

TANZANIA WILDLIFE MANAGEMENT AUTHORITY



INVESTMENT PROSPECTUS



April, 2020

This Tourism Investment Prospectus has been approved for implementation by the Board of Tanzania Wildlife Management Authority.



Maj. Gen (Rtd) Hamisi R. Semfuko
Board Chairman
Date: _____

Mabula Misungwi Nyanda
Ag. Conservation Commissioner-
Date: _____

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Executive Summary

The Tanzania wildlife and cultural resources play vital role to the national economy through generation of revenues from cultural and wildlife-based tourism. Consequently, TAWA management focuses to expose the vast potentials that our wildlife and cultural resources have towards contributing to the national and global economy.

This prospectus positions TAWA in the best place to support achievement of the government's development objectives through better protection and management of wildlife and cultural resources.

Currently, three game reserves namely Mpanga/Kipengere, Kijereshi and Swagawaga have been identified due to their great potentials for tourism related investments. Other areas include Loliondo Game Controlled Area, Ikorongo-Gru-meti Game Reserve, Mkungunero Game Reserve, Rungwa Inyonga and Selous (LL₁, ML₁, MHJ₁, MHJ₂ and MT₂ blocks) - Kilwa Tourism Circuit have been deliberated in line with their unique potentials for developing tourism activities.

Furthermore, this prospectus clarifies the Tourism investment opportunities available including Photographic Tourism, Trophy Hunting, Wildlife farming, Game Meat Selling Points and Special Wildlife Investment Concession Areas (SWICA) together with the way of acquiring them. Therefore, it is important to note that TAWA can provide all the support and guidance needed for both domestic and international prospective investors.

List of Acronyms



GPS	Global Positioning System
GN	Government Notice
MNRT	Ministry of Natural Resources and Tourism
NCA	Ngorongoro Conservation Area
SGR	Selous Game Reserve
SWICA	Special Wildlife Investment Concession Area
TANAPA	Tanzania National Parks
TAWA	Tanzania Wildlife Management Authority
WD	Wildlife Division
WMA	Wildlife Management Areas
GMSP	Game Meat Selling Point

Foreword

It gives me great pleasure to introduce the Tanzania Wildlife Authority (TAWA) Investment Prospectus, on behalf of the Board of Directors.

The Tanzania wildlife and cultural resources play a significant role to the national economy through generation of revenues from cultural and wildlife-based tourism, contributing to gross domestic product (GDP) and employment opportunities to mention but a few. Moreover, our tourism sector has increasingly become an important contributor to foreign exchange earnings. Thus, this prospectus recognizes the sector's recent successes and momentum as well as opportunities and challenges it faces currently.

Additionally, the prospectus presents Tanzania's rich and globally acknowledged wildlife and cultural heritage, the roles and functions TAWA plays in promoting tourism related investments. It is noteworthy that, growth in tourist arrivals places pressure on infrastructure and facilities, which calls for more investment. Therefore, this prospectus identifies a wider range of investment opportunities in tourism infrastructure and facilities.

Basing on the above facts, three game reserves namely Mpanga/Kipengere, Kijereshi and Swagaswaga have been identified as areas with great potentials for tourism related investments. In addition, other areas such as Loliondo Game Controlled Area, Ikorongo-Grumeti Game Reserve, Mkungunero Game Reserve, Rungwa Inyonga and Selous (LL₁, ML₁, MHJ₁, MHJ₂ and MT₂ blocks) - Kilwa Tourism Circuit have also been considered in line with their unique potentials for developing tourism activities. However, within these areas, this prospectus describes the diversity of attractions and identifies potential investment sites as illustrated in the subsequent sections. Nevertheless, it is important to note that TAWA can provide all the support and guidance needed for both domestic and international prospective investors.

Consequently, TAWA management focuses to unlock the immense potentials that our wildlife and cultural resources have towards contributing to the national and global economy. This prospectus positions TAWA in the best place to support achievement of the government's development objectives through better protection and management of wildlife and cultural resources.

Therefore, I commend this prospectus to you as a valuable reference for investment decision-making.

.....
Major General (Rtd) Hamisi R. Semfuko
BOARD CHAIRMAN

1. Introduction

Tanzania lies on the eastern parts of Africa and is bordered by the Indian Ocean on the East; Malawi, Mozambique and Zambia on the South; Kenya and Uganda on the North; the Democratic Republic of the Congo, Burundi and Rwanda on the West. It has a total area of 942,849km², including 59,100km² of inland water.

Tanzania is the member of East African Community with a population estimated at about 55 million people and an annual population growth rate of 4.3% (URT, 2012). The country has more than 120 ethnic groups, almost all of whom speak Swahili. Few can speak English especially in business undertakings. The country has two official languages namely Swahili and English.

Tanzania is endowed with tropical climate, with regional variations in weather patterns. The coastal areas are hot and humid (up to 31°C), while the north-western highlands are cool and temperate (down to 16°C). The Southern Highlands' temperatures range from cool to freezing point. The rest of the country has temperatures rarely falling below 20°C. The country experiences a bimodal rainfall pattern for the northern, eastern and northern coast. In these parts of the country, there is a short rainfall season ('Vuli') generally from October to December and a long rainfall season ('Masika') lasting from March to May. The southern and western parts of the country receive one rainy season (unimodal rainfall pattern locally known as 'musumi' rains) from December to April. Annual rainfall varies from 200mm to 1000mm over most parts of the country.

2. Management of Wildlife and Cultural Resources

Tanzania is recognized regionally as well as globally for its natural heritage endowments, as the government has set aside about 40.5% of land for different types of protected areas which include national parks, game reserves, conservation areas, forest reserves, Game Controlled areas together with marine parks and reserves. To strengthen wildlife-based tourism, the government has devolved some of the wildlife management functions which were previously undertaken by the Wildlife Division in the Ministry of Natural Resources and Tourism, to the newly formed Tanzania Wildlife Management Authority (TAWA).

TAWA was established on May 2014 as a corporate institution with perpetual succession and a common seal, in line with Section 8 of the Wildlife Conservation

Act 2009 (Cap 283), through Government Notice No. 135 published in the Government Gazette and fully assumed its role on July, 2016. It has been established as a semi-autonomous institution to assume the conservation functions formerly conducted by Wildlife Division (WD) of the Ministry of Natural Resources and Tourism (MNRT). Therefore, it is responsible for Management of wildlife resources outside National Parks and Ngorongoro Conservation Area.

This entails managing a total area of 132,640km² equivalent to 79% of the total size of protected areas in Tanzania. It encompasses 24 Game Reserves, 27 Game Controlled Areas, Kilwa Cultural heritage site as well as Kunduchi Ruins. In addition, TAWA oversees the management of wildlife in captivity (farms, zoos, ranches, sanctuaries and orphanage centers) and Wildlife Management Areas (WMAs). Strategically it envisaged the “Excellence in Conservation of wildlife resources” through its mission of “Supporting recreation and prosperity through conservation”.

3. Vision, Mission, Objective, Role and Functions

3.1. Vision

TAWA's vision represents its passion and ambition to see that wildlife resources under its mandate are effectively protected and are thriving. It represents TAWA's distant goal that acts as a driving force to continually work focusing on progressively achieving results. Since achieving results is the only way TAWA can steadily and consistently implement its mission and move towards achieving its vision, this vision is based on the potential and promise wildlife conservation holds to the lives of many people in Tanzania and beyond. It is in this context that TAWA's vision is to have: “Excellence in conservation of wildlife resources”

3.2. Mission

TAWA does not just support wildlife conservation for its own sake; it does so with a profoundly clear purpose. It sees conservation as one of the key processes to sustain life and potentially contribute to socio - economic development through creation of employment, availing recreational environment and providing a genetic resource bank for potential multiple uses and benefits for future generations. In this context, wildlife conservation plays a vital role not only in the future but also at the present time to alleviate income poverty. Therefore, TAWA's mission is: “Supporting recreation and prosperity through conservation”.

3.3. Core values

To implement its mission and attain its vision, TAWA has developed the following five core values: Integrity, Collaboration, Accountability, Diligence and Innovation. These represent the standards of behavior by which both Management and staff wish to define their relationship when conducting business with themselves, their customers, suppliers and other stakeholders.

3.4. Objective, Role and Functions

Objective: Wildlife resources outside national parks and Ngorongoro Conservation Area efficiently and effectively conserved and managed.

Role and Functions: The role of the Authority is to undertake protection, management and administration of the wildlife resources and conservation of biodiversity in areas outside national parks and Ngorongoro Conservation Area.

The functions of the Authority shall, inter-alia, include:-

- i. To manage all areas that are designated as game reserves and game controlled areas;
- ii. To manage and protect wildlife in wildlife corridors, dispersal areas, wet lands, open areas and public land;
- iii. To oversee the management of wildlife in village land, wildlife management areas (WMA), zoos, wildlife sanctuaries, wildlife ranches and wildlife farms based on the guidelines developed by Director of Wildlife;
- iv. To manage human-wildlife conflict in collaboration with other wildlife management institutions;
- v. To liaise with other institutions and agencies on matters related to wildlife conservation;
- vi. To develop wildlife resource base investment in collaboration with the private sector and local communities;
- vii. To issue, renew, cancel and revoke permit and licenses for wildlife utilization;
- viii. To undertake law enforcement and curb illegal off-take of wildlife resources;

- ix. To educate stakeholders on the values of wildlife resources and sensitize them on their protection;
- x. To ensure participatory wildlife management and benefits sharing among stakeholders;
- xi. To participate in implementation of government commitment to national, regional and international obligations on conservation of wildlife;
- xii. To ensure good governance practices in managing wildlife resources in areas of its jurisdiction;
- xiii. To foster institutional development and capacity building;

Investment in TAWA areas is guided by different laws and guidelines which include Tanzania Investment guidelines, Tanzania Wildlife Act, No.5 of 2009, the Consumptive and Non-Consumptive Wildlife Utilization regulations of 2016, Special Wildlife Investment Concession Areas of 2020, Tanzania Investment Act of 1997 and The Natural Wealth and Resources (Permanent Sovereign) Act, No.5 of 2017.

TAWA support will ensure:

- i. Free entry during site visit, mobilization and construction stage;
- ii. Free pass for agents and free stay for staff living in the concession area;
- iii. All registered administrative vehicles have fee waiver;
- iv. Ownership of buildings and structures shall remain property of the company during and after renewal of the contract;

Due to the extensive coverage of TAWA's areas of mandate, covering approximately 77% of the total wildlife protected areas, the achievement of TAWA's vision and mission will have an important impact on the economy.

4. Why Invest in Tanzania Wildlife?

4.1. Tanzania's iconic tourist attractions are well known

Tanzania is internationally renowned for its abundance of best wildlife attractions. Additional natural attractions include the sandy beaches in the north and south of Dar es Salaam, the excellent deep-sea fishing at Mafia and Kilwa ruins. Tanzania's tourist attractions have made the country one of the world's fast growing holiday destinations.

Opportunities for investment are immense, including investment in accommodation, leisure parks, ground golf courses, conference facilities, air/ground transport, wildlife farming, wildlife game meat selling points, tour operations, trophy hunting, sea and lake cruising, deep sea fishing, development of eco-tourism facilities, beach tourism, cultural and historical sites just to mention a few. The government encourages investments in both private and joint ventures.

4.2. Strategic location

Tanzania has unique and admirable geographical location that makes the country unchallenged gateway to regional and international. It is situated south of Equator and has three (3) deep-water ports (Dar es Salaam, Tanga and Mtwara) that can be utilized by investors to easily access the investment sites. Moreover, its membership to the SADC Free Trade Area and East Africa Community Common Market makes it a reliable for tourism investment. In addition, the presence of 3 International Airports, railway and International road networks makes Tanzania a natural transportation gateway for investors to access big market size internationally.

4.3. A one stop facilitative Centre – TIC

TIC is a strong institution as a one-stop-centre for all investors. It coordinates, encourages, promotes and facilitates all investments in Tanzania. For example, on behalf of all investors, TIC services cover: investment facilitation; business licensing and registration; land lease issues; labor law issues; tax registration and post -investment services.

4.4. Peace and stability

Tanzania has been spared civil wars, ethnic conflicts and internal strife that have blighted many African countries. The country is free of ideological confrontations and labor disputes. It is a center of economic and political stability in Sub-Saharan Africa. Multi-party democracy adopted in 1992 has not disturbed the peaceful political climate of the country. The political scene is characterized by parliamentary democracy and public consensus on key social and economic priorities.

4.5. Legal protection, Sound investment policy and investment incentives

Tanzania is a member of both the International Centre for Settlement of Investment Disputes (ICDS), Multilateral Investment Guarantees Agency (MIGA), World Trade Organization (WTO) and General Agreement on Tariffs and Trade (GATT). Therefore, investments in Tanzania are guaranteed against nationalization and expropriation as well as transfer of capital profits.

