alois Quantity Services	0812129493
47	Auchab	A & B Group of investment	0812128715
48	Goden	Standard Bank	0816930535
49	Hon. A Tjingaete	Otjinene Village Council	0813410680
50	Alfred Sikopo	Ministry of Land Reform	0811223442
51	Thernis Barger	Directorate of Auxiliary Services	0812792719

52	Tendee Ngeenguno	Mbangas Trading	0816573002
53	Sakaria Komeheke	NBC	0817768252
54	Julius Ouseb	Standard Bank	0811220328
55	Kamuzeri Felix	Fika Construction	0812791160
56	Gwen Pack	Standard Bank	0811227060
57	Absalom Hasheela	Agro Marketing & trade Agency	0811664242
58	Pijoo Nganate	O.G	0811464133
59	Fillemon Kuwa	Mike Transport	0813509512
60	P. Uaminika Tjimbundu	Otjinene Village council	0812034584
61	L. Tjikuzu	Ministry of Finance	0814562832
62	F. Kazongomiya	Otjombinde Community	0818494314
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66	Ronnie Kandapaera	Forestry (Gobabis)	0813322149
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68	D. Tshwaro	T.Y.S (NBC)	0812990335
69	C.K Tiizoo	Municipality- Gobabis	0812272444
70	S. Nikodemus	Truelead	081400138
71	Muleke Born-Bright	Ministry of Land Reform	0811250696
72	Josua Peacock	COSDEC Omaheke	0813365779
73	Ace Kavari	Owoye Investment Development	0811279541
74	M.G Tjejamba	SADC Express	0811292727
75	Ricardo Jansen	Namibia Tourism Board	0812061204
76	Jesaya Shirri	Ministry of Defence	0814810386
77	Jefrey Kangombe		0817413789
78	Esley Katjizoi	VEK Investment cc	0814317776

Annexure 3: Omaheke Investment Conference Video 2016

Conference video is available at the ORC on request.