Furthermore, Tanzania encourages foreign direct investment and offers a well-balanced and competitive package of fiscal and non-fiscal incentives. Non-fiscal, fiscal and strategic investor incentives include:

- (i) Zero percent (0%) import duty and value added tax exemption on capital goods and import duty back scheme;
- (ii) Refund of duty charged on imported raw materials used for producing goods for export and goods sold to foreign institutions, such as the UN and its agencies operating in the country;
- (iii) The recognition of private property and protection against any non-commercial risks;
- (iv) Allowing repatriation of all profits, gains and dividends from investment after tax; and;
- (v) Favorable investment allowances and deductions.

For compliance purposes, business entities operating in Tanzania must register with BRELA (www.brela.go.tz), observe fair play in doing business as directed by fair competition commission (www.competition.or.tz), align with immigration department (www.immigration.go.tz) and observe tax aspects as per Tanzania Revenue Authority regulations (www.tra.go.tz) to mention but a few.

5. Tourism Investment Opportunities

The following section contains information on location of the three (3) game reserves, thirteen (13) Special Wildlife Investment Concessions Areas, wildlife attractions and available investment opportunities.

5.1. Photographic Tourism

Some of the TAWA's managed areas offer beautiful sceneries coupled with diversity of habitat and wildlife species amide there in. These areas are rich in

wilderness, culture and history, which offer visitors with a true unforgettable experience.

TAWA has set aside three (3) game reserves for photographic tourism activities namely Mpanga-Kipengere, Kijereshi and Swagaswaga. In these game reserves, various sites are allocated for a range of tourism infrastructures including but not limited to accommodation facilities, such as luxury lodges, camping facilities and resorts as well as adventure parks.

5.1.1. Procedures to operate photographic tourism

- 1) The Conservation Commissioner shall advertise sites located in Game Reserves or Game Controlled Areas inviting interested persons to apply.
- 2) The Conservation Commissioner shall use normal tendering procedures in advertising, evaluating and awarding investment concessions in Game Reserve or Game Controlled Area.
- 3) The Conservation Commissioner shall sign a concession agreement with a successful bidder on such terms and conditions as may be specified therein.

5.1.2. Description of Photographic Tourism Sites

5.1.2.1. Mpanga/Kipengere Game Reserve

Mpanga-Kipengere Game Reserve with a total size of 1,574.25 km² was gazetted vide G.N. 483 of 25th October 2002. The reserve borders three districts namely Wanging'ombe (to the East), Makete (to the South) and Mbarali (to the North and North-West).

The reserve forms part of what is known as the "Southern Highlands." The highlands form a great arc of high ground (1,300 - 3,000 meters a.s.l. Although average temperatures range from 22°C to 16°C, between May and July night time temperatures may drop below freezing point in Kipengere plateau leading to frost during night time.

Mpanga/Kipengere Game Reserve has unique flora and fauna and scenic beauty. The cultural heritage features of Mkwawa hide and Kimani waterfalls are very attractive for nature tourism. The Kipengere ranges, Mpanga highlands and Chafukwe mountains are lovely landscapes for recreation, where tourists can enjoy

the beautiful scenery of green mountains, plains and the dramatic valleys. The mountains are ideal for trekking, mountaineering, walking and hiking. Visiting the reserve is quite special and a lifetime experience. There is an abundance of natural wonders to behold, such as cascading waterfalls of special hydrological features, rivers and beautiful flowers. Plant species with attractive flowers include tuberous orchids, *Helichrysum* species, Protea group, rhizome and corm bearing Iridaceous species.

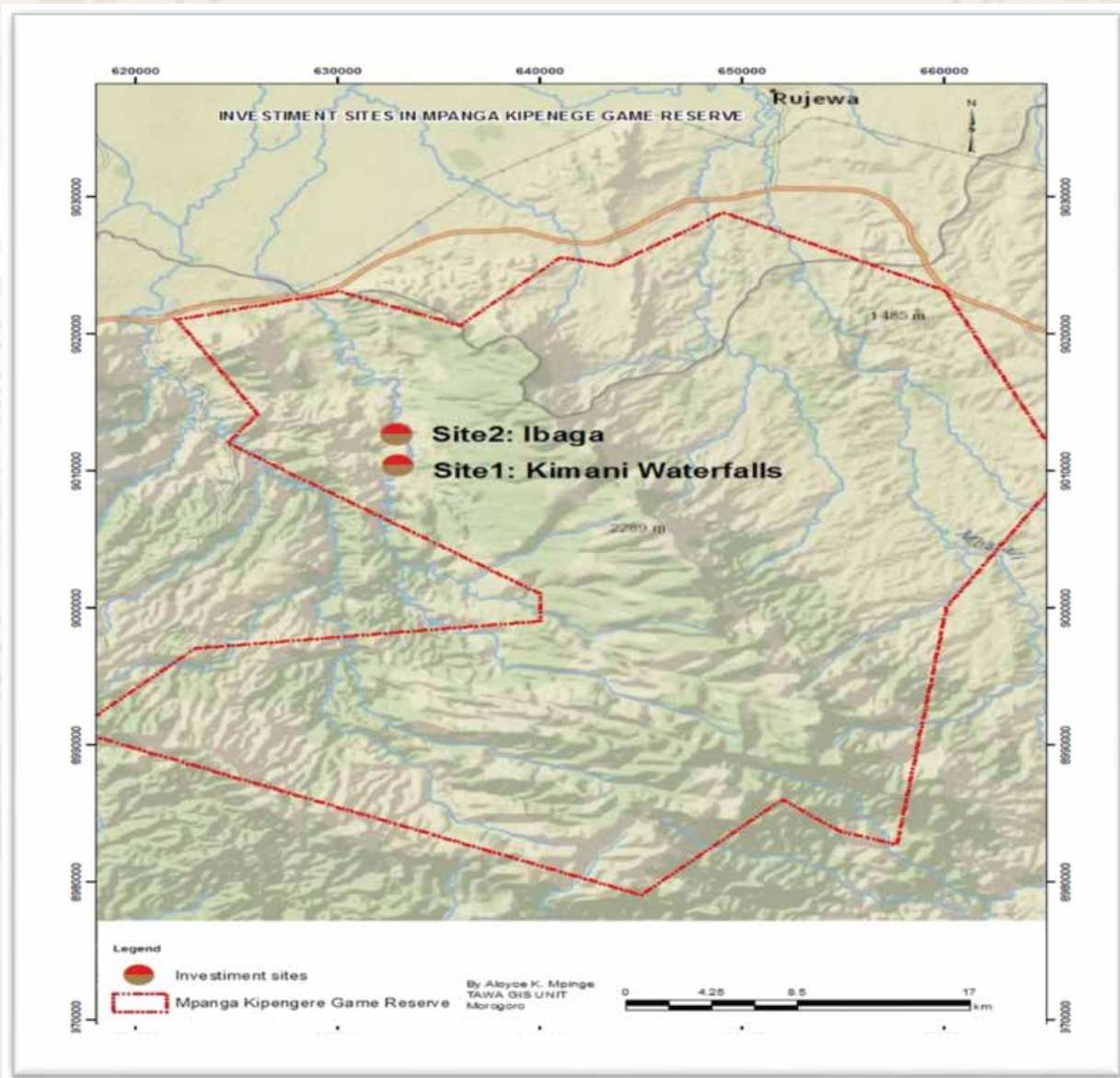


Figure 1: Investment Sites in Mpanga/Kipengere Game Reserve

The reserve harbors a variety of small to mega fauna including rodents, primates, mammals, birds, reptiles, amphibians and fish. The area also is rich in both the resident bird Denham's bustard and migratory birds such as Blue Swallow and Abdim's stork. Endemic species: tubercle nosed chameleon, Marsh widow, Njombe cisticola, Kipengere seed eater and a rare bird species (Fufumka) have been seen. Mpanga/Kipengere is the extreme southern limit of the "Ashy starling". In addition

the area is a breeding site and forms a corridor of red winged starling which runs between Cape Town and Ethiopia through Mpanga-Kipengere Game Reserve.

There are eight waterfalls in the reserve namely Nyaugenge, Nyaluliva, Lyamakunohila, Ikovo, Kipengere, Nyihemi, Melela and the famous Kimani waterfall. Some parts of Kimani River can be used for rafting and canoeing. It goes without say that it is a *“Land of Waterfalls”*

Kipengere falls



Kimani waterfalls



Ikovo waterfall



Kipengere waterfall



Lyamakunohila waterfall



Nyaluliva waterfall



Figure 2: Waterfalls of Mpanga/Kipengere Game Reserve

Mpanga/Kipengere Game Reserve can be reached by road, rail and air. The highway from Dar es Salaam to Mbeya passes along the reserve's northern boundary and provides easy and reliable access to the game reserve. The reserve can also be reached by train using the Tanzania-Zambia Railway (TAZARA) scheduled trains from Makambako, Rujewa and Igurusi stations. There are airstrips adjacent to the reserve which are used to cater for air transport.

Visitors to the reserve enjoy unique experience from diverse activities, such as walking safaris, hiking, horse riding, visiting wildlife and flora attractions, swimming and bike riding. Infrastructure development initiatives put in place by the government through different projects in the Southern circuit to foster tourism are expected to boost investment climate in the reserve and therefore attract greater number of visitors.

Table 1: Sites for Investment in Mpanga/Kipengere Game Reserve

S/N	AREA/SITE	LOCATION	TYPE OF INVESTMENT	CAPACITY
1	Kimani site A	0632883, 9012717	Tented camp/ lodges	75 beds
2	Kimani site B	subject to site visit	Tented camp/ lodges	75 beds
3	Ibaga	0632906, 9012652	Tented camp/ lodge	50 beds
4	Ikovo	subject to site visit	Tented camp/ lodge	100 beds

5.1.2.2. Kijereshi Game Reserve

Kijereshi Game Reserve is situated in the Northern Tanzania (Busega District - Simiyu Region). With a total size of 65.7km², the reserve was established in 1994 and is composed of grassland plains, savanna, riverine forest and woodlands dominated by acacia trees in the southern part of the Serengeti National Park.

The reserve is situated within the larger Serengeti ecosystem; it lies in North-Western Tanzania, bordered to the North by Bunda district, to the East by the Serengeti National Park and to the West by the small town of Lamadi and Lake Victoria. The reserve is in a semi-arid climate and many species of fauna have adapted to the semi-arid conditions. Lions, buffaloes, elephants, impalas, wildebeests, jackals, giraffes, zebras, ostriches, hyenas, warthogs and varieties of bird species are some of the great wildlife tourist attractions available for viewing. The widespread acacia trees and sparsely distributed shrubs in the reserve provide

a good vantage point for visitors to see the wildlife from a distance. The landscape and availability of wildlife in the reserve encourages various activities for tourists including camping safari, bird watching safari, walking safari, cycling and night game drive to view nocturnal wildlife.

Kijereshi Game Reserve is 130kms from Mwanza city, along the Mwanza-Musoma highway and about 100kms from Musoma. There is an airstrip which enables visitors to access the reserve using chartered flights.

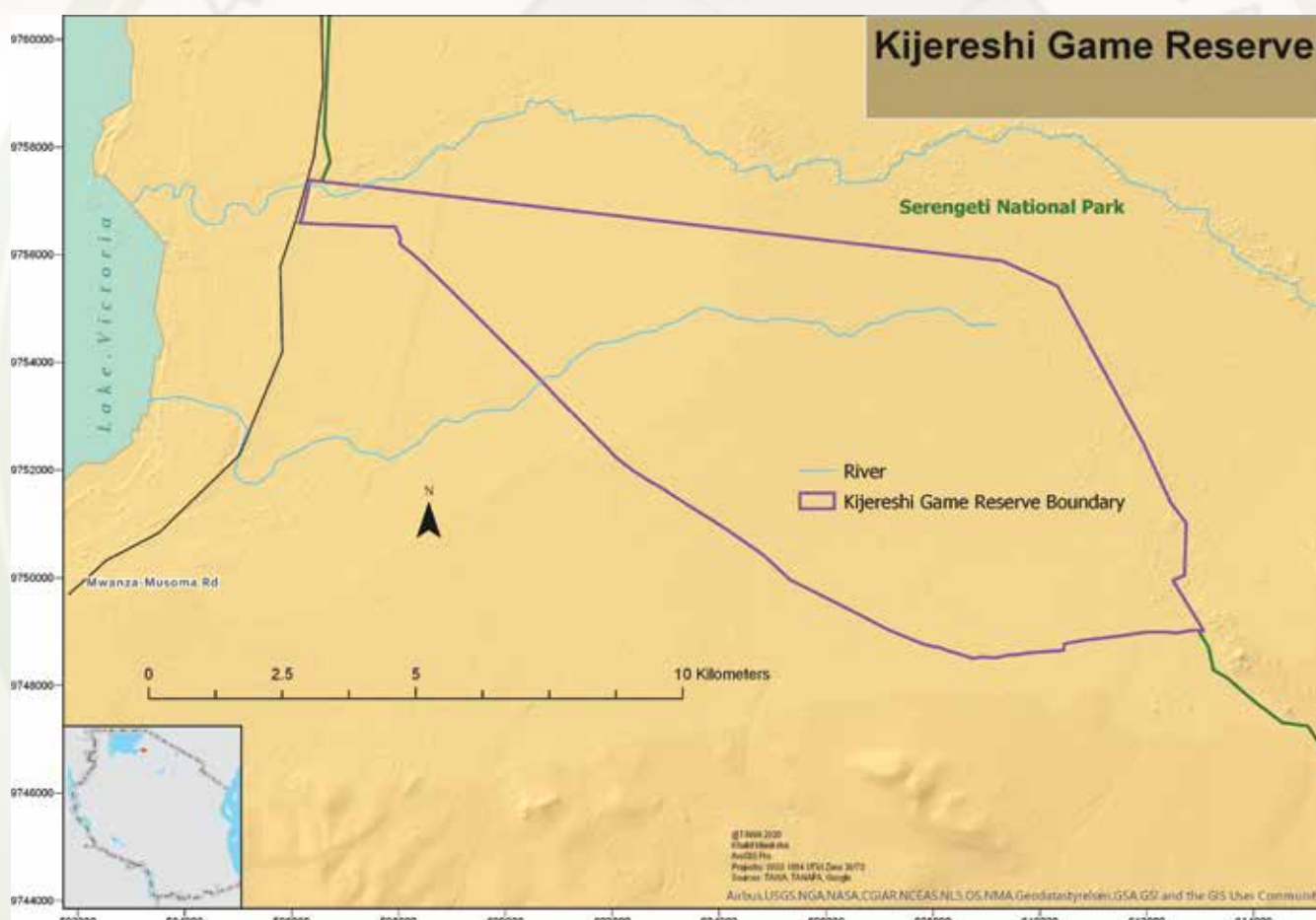


Figure 3: The Map of Kijereshi Game Reserve

Table 2: Investment Sites in Kijereshi Game Reserve

S/N	AREA/ SITE	LOCATION (GPS COORDINATES)	TYPE OF INVESTMENT	CAPACITY
1.	Mitimirefu	0604115, 9756590	Tented camp/ lodges	50 beds
2.	Irandonriver	0610760, 9753813	Tented camp/ lodges	50 beds
3.	Kijereshi	subject to site visit	Bicycles stores and shops	N/A

5.1.2.3. Swagaswaga Game Reserve

Swagaswaga Game Reserve (SWGR) was officially gazetted in the Government Notice No. 72 of 1997 by upgrading Songa and Simbo Forest Reserves, Swagaswaga Game Controlled Area and Handa forest. The Reserve has an area of 871km² which lies in Chemba and Kondoa districts in Dodoma region and small piece of land falls in Singida District in Singida Region.

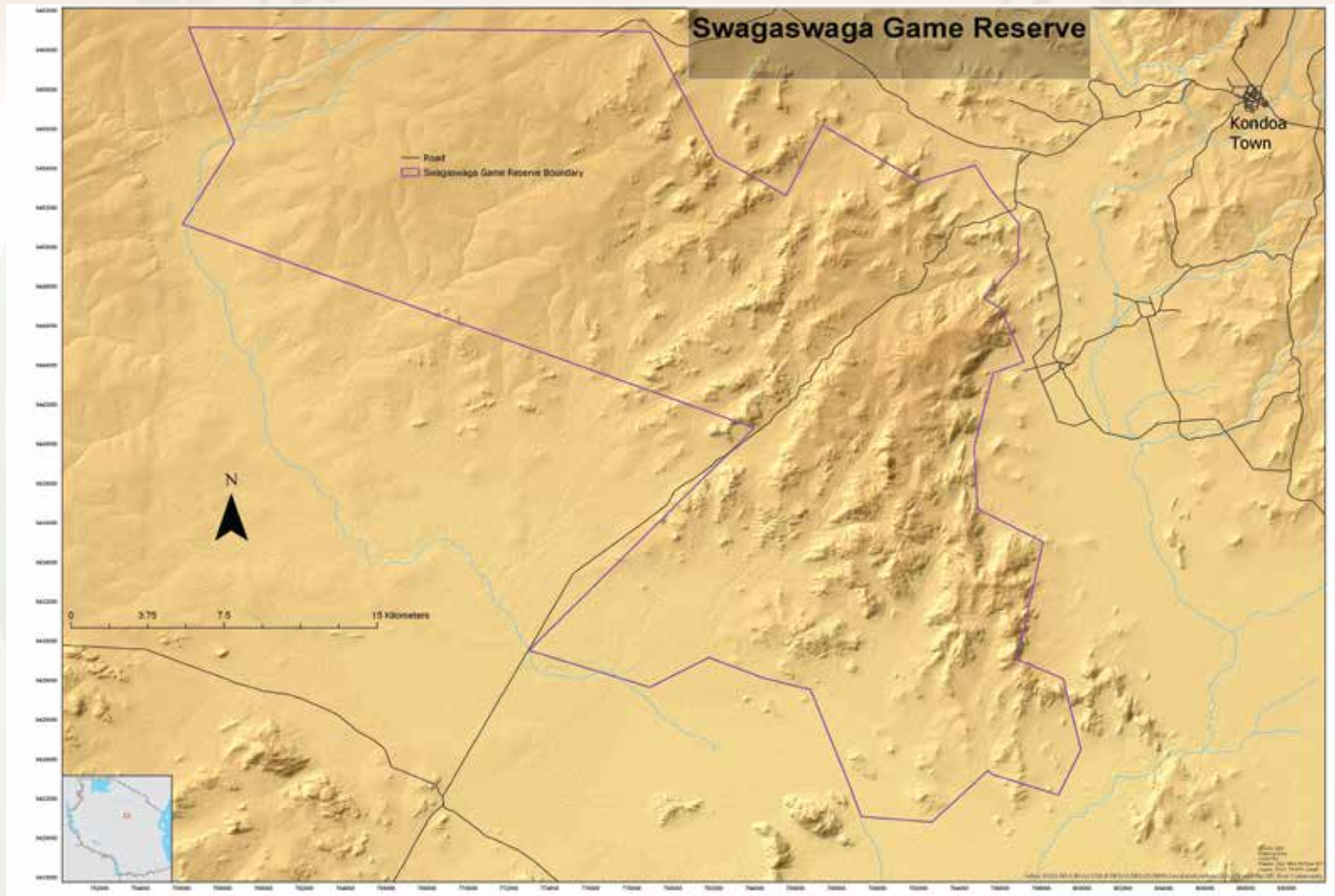


Figure 4: The Map of Swagaswaga Game Reserve

Based on the exceptional resource values such as diversity of wildlife and cultural resources the reserve has potentials for photographic and cultural tourism. SWGR falls within Central Tanzania regions (Dodoma, Manyara and Singida) that have shown outstanding prehistoric rock art dated back more than 2,000 years old and acts as a Hub of Rock art Belt in Africa. Therefore, SWGR occupies a geographically important position between two re-known major rock art paintings of Kondoa to the North and Singida to Southern west.

Rock Art Painting is said to have originated primarily from the era of hunters and gatherers. The paintings depict directly and indirectly traditions of the communities

living near the sites and can illustrate cultural continuity among the societies that have inhabited the area over time. The designing and artistic drawings were inscribed using red, gray pigments in the outline of streaky and silhouette styles showing animals such as eland, giraffe, rhino, elephants, lion and images of deities and humans. The paints portray humans, deities, moon, plants and instruments that were available in the area during that time some of which exist to date. The investment opportunities in Swagaswaga Game Reserve are accommodation facilities, conference centres and curio shops.



Figure 5: Rock paints of Swagaswaga Game Reserve

5.2. Trophy Hunting (TH)

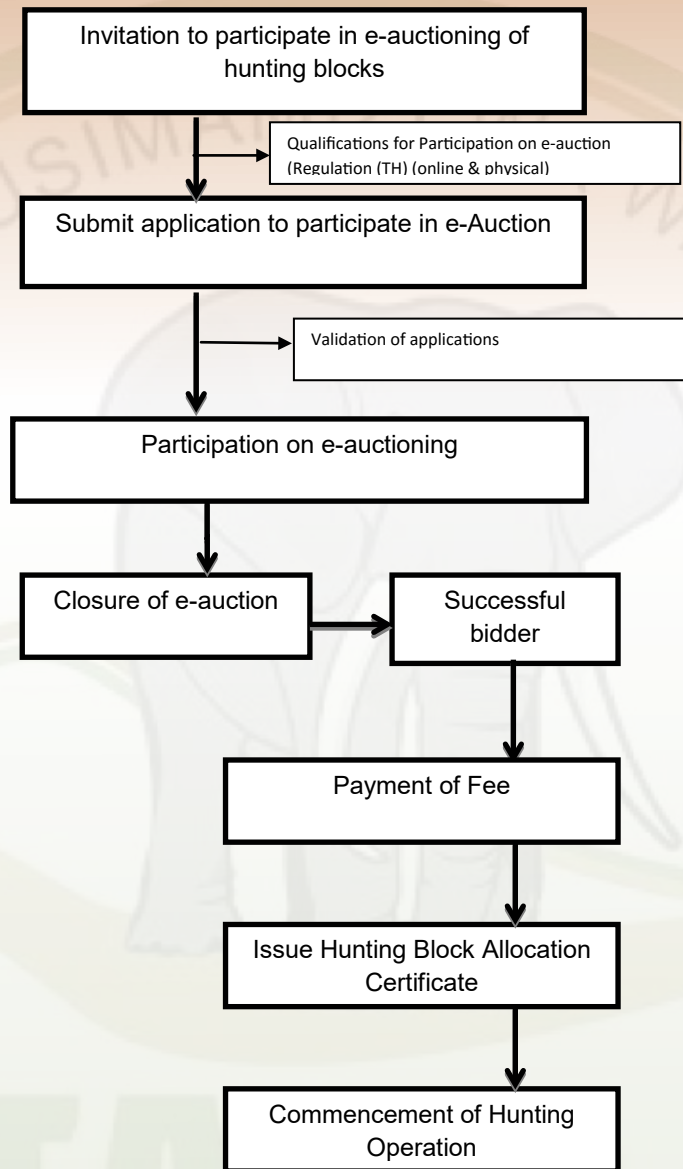
Hunting is an economically viable and suitable use of wildlife resources and contributes significantly to the conservation of wildlife and improvement of community livelihood in Tanzania. Revenue generated from trophy hunting directly supports efforts of the Tanzania Wildlife Management Authority (TAWA) to manage all wildlife in its area of jurisdiction and shares benefits to local communities living adjacent to these areas. Currently, there are 104 hunting blocks of which sixty four (64) hunting blocks are occupied, twenty eight (28) are vacant and will be auctioned using a newly development electronic auctioning system for allocation

for hunting blocks and twelve (12) are not ready for auction. Hunting season begins on July 1st and ends on December 31st each year. The hunting permit is sold in three hunting safari package i.e Regular (10 days), Major (14 days) and Premium (21 days).

5.2.1. The Procedure for E-Auction of Hunting Blocks

The Guidelines provide e-procedures for application, criteria for assessing applications, closure of auction and issuance of a Hunting Block Allocation Certificate.

FLOWCHART E-AUCTIONING



a) Invitation to Participate in e-Auctioning

TAWA (hereinafter referred to as the Authority) invites applicants to participate in the e-auction by publishing particulars of the hunting block together with qualifications of eligible applicants.

Hunting companies are required to provide correct information which include accepting the terms and conditions of e-auction use and confirmation of awareness

of disclaimer and privacy policy during application. Applications to participate in e-auction are done through a centralized system (**MNRT portal**) within a given period. Upon completion of the application period, the Authority conducts a due-diligence of the information submitted.

Hunting companies intending to participate in e-auction do so by filling an online application form (Annex II). Upon successful completion of the application, the applicant shall be notified via email and text message (sms) and be issued with a government bill to pay the relevant application fees. Only applicants who have paid the application fees shall be eligible for bidding.

Hunting companies shall be required to observe the following during application:

- i. If any applicant provides information, which is incorrect or false in material facts appropriate, action shall be taken in accordance with relevant laws.
- ii. The Authority may prepare validation procedures, which may require furnishing of original hard copy credentials in case where reliable verification process cannot be completed online.
- iii. Applicants shall be required to pay a non-refundable hunting block application fee as follows:
 - a) Category I hunting block, US\$ 5,000.00;
 - b) Category II hunting block, US\$ 2,000.00;
 - c) Category III hunting block, US\$ 1,000.00;
- iv. Information provided in the application form shall be assessed electronically; only successful applicants will be allowed to participate in the auction vide MNRT portal.

b) Participation on E-Auctioning

Successful applicants will participate in e-auction of hunting blocks, which shall be conducted for seven (7) consecutive days for each hunting block.

During the auctioning bidder shall observe the following;

- i. Pre-auction meeting and clarifications, including online conferencing and chat facilities shall not function once an e-auction begins.
- ii. The Authority shall provide IT support when necessary during the auctioning.
- iii. Bidders will use their username and password to access the MNRT portal and bid according to information specified in the invitation.

- iv. Auction will be conducted electronically without human intervention; bids shall be anonymous and automatically ranked by the system. Identities of bidders shall not be disclosed or identified by any party during any phase of the auction.
- v. An e-auction award shall be based solely on ranking of bids; such that the hunting block shall be allocated to the highest bidder.
Bidders shall:
 - 1. Place a bid based on the category of the hunting block
 - 2. Bid as many times as possible
 - 3. Automatically view all bid prices as they occur
 - 4. Not provide any additional information or clarification related to the auction that may distort competition; and where it is necessary to provide information or clarification, such information shall be made available by the Authority.
 - 5. Be responsible for maintaining the confidentiality of all particulars associated with their accounts and shall be fully responsible for all activities pertaining to use of their account particulars in the auctioning portal.
 - 6. Not withdraw bid(s) after the completion of bidding process.
 - 7. Be notified of the auction outcome via email and text messages (sms).
 - 8. The highest bidder shall be billed and required to pay 25% of his bid price within 12 working hours after closure of the auction. Payment of the remaining 75% shall be done within 14 days from the date of the closure of auctioning failure of which will lead to cancellation of the offer and forfeiture of the 25% of the fee paid.

c) Closure of E-Auction

The e-auctioning of hunting blocks will be conducted several times depending on the availability of vacant blocks. The auction shall be closed in accordance with the time and date as indicated in these Guidelines.

Results of the e-auctions shall immediately be communicated/ published online, together with the name of successful bidder and the bid price. There shall be no any negotiation during or after the e-auction process regarding the winning bid price. The winning price shall be the annual hunting block fees and shall be paid annually during the tenure of ownership.

5.2.2. Description of Hunting Blocks in Tanzania



Figure 7: The Map showing hunting blocks and non-hunting blocks in Tanzania

a) Kizigo GR (E)1

Kizigo GR (E)1 is the category two hunting block located within Rungwa, Kizigo and Muhesi Game Reserves located in the central part of Tanzania. The size of Kizigo GR (E) 1 is 1,192km² and is situated about 600km from Dar es Salaam and Arusha. The block has well-established road network and airstrip. The block is home to hundreds of wildlife with about 68% of huntable species in the country. Some of the wildlife species found in the block include baboon, buffalo, bushpig, bushbuck, caracal, civet, crocodile, dik dik, duiker, eland, elephant, genet, greater kudu, hartebeest, hippo, hyena, impala, jackal, klipspringer, leopard, lion,

mongoose, python, ratel, reedbuck, roan, sable antelope, serval cat, steenbok, suni, vervet monkey, warthog, wild cat, wildebeest and zebra. In spite of the diversity of wildlife species amide the block, presence of Kizigo River provides a permanent source of water for wildlife and spectacular view of the block.

b) Kizigo GR (E) 2

Kizigo GR (E) 2 is the category one hunting block located within the Rungwa, Kizigo and Muhesi Game Reserves in the central part of Tanzania. The size of Kizigo GR (E) 2 is 1,282km² and is situated about 600km from Dar es Salaam and Arusha. The block has well-established road network and airstrip. The block is home to hundreds of wildlife with about 68% of huntable species in the country. Some of the wildlife species found in the block include baboon, buffalo, bushpig, bushbuck, caracal, civet, crocodile, dikdik, duiker, eland, elephant, genet, greater kudu, hartebeest, hippo, hyena, impala, jackal, klipspringer, leopard, lion, mongoose, python, ratel, reedbuck, roan, sable antelope, serval cat, steenbok, suni, vervet monkey, warthog, wild cat, wildebeest and zebra. Kizigo River provides a permanent source of water for wildlife and avails opportunity for alternative recreational activities (rafting, sport fishing).

c) Inyonga Game Controlled Area (West)

Inyonga Game Controlled Area (West) is a hunting block of category II located within the Katavi-Rukwa Ecosystem in the western part of Tanzania. The size of Inyonga is 2,177km² and is located 900km from Dar es Salaam and 600km from Arusha. Inyonga is named after Inyonga River, which together with Rungwa river form the permanent source of water for wildlife in the block. The block is home to hundreds of wildlife with about 67% of huntable species in the country. Some of the huntable species commonly found in the block include baboon, bat-eared fox, buffalo, bushpig, bushbuck, caracal, civet, dikdik, duiker, eland, elephant, genet, greater kudu, grysbok, hartebeest, hyena, impala, jackal, klipspringer, leopard, lion, mongoose, python, porcupine, ratel, reedbuck, roan, serval cat, thomson gazelle, topi, vervet monkey, warthog, wild cat and zebra.

d) Inyonga Game Controlled Area (Central)

Inyonga Game Controlled Area (Central) is a hunting block of category II located within Katavi-Rukwa Ecosystem in the western part of Tanzania. The size of

Inyonga is 2,054km² and is located 900km from Dar es Salaam and 600km from Arusha. Inyonga is named after Inyonga River, which together with Rungwa river form the permanent source of water for wildlife in the block. The block is home to hundreds of wildlife with about 70% of huntable species in the country. Some of the huntable species commonly found in the block include baboon, bat-eared fox, buffalo, bushpig, bushbuck, caracal, civet, dikdik, duiker, eland, elephant, genet, greater kudu, grysbok, hartebeest, hyena, impala, jackal, klipspringer, leopard, lion, mongoose, python, porcupine, ratel, reedbuck, roan, serval cat, thomson gazelle, topi, vervet monkey, warthog, wild cat and zebra. The airstrip is located 20km from the block boundary and potential operators in this block can obtain supplies from the nearby centres; Manyoni or Tabora town.

e) Lwafi – Nkamba Game Reserve

Lwafi – Nkamba Game Reserve is a category II hunting block located within Lwafi Game Reserve in the western part of Tanzania. With a size of 3,088km², the block is situated 900km from Dar es Salaam and Arusha. To the West, it is about 10kms from Lake Tanganyika; “the deepest lake in the world”. It has a well established road network and airstrip. The block is home to hundreds of wildlife with about 67% of huntable species in the country. The wildlife species found in the block include buffalo, baboon, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, jackal, klipspringer, hartebeest, leopard, lion, oribi, python, porcupine, ratel, reedbuck, roan, sable antelope, serval cat, topi, vervet monkey, warthog, waterbuck, wild cat and zebra. In spite of diversity in wildlife species amide the block, adjacency of the block to Lake Tanganyika makes it ideal for sport fishing.

f) Mlele GCA (South)

Mlele GCA (South) is the category II hunting block located within Katavi-Rukwa Ecosystem in the western part of Tanzania. The size of this block is 1,247km² and is situated 900km from Dar es Salaam and Arusha. The block has well-established road network and airstrip. The area is home to hundreds of wildlife with about 67% of huntable species in the country. Some of wildlife species found in the block include baboon, bat-eared fox, buffalo, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena,

impala, jackal, hartebeest, leopard, lion, mongoose, oribi, python, ratel, reedbuck, roan, sable antelope, serval cat, topi, vervet monkey, warthog, wild cat and zebra. Lukima River is the main source of water and a refuge to animals during dry season.

g) Chunya O.A (E)

Chunya O.A (E) is a category III hunting block found within Katavi – Rukwa ecosystem. Chunya O.A (E) is of 846km² and located 300km from Dar es Salaam and 300km from Arusha. It can easily be accessed by road or air. The nearest town to this block is Mbeya. Chunya O.A (E) has sources of water available seasonally. Chunya O.A (E) offers 68% of huntable species in Tanzania which include baboon, bat-eared fox, buffalo, bush pig, bushbuck caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hartebeest, hyena, impala, jackal (all species), klipspringer, leopard, lion, mongoose, python, porcupine, ratel, reedbuck roan, serval cat, steenbok, vervet monkey, warthog, wild cat, zebra and zorilla.

h) Msima GCA (West)

Msima GCA (West) is category II hunting block located within Katavi-Rukwa Ecosystem in the western part of Tanzania. The size of this block is 2,215km² and is situated 900km from Dar es Salaam and Arusha. The block has well-established road network and the nearest airstrip is located less than 20km. The block is home to hundreds of wildlife with about 69% of huntable species in the country. The common huntable species found in the block include baboon, buffalo, bushpig, bushbuck, caracal, crocodile, dikdik, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala, jackal, klipspringer, hartebeest, leopard, lion, oribi, python, porcupine, reedbuck, roan, sable antelope, serval cat, steenbok, topi, vervet monkey, warthog, waterbuck, wild cat and zebra.

i) Msima GCA (East)

Msima GCA (West) is category II hunting block located within Katavi-Rukwa Ecosystem in the western part of Tanzania. The size of this block is 2,096km² and is situated 900km from Dar es Salaam and Arusha. The block has seasonal water sources and Mpanda is the nearest town to this block. The block is home to hundreds of wildlife with about 69% of huntable species in the country. The

common huntable species found in the block include baboon, buffalo, bushpig, bushbuck, caracal, crocodile, dikdik, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala, jackal, klipspringer, hartebeest, leopard, lion, oribi, python, reedbuck, roan, sable antelope, serval cat, steenbok, topi, vervet monkey, warthog, waterbuck, wild. some of un-huntable animals species present in the blocks include giraffe, wild dog and cheetah.

j) Ituru Forest Open Area

Ituru Forest Open Area is category III hunting block located within Ruaha-Rungwa Ecosystem in the western part of Tanzania. The size of this block is 2,079km² and is situated 900km from Dar es Salaam and 600km from Arusha. The block has well-established road network and an airstrip is located less than 20km from the boundary of the block. The block is home to hundreds of wildlife with about 63% of huntable species in the country. Some of the huntable species found in the block include baboon, buffalo, bushpig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hartebeest, hyena, impala, jackal, klipspringer, leopard, lion, ratel, reedbuck, roan antelope, sable antelope, serval cat, steenbok, vervet monkey, warthog, waterbuck, wild cat and zebra. This block is dominated by Miombo Woodland coupled with wooded grassland, which creates a suitable ground for hunting. This hunting block has a permanent water supply from Rungwa river and Inyonga river.

k) Liparamba Game Reserve

Liparamba Game Reserve is category III hunting block located in the Selous-Mikumi Ecosystem. The size of Liparamba Game Reserve is 614km² and is 900km from Dar es Salaam and Arusha. The block has good road network ideal for hunting operations. The block has about 66% of huntable species and the most common species in the block include baboon, buffalo, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala, jackal, hartebeest, leopard, lion, ratel, reedbuck, sable antelope, serval cat, suni, vervet monkey, warthog, waterbuck, wild cat, wildebeest and zebra. Liparamba Game Reserve forms an extension of the natural Miombo Woodlands. Liparamba Game Reserve has permanent water supply from Lunyere, Kilasi, Kipirigi and Namakambale rivers which run throughout a year.

l) Kilombero Furua GR (Mwantsi & Furua)

Mwantsi OA N - Furua OA is a category three hunting block located in the Selous-Mikumi Ecosystem. The size of Mwantsi OA N – Furua OA is 1,315km² and is located 600km from Dar es Salaam and 900km from Arusha. The block has good road network and an airstrip for hunting operations. The block has about 66% of huntable species which include baboon, bat-eared fox, buffalo, bushbuck, crocodile, duiker, eland, elephant, genet, greater kudu, hartebeest, hippo, hyena, impala, jackal, leopard, lion, reedbuck, sable antelope, serval cat, warthog, waterbuck, wildebeest and zebra. Ruhuji River is the major source of water for wildlife.

m) Moyowosi/Njingwe GR 1

Moyowosi/Njingwe GR1 is a category II hunting block located in Malagarasi-Moyowosi Ecosystem in the western part of the country. The size of Moyowosi/Njingwe GR is 1,774km² and is 901km from Dar es Salaam and 600km from Arusha. Moyowosi/Njingwe GR1 has permanent water supply from Malagarasi River. The river provides a breath taking scenic view of the block. The block has an airstrip and can be easily accessible by road. The block has about 72% of huntable species and the most common species in the block include buffalo, bushbuck, civet, crocodile, duiker, eland, elephant, genet, greater kudu, hippo, hyena, impala, hartebeest, leopard, lion, reedbuck, sable antelope, roan, sitatunga, topi, monkey, warthog, waterbuck, wild cat, and zebra.

n) Moyowosi GR (N1)

Moyowosi GR (N1) is category II hunting block located in the Malagarasi-Moyowosi Ecosystem at the western part of the country. The size of Moyowosi GR (N1) is 1,386km² and is 901km from Dar es Salaam and 600km from Arusha. Moyowosi GR (N1) has a permanent water supply from Malagarasi and Moyowosi River. The major road is located less than 20km from the block boundary and the airstrip is within the block. The block has about 71% of huntable species and the most common species in the block include baboon, buffalo, bushbuck, civet, crocodile, common duiker, eland, elephant, genet, greater kudu, grysbok, hippopotamus, hyena, impala southern, hartebeest, leopard, lion, oribi, reedbuck, sable antelope, sitatunga, topi, monkey, warthog, waterbuck, wild cat, and zebra. The block constitutes part of the special habitat for shoe billed stock, one of the endangered bird species in the world.

o) Moyowosi GR (N2)

Moyowosi GR (N2) is category two hunting block located in the Malagarasi-Moyovosi Ecosystem at the western part of the country. The size of Moyowosi GR (N2) is 1,772km² and is 901km from Dar es Salaam and 600km from Arusha. Moyowosi GR (N2) has a permanent water supply from Malagarasi and Moyovosi River. The major road is located less than 20km from the block boundary. The block has about 71% of huntable species and the most common species in the block include baboon, buffalo, bushbuck, civet, crocodile, common duiker, eland, elephant, genet, greater kudu, grysbok, hippopotamus, hyena, impala southern, hartebeest, leopard, lion, oribi, reedbuck, sable antelope, sitatunga, topi, monkey, warthog, waterbuck, wild cat, and zebra. The block constitutes part of the special habitat for shoe billed stock, one of the endangered bird species in the world.

p) Litumbandyosi O.A/Gezamasua

Litumbandyosi O.A/Gezamasua Forest Reserve is a category III hunting block found within Selous – Mikumi ecosystem. The size of Litumbandyosi O.A/Gezamasua is 2,826km². Litumbandyosi O.A/Gezamasua is located 600km from Arusha and 900km from Dar es Salaam making it easily accessible by road or air. The nearest town to Litumbandyosi O.A/Gezamasua is Songea. Litumbandyosi O.A/Gezamasua has permanent sources of water which are Ndyosi and Gezamaswa rivers. Litumbandyosi O.A/Gezamasua offers 64% of huntable species found in the country. Some of these include baboon, bat-eared fox, buffalo, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, hartebeest, hippo, hyena, impala, jackal (all species), klipspringer, leopard, lion, mongoose, python, porcupine, puku, ratel reedbuck, sable antelope, serval cat, suni, vervet monkey, warthog, waterbuck, wild cat, wildebeest, zebra and zorilla. Others are doves, ducks, egyptian goose, francolins, geese, guineafowl, kite, pigeon, quails, sandpiper, snipe, spurfowl, spurwinged goose, storks, sundgrouse, vulture, wattled crane and white-faced whistling ducks. As additional, Litumbandyosi O.A/Gezamasua has wild dogs.

q) Lukwika-Lumesule G.R

Lukwika-Lumesule G.R. is a category III hunting block found within Selous – Mikumi ecosystem. The size of Lukwika-Lumesule G.R. is 391km². Lukwika-Lumesule G.R. is 600km from Dar es Salaam and 900km from Arusha making it easily accessible by road or air. The nearest town to Lukwika – Lumesule G.R is Masasi. Lukwika-Lumesule G.R has a permanent water supply from Ruvuma river which runs throughout the year. Lukwika-Lumesule G.R. has 59% of hunt-able species found in Tanzania which include baboon, buffalo, bush pig, bush-buck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, hippo, hyena, impala, jackal (all species), klipspringer, hartebeest, leopard, lesser kudu, lion, mongoose, python, porcupine, ratel , reedbuck, roan, sable antelope, serval cat, suni, vervet monkey, warthog, water buck, wild cat, wildebeest and zebra. others are; doves, ducks, egyptian goose, francolins, geese, guinea fowl, kite, pigeon, quails, sandgrouse, sandpiper, snipe, spurfowl, spur-winged goose, storks, vulture, wattled crane. Besides the present hutable species, Lukwika-Lumesule G.R has wild dogs.

r) Msanjesi GR

Msanjes GR with an area of 600km² is a category three hunting block located within Selous – Mikumi ecosystem. Msanjesi GR is between 20 and 40km from airstrip and less than 20km from major road making it easily accessible by road or air. The nearest town to this hunting block is Masasi. Msanjes GR has Makaranga dam which acts as a seasonal water source. Msanjes GR has 57% of hunt-able species found within Tanzania including Baboon, Buffalo, Bush, Bush pig, Caracal, Civet, Crocodile, Duiker, Eland, Elephant, Genet, Grysbok, Hippo, Hyena, Impala, Jackal (all species), Klipspringer, Hartebeest, Leopard, Lion, Mongoose, Python, Porcupine, Ratel , Reedbuck, Sable Antelope, Serval cat, Suni, Vervet Monkey, Warthog, Waterbuck, Wildcat, Wildebeest and Zebra. Others are Doves, Ducks, Egyptian, Francolins, Geese, Guinea fowl, Kite, Pigeon, Quails, Sandgrouse, Sandpiper, Snipe, Spurfowls, SpurWinged goose, Storks, Vulture, Wattled Crane. Apart from hutable species, Msanjes GR has wild dogs.

s) Piti O.A (E)

Piti O.A (E) with an area of 1,380km² is a category III hunting block located within Katavi – Rukwa ecosystem. Piti O.A (E) is 900km away from Dar es Salaam and 600km away from Arusha. Moreover, Piti O.A (E) GR is between 20 and 40km from airstrip and less than 20km from major road making it easily accessible by road or air.

The nearest town to Piti O.A (E) is Tabora. Piti O.A (E) has a permanent water supply from Rungwa river which runs throughout the year. Piti O.A (E) has 68% of huntable species including baboon, bat-eared fox, buffalo, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala, jackal (all species), klipspringer, hartebeest, leopard, lion, mongoose, python, porcupine, ratel, reedbuck, roan, sable antelope, serval cat, steenbok, topi, vervet monkey, warthog, wild cat, zebra and zorilla. others include crowned crane, doves, ducks, egyptian goose, francolin, geese, guinea fowl, kite, pigeon, quails, sandgrouse, sandpiper, secretary bird, snipe, spur fowls, spur-winged goose, storks, vulture, white faced whistling ducks. Apart from huntable species available, Piti O.A (E) has giraffe and wild dogs.

t) Kilombero-Mwatisi (Mwatisi O.A. South)

Mwatisi O.A. (S) with a size of 2,099km² is a category III hunting block located within Selous – Mikumi ecosystem. Mwatisi O.A (S) is 600km away from Dar es Salaam and 900km away from Arusha. Mwatisi O.A (S) is between 20 and 40km airstrip and less than 20km from major road making it easily accessible by road or air. The nearest town to Mwatisi O.A (S) is Ifakara. Mwatisi O.A (S) has a permanent water supply from Ruhuji river which runs throughout the year. Mwatisi O.A. (S) has 64% of huntable species found in Tanzania including baboon, buffalo, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala, jackal (all species), klipspringer, hartebeest, leopard, lion, mongoose, python, porcupine, ratel, reedbuck, sable antelope, serval cat, suni, vervet monkey, warthog, waterbuck, wildcat, wildebeest, zebra and zorilla. others are doves, ducks, egyptian goose, francolins, geese, guineafowl, kite, pigeon, quails, sandgrouse, snipe, spur fowls, spur-winged goose, storks, vulture, wattled crane. Non huntable species found in this hunting block include wild dogs.

u) Muhuwesi O. A. (GCA)

Muhuwesi O.A. (GCA) with a size of 1,396km² is a category III hunting block located within Selous – Mikumi ecosystem. Muhuwesi GCA is 600km away from Dar es Salaam and 900km away from Arusha. Muhuwesi GCA has an airstrip within it and is less than 20km from major road making the hunting block easily accessible by road or air.

The nearest town to Muhuwesi GCA is Tunduru. Muhuwesi GCA has a permanent water supply from Mkundi, Muhuwesi, Ruvuma and Mzizima rivers which run throughout the year. Muhuwesi GCA has 56% of huntable species found in Tanzania including baboon, buffalo, bush pig, bushbuck, caracal, civet, crocodile, duiker, eland, elephant, genet, greater kudu, grysbok, hippo, hyena, impala and jackal (all species). klipspringer, hartebeest, leopard, lion, mongoose, python, porcupine, ratel, reedbuck, sable antelope, serval cat, suni, vervet monkey, warthog, waterbuck, wild cat, wildebeest, zebra and zorilla. Others are doves, duck, egyptian goose, francolins, geese, guinea fowl, kite, pigeon, quails, sand grouse, snipe, spurfowls, spur-winged goose, storks, vulture, wattled crane, white faced and whistling ducks.

5.3. Special Wildlife Investment Concession Areas

The proposed Business model is targeting high-end tourism market segment by providing the Special Investment Wildlife Concessions Areas'. This will entail specially designated areas within Game Reserves (GRs) and Game Controlled Areas (GCAs). These areas will be set-aside for the purposes of being allocated to strategic investors as provided for by Tanzanian laws. TAWA will strike contractual agreements with the private Parties, where the later will be granted the right of up to 30 years to access and utilize wildlife resources within the concessions. The concessionaires will assume multiple tourism related activities (luxury tourism and/or royal family hunting) for their own commercial use and including related equitable financial, technical and operational risks. They will benefit from using the wildlife resources by charging fees to customers that they provide services to and will enjoy longer concession periods and exclusivity to enable 'High-end Tourism Investment'.

For convenience, TAWA has prioritized thirteen (13) prime areas for investment under special concession plan. The areas include Mkungunero Game reserve, Rungwa-Inyonga, Loliondo Game Controlled Area, Ikorongo GR, Lake Natron (E), Grumeti GR and Selous (LL1 block, MT2 block, ML1 block, MHJ1 block and MHJ2 block) - Kilwa Tourism Circuit in line with their unique potentials for developing tourism activities.

The proposed model, therefore, intends to bring forward the ‘Special Wildlife Investment Concession Areas’ approach for seizure by prospective investors. The model provides for interested investors to submit innovative ‘unsolicited proposals’ on the investments they intend to make, which will be considered on a case by case and on merit case.

5.3.1. Infrastructure Development

Offering tourism products in GRs and GCAs will require development by investors of the essential infrastructure such as roads, accommodation facilities and other visitor facilities such as interpretation centers, trails, vehicles, gates and electronic revenue collection facilities. In addition, investors may also provide some facilities such as hotels, either alone or in partnership with TAWA.

5.3.2. Policy and Legal Framework

This model has considered both market and non-market based partnership alternatives to capture various market segments including ‘High-end Tourism Investments’. Proper guidelines have been put in place and best practices considered so as to mitigate any obvious associated risks. Policy and legal considerations capturing best practices have also been streamlined within the conceptual framework. To this end, new regulations that will facilitate implementation of the investment model has been finalized “The wildlife Conservation (Special Wildlife Investment Concession Areas).

5.3.3. Special Concession sites

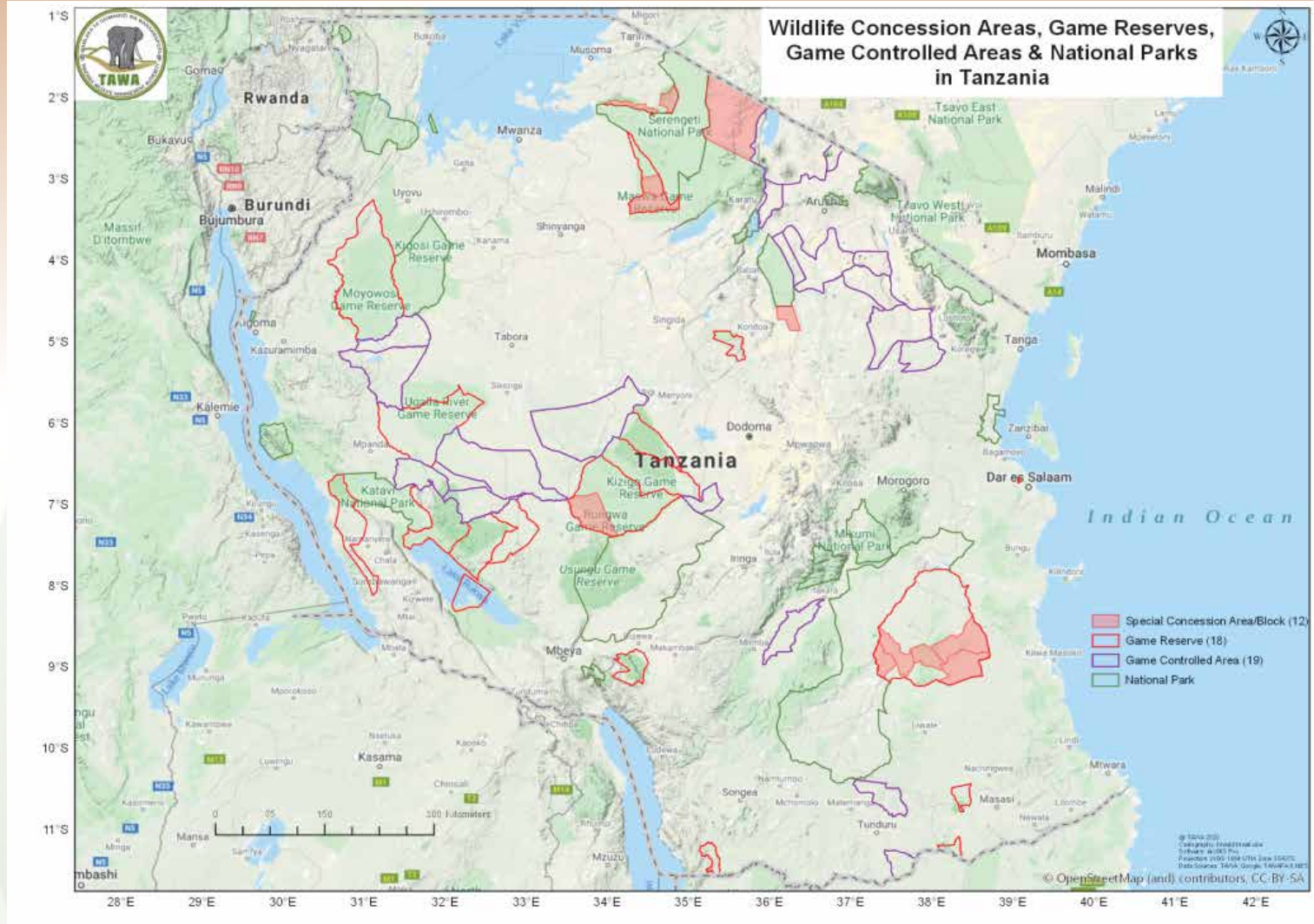


Figure 8: Special concession areas

5.3.3.1. Loliondo Game Controlled Area

Loliondo Game Controlled Area with an area of 1,500km² is a hunting block in a strategic area within greater Serengeti Ecosystem neighbored by 6 protected areas manned by MNRT; Ngorongoro Conservation Area, Serengeti National Park, Maswa Game Reserve, Kijereshi Game Reserve, Ikorongo and Grumeti Game Reserve. These areas support unique annual movement of Wildebeest and other grazing herbivores across the Serengeti-Mara ecosystem; one of the greatest spectacles in the natural world. This wide horizon of wildlife precipitating fills about 1.5 million wildebeest, 200,000 zebras, 18,000 elands and 500,000 thompson's gazelles, menaced by Africa's great predators. The area is known for Maasai culture and its grandeur landscape. The area is worth investing because it is a biological, ecological and cultural hot spot, where one cannot regret to invest his wealthy

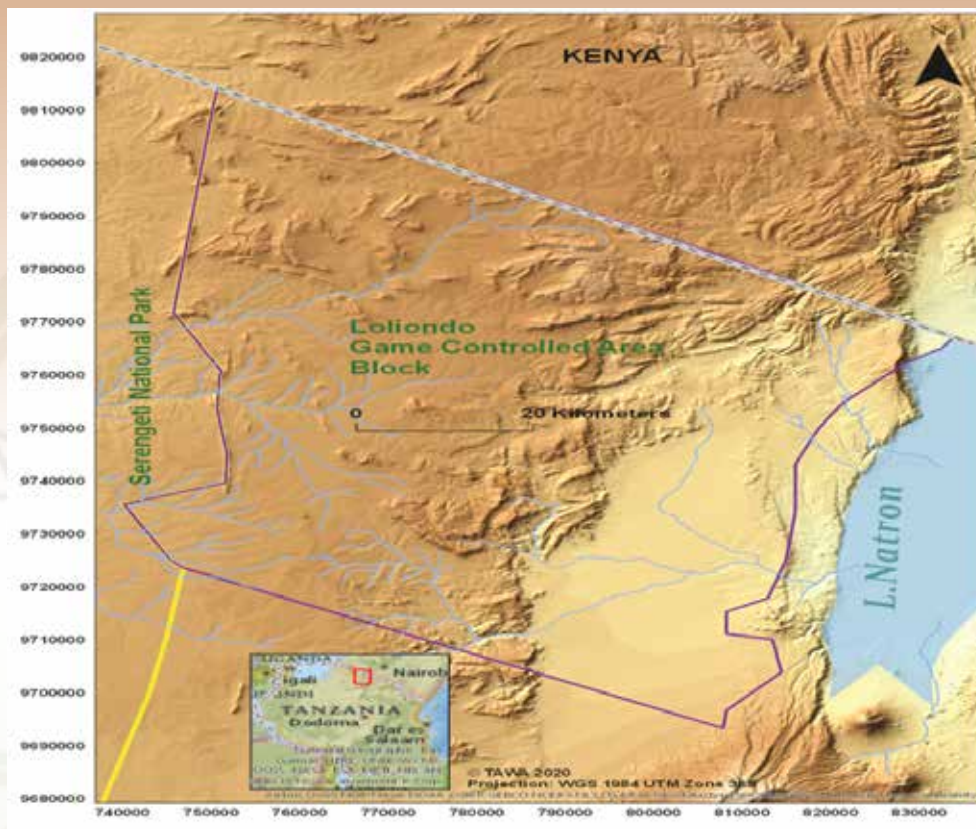


Figure 9: The Map of Loliondo Game Controlled Area

5.3.3.2. Ikorongo and Grumeti Game Reserves

Ikorongo/Grumeti Game Reserves share homogeneous and wide spectrum of biological resources within Greater Serengeti Ecosystem. The two reserves (Ikorongo GR - 389.483km² and Grumeti GR - 574km²) are best destinations for investment. The area is also known for greater wildebeest migration across River Grumet where wildebeests are challenged by crocodiles while crossing the river via western corridor.

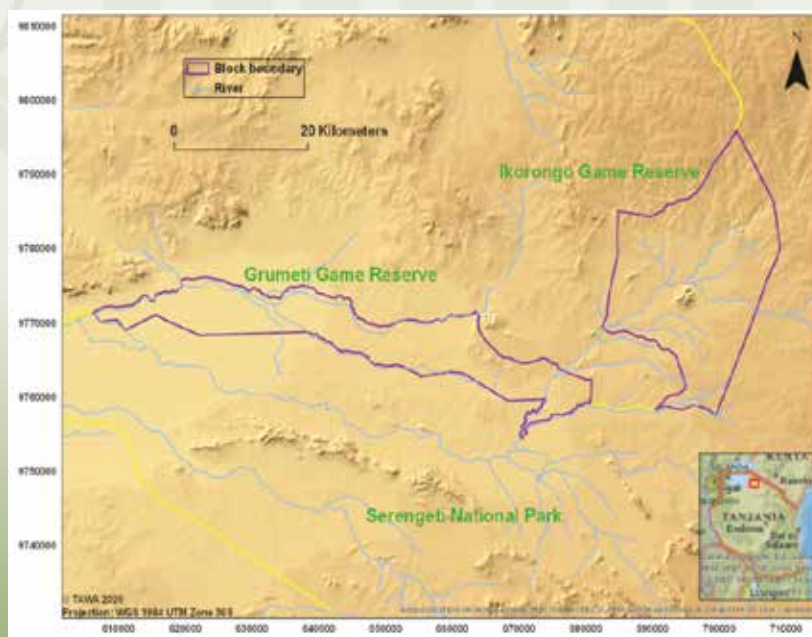


Figure 10: Map of Ikorongo Grumeti Hunting Blocks

5.3.3.3. Selous – Kilwa Tourism Circuit

Selous Game Reserve (SGR) forms Selous-Mikumi ecosystem, which is rich in fauna and flora. It known for vast and diversity of wildlife species SGR will also be linked to the strategically located Ruins of Kilwa Kisiwani and Songo Mnara (a World Heritage Cultural Site) that has just been handed over to TAWA management so as to boost its tourism profile. The Selous – Kilwa Tourism Circuit is the one point stop centre that Tourist will manage to experience the multiple tourism product including Beach Tourism, Wilderness Safaris as well as the Historical and Cultural Tourism.

Out of 10 Hunting Blocks which have remained, Five (5) of these blocks are already earmarked for “special concession allocation”, while the rest will also be hunted under normal block allocation arrangements.

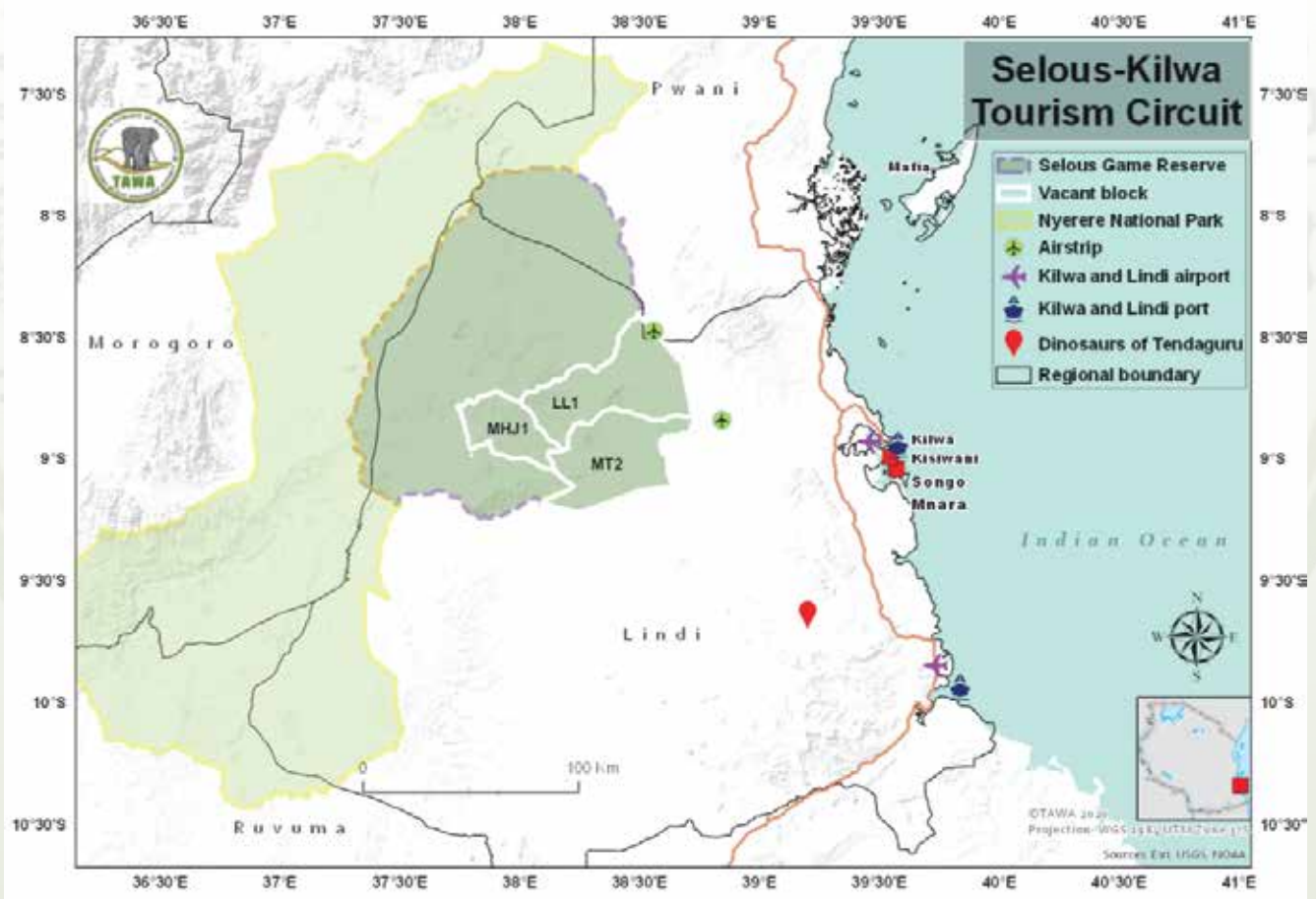


Figure 11: Selous-Kilwa Tourism Circuit

Selous (LL₁, MT₂, ML₁, MHJ₁ and MHJ₂) concession areas

Selous LL₁ is a block with an area of 2,178.72km², MT₂ block has an area of 2125km², ML₁ Hunting block has an area of 787km², MHJ₁ Hunting block has an area of 911km² and MHJ₂ Hunting block has an area of 1,235km². They are part of Selous Game Reserve that forms Selous-Mikumi ecosystem. They are also known for wilderness and diverse wildlife species.



Figure 12: Map of Selous LL₁ block

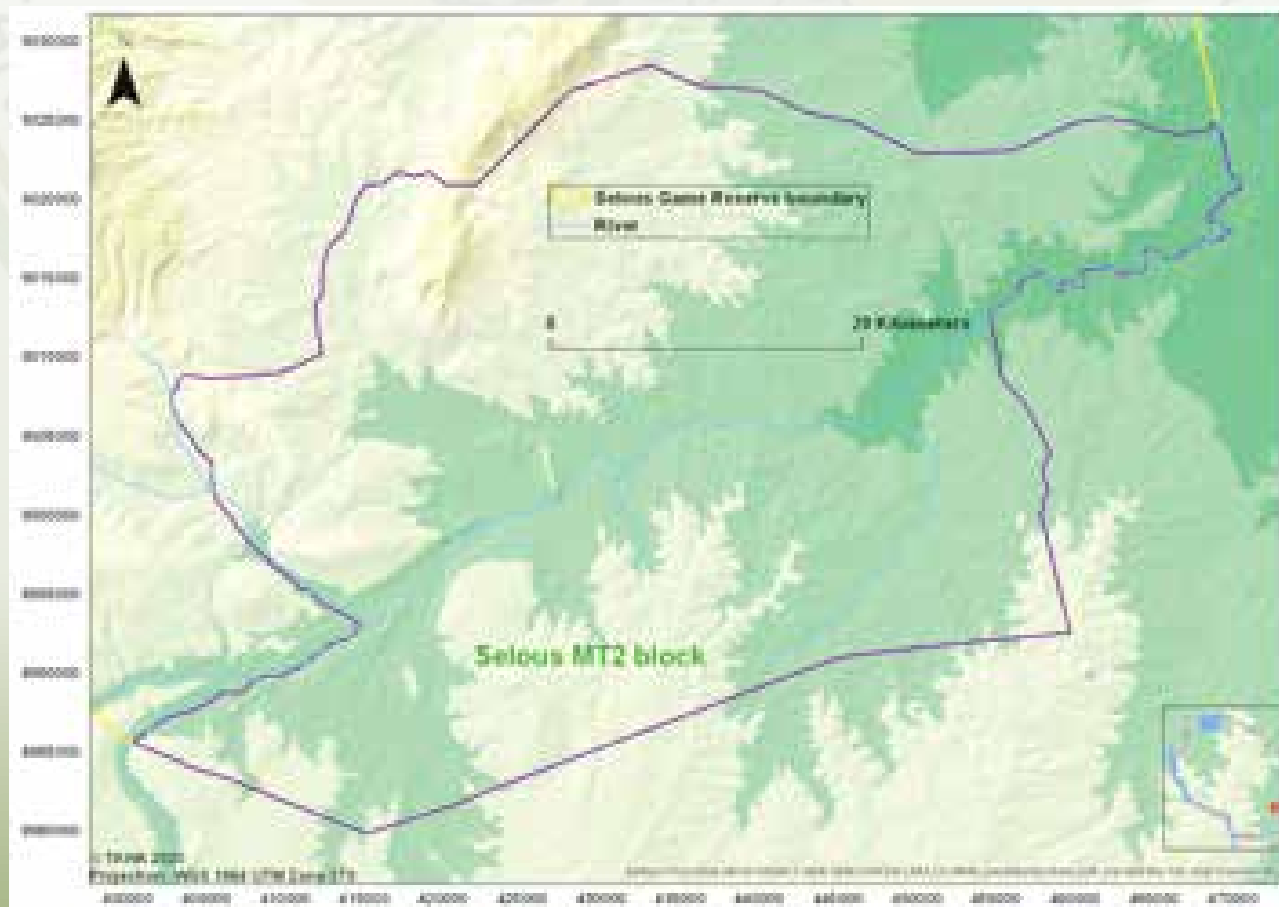


Figure 13: Map of Selous MT₂ block

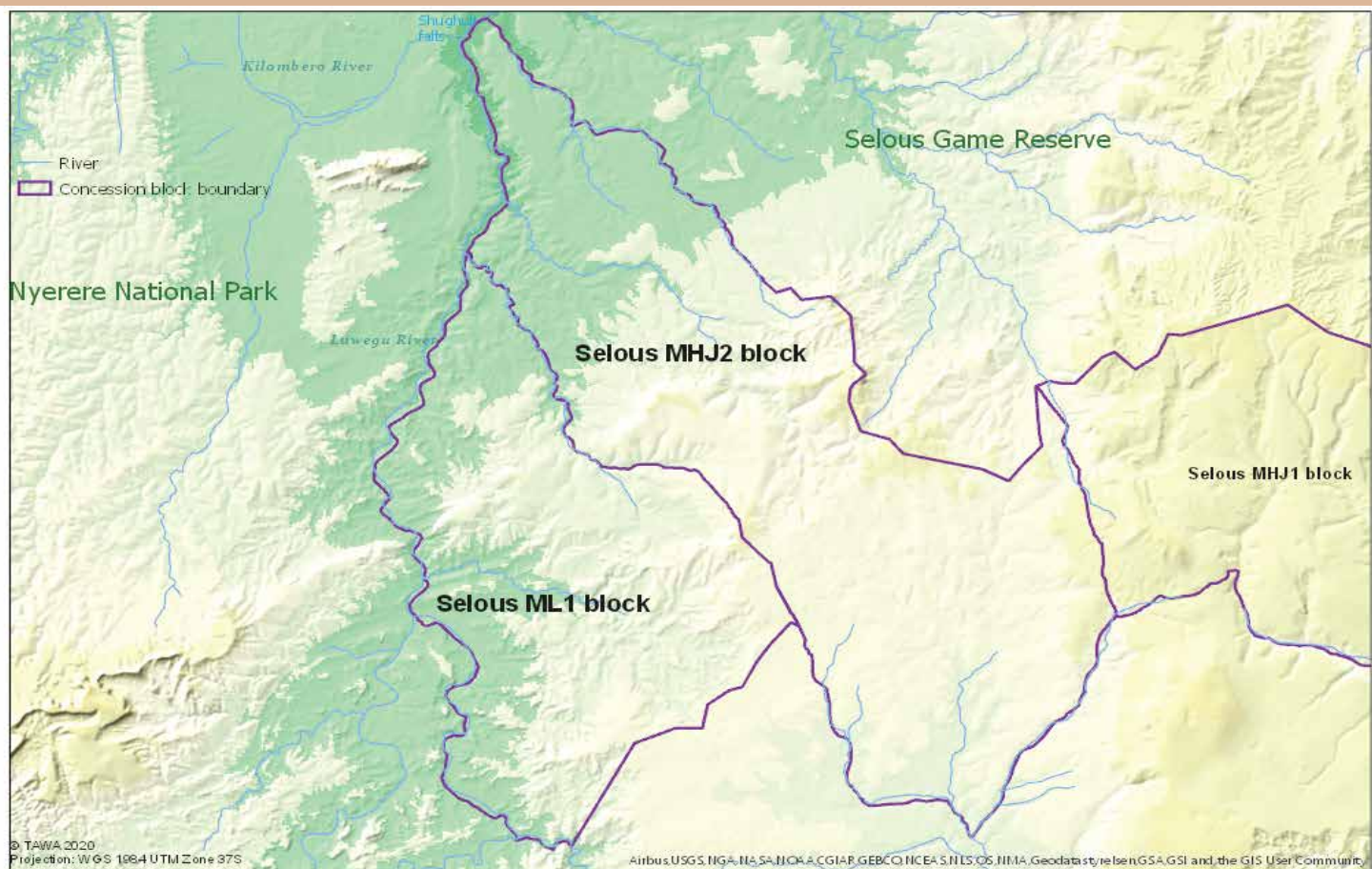


Figure 14: Map of Selous ML₁, MHJ₁, MHJ₂ blocks

5.3.3.4. Mkungunero Game Reserve

The reserve forms part of Tarangire Manyara Ecosystem with an area of 602.94sqkm. The area is ecologically important within the ecosystem; It is a spiral over of Wildlife from Tarangire Manyara National Parks and Simanjiro Plains during a wet season. It is a far ending of Simanjiro Plains endowed with Maasai Giraffe that shares ecological niche of Simanjiro plains, Maasai steppe and Mkungunero GR. It is rich in fauna resources both of endangered and endemic species like oryx, gerenuk, cheetah and wild dog. Animals like greater and lesser kudu have localized their niche within mkungunero game reserve. home for elands and zebra, buffalo, elephants and many other avian species like ostriches. The place is promising for investment where one would tap wildlife resources during wet and dry season. Infrastructure in this area is supportive. The reserve borders southerly to Tarangire National Park famous for tourism destination. The reserve is also close to growing towns of Babati – Manyara region about 80km. About 90km from Kondoa district and nearly close to growing Dodoma city. The Tarangire river is a refuge for wildlife during dry season. Also Mkungunero harbors patches of stagnant water that attracts ungulates during the dry season. One big advantage over the reserve is that the GMP for this reserve is ready for use.

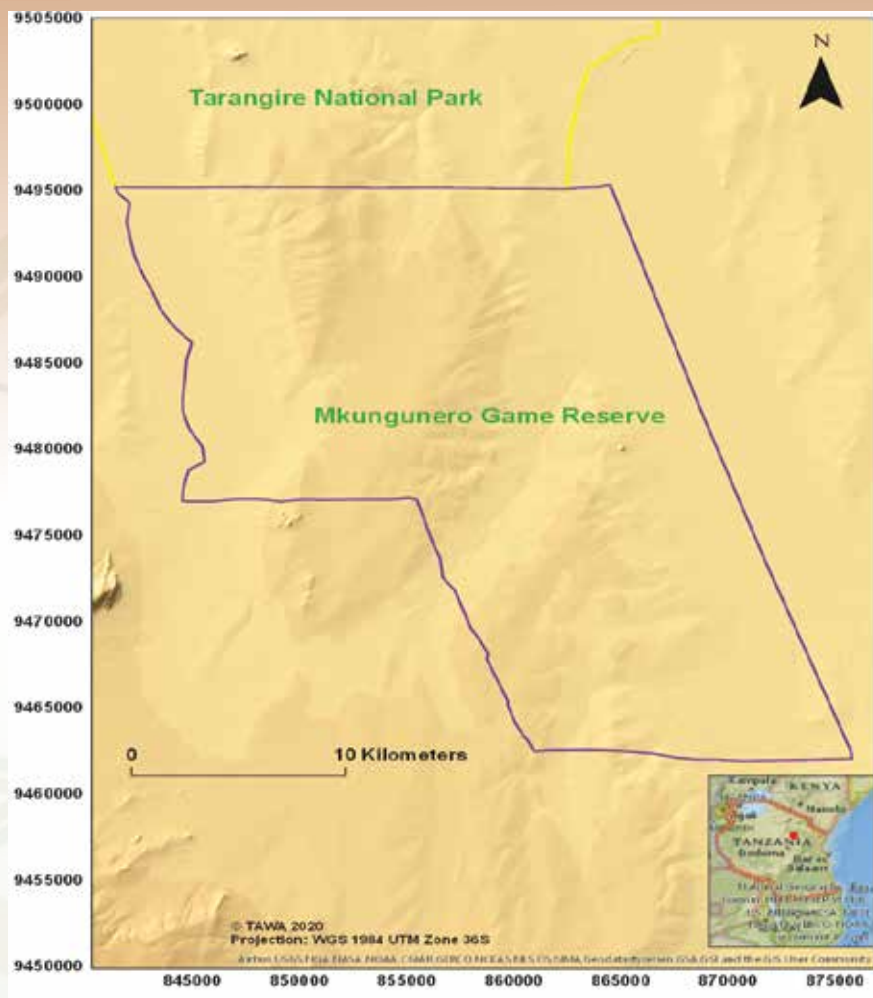


Figure 15: Mkungunero Game Reserve

5.3.3.5. Maswa- Kimali and Maswa – Mbono blocks

Maswa Game Reserve (Kimali and Mbono) with an area of 1,341km² and 811km² respectively forms part of the reserve. The reserve is an extraordinarily beautiful area. There are wide-open plains along the Southern edge of the Serengeti. Rolling hills covered in thickets and rock kopjes are interspersed with seasonally dry rivers containing permanent water holes of rivers, such as Simiyu, Mbono, Semu and Kuna which they form the main drainage courses. Maswa has plenty and varied wildlife including big game with a high density of lion and leopard. Not only that but also, Maswa contains impressive populations of buffalo, lion, roan antelope, cokes hartebeest, impala, Thomson gazelle and leopard. The wildebeest migration passes through Maswa in January and February when searching for new growing grasses that normally appears after the short rains. The reserve shares wildlife resources from Serengeti National Park and Makao WMA bordering south westerly. Maswa Game Reserve is part of the western corridor for wildebeest migration in Serengeti Maasai Mara ecosystem. It is believed that Maswa Game Reserve is also a breeding site for wildebeest in the entire ecosystem. Maswa Game Reserve can easily be accessed from Mwanza city and Simiyu Region.



Figure 16: Maswa- Kimali and Maswa – Mbono Hunting Blocks

5.3.3.6. Rungwa – Inyonga (Rungwa Game Reserve) site

Rungwa Game Reserve was established in 1951. The name Rungwa Game Reserve is usually used to also include Kizigo and Muhesi Game Reserves as they are all grouped together under one management. Similarly, Rungwa Game Reserve, renowned for holding some of the densest lion populations in Tanzania and a prime lion hunting area, is also considered to be part of the Rungwa Game Reserve. Kizigo Game Reserve was established in 1972 and Muhesi Game Reserve was established in 1995. Collectively, the reserves constitute an area of 17,340km². These reserves are bordered by the Great Singida-Mbeya road to the West, the Ruaha National Park to the South and the rest of the area to the North-East and East-West the game reserves border Manyoni, Chamwino, Chunya and Sikonge districts.

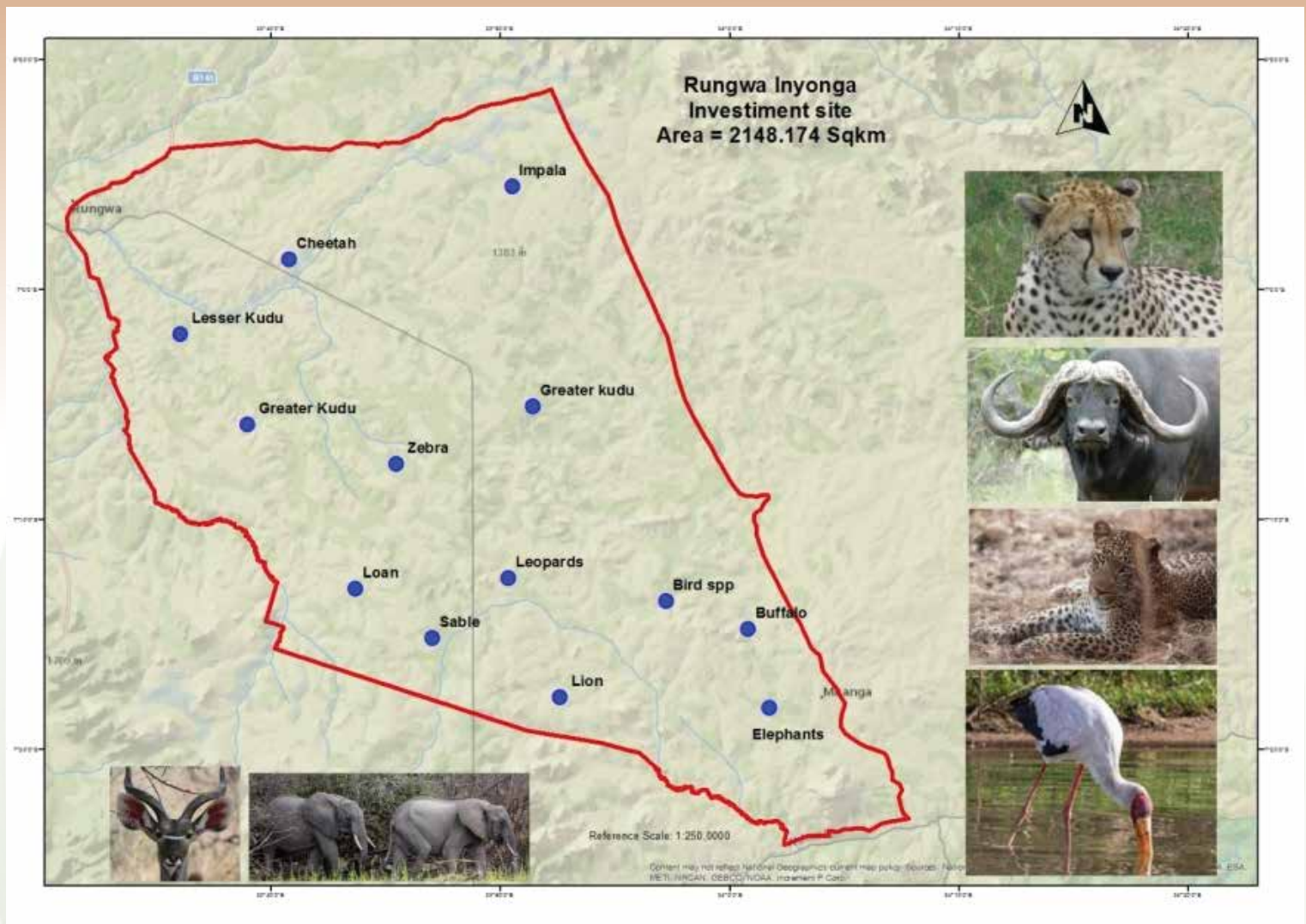


Figure 17: Rungwa Game Reserve Map

By far the largest area of the three game reserves (98%) is in Manyoni district, Singida region, while only a small area (2%) is found in the Chunya district council, Mbeya region.

The Rungwa/Kizigo/Muhesi Game Reserves have the same ecosystem with what is known as “Ruaha-Rungwa Ecosystem.” The reserves are known to have a large population of elephants and are famous for earning foreign exchange for the country from hunting tourism. Miombo woodlands in these reserves provide a special habitat rich in lion, antelope, elephant, leopard, kudu, cheetah, buffalo, impala, zebra, and a variety of birds in excess of 300 species.

Besides their value as tourist attractions, managing the game reserves conserves the ecosystem services and helps to protect inland waters (rivers and wetlands) and associated environmental resources. Inland waters in the area contribute 25 percent of the Mtera hydroelectric dam which produces electricity for the national grid. Similarly, Rungwa River whose source is in the Rungwa Game Reserve flows

into lake Rukwa which is a source of subsistence and commercial fishing operations for the Rukwa, Katavi and Songwe regions.

The Rungwa Inyonga hunting block provides unique tourist attractions because of its abundance of animal species and beautiful landscape/topography. Unique attractions can be found at Baruti hill, Linge plain and Linge cave. Baruti hill is named after a Swahili word for dynamite. Historically poachers went to the hill to collect Rocky hrax urine remains which were understod to be potent for making dynamites used in traditional guns and hence the name Baruti hill. The hill is about 45 kilometres from Rungwa game reserve.

Linge Plain also known as 'Small Serengeti' is known for having wild animals throughout the year. Most of the animals usually found in groups include elephants, hartebeests, zebras, buffalos, elands, roan antelopes, impala, oribis and lions. Linge Plain is the only area in the Rungwa game reserve where cheetahs, ostriches are found. The Plain is about 45 kilometers from the Rungwa game reserve.

Linge Cave, found along the road to Linge plain provides unique experience. Those who enter the ernomous and armophous cave enjoy the excitement of not being able to find their way in the cave. The cave is about 45 kilometres from Rungwa Game Reserve.



Figure 18: Linge Cave



Figure 19: Rungwa Dam

Rungwa Game Reserve is two hundred ninety four kilometers from Mbeya; three hundred kilometres from Tabora; two hundred fifty two kilometres from Manyoni and three hundred seventy nine kilometres from Dodoma. There is also a road, about two hundred and eighty kilometres, through the game reserve to Ruaha National Park and about four hundred and ten kilometres to Iringa town. The Investment opportunities in Rungwa Game Reserve are accommodation facilities. There is a need of seven (7) lodges and five (5) tented camps with twelve (12) beds per each.

6. Wildlife farming

Wildlife farming is one of the major conservation undertakings in Africa that attracts local and foreign investors. Wildlife farming in Tanzania is engrained in the Wildlife Policy of 2007 and it involves Wildlife farms, zoos, Ranch, Breeding Sites, Wildlife Orphanage Centers and Sanctuaries. Wildlife farming and ranching in Tanzania has been skewed towards export of live animals. Noting the current efforts to promote this form of wildlife conservation, the Government avails opportunities to establish captive breeding facilities with a view of promoting conservation, tourism and alleviate poverty. These facilities should be established out in private owned land. The Licenses of wildlife farming are in three categories: - Class 17: Wildlife Orphanage Centers Sanctuaries and Zoo, Class 18: Wildlife farms Breeding Sites and Class 20: Wildlife Ranch. Therefore, any investor with an interest to establish, register and operate a wildlife ranch, farm or zoo in Tanzania is welcomed.

6.1. Procedures to establish Wildlife Farming

1. Any person who desires to operate or establish a wildlife captive facility shall submit an application for registration to the Conservation Commissioner in the form set out in the First Schedule of The Wildlife Conservation (Management Of Wildlife Captive Facilities) Regulations, 2020

2. The Conservation Commissioner shall open the window for applications for registration of wildlife captive facilities in each quarter of the year.
3. The application form shall be accompanied by proof of payment of the application fees as stipulated in the regulations
4. A person shall not operate a wildlife captive facility unless he has paid the registration fees set out in Part II of the Second Schedule to these Regulations and holds a valid certificate of registration issued by the Conservation Commissioner in the manner prescribed under the Third Schedule of Regulations.

6.2. Game Meat Selling Points

There has been increasing demand of game meat from the general public but the current practice and procedures for resident hunting limit access to game meat as important source of protein and hence food security. Similarly, conditions attached for issuance of resident hunting licenses does not allow local people who live below one dollar in rural area to fulfil them. This has consequently triggered poaching of wildlife for bush meat as the cheapest way of obtaining protein. Although the law allows selling of game meat obtained from resident hunting, so far, the same has never been legally exercised in Tanzania by private entity. Yet, lack of selling points acts as disincentive to wildlife breeding facilities (ranch, farm and zoos) investments and has exacerbated the challenge of accessing the game meat for food consumption. In order to meet this demand, the government is intending to establish Game Meat Selling Points (GMSP). Establishing the GMSP will ease the access of game meat to local people, supply of raw materials such as hides and increase revenue to community and TAWA.

6.2.1. Sources of Game Meat

The management has initiated the sources of game meat to be:

- (a) Resident hunting;
- (b) Tourist hunting;
- (c) Wildlife farming, ranching, zoo and breeding;
- (d) Culling, cropping and problem animal control
- (e) Any other authorized source

6.2.2. Procedures for Application and Registration of Game Meat Selling Point

Any person who desires to own or operate GMSP shall submit an application for registration to the Conservation Commissioner. An application fee of 50,000 Tanzanian Shillings shall accompany the application form as stipulated in GMSP regulation of 2019.

The Conservation Commissioner shall, in considering the applications under GSMP of 2019 shall have regard to the following:

- (a) That the applicant is a citizen of the United Republic of Tanzania and in the event of a body corporate, at least 51% of the shares are held by a citizen of the United Republic of Tanzania;
- (b) Business plan related to the proposed undertaking that include business description (Game meat products and Game Meat Selling Point geographical location, GMSP designs and facilities); capital; targeted customers; financial analysis and expected cash flow; expected sources of game meat; game meat transactions control mechanism; and in case the business involves slaughtering and dressing, then the plan and designs shall be clearly shown;
- (c) Whether the application is in line with the Guidelines issued by the Conservation Commissioner;
- (d) That the applicant has paid the required fees;
- (e) That the applicant has complied with other relevant legislations;
- (f) A copy of a certificate of registration, memorandum and articles of association, if the applicant is a limited company;
- (g) A copy of tax payer identification number

7. Mandatory Investment Guidelines Procedures

7.1. Application of the Guidelines

All development/activity requests will have to be in compliance with the Wildlife Policy of Tanzania, 2007, the Wildlife Conservation Act, CAP. 283 (hereafter referred to as the Act) and its Regulations, and with all approved Protected Areas General Management Plans (GMPs).

These Guidelines aim at providing guidance and information to investors on the procedures to follow during the process of application and award for investment. The guidelines set out, intend to be comprehensive enough to ensure good and competitive business practice that will ensure protection of the interests of the people and the Government of the United Republic of Tanzania.

7.2. Procedures

The procedure set out herein ensures that all the necessary procedures are followed to ensure that appointed Potential Investor attain the above fundamentals. To date the GRs and GCAs are not fully utilized in terms of investment and diversification of tourism products. Hence, it is important to set the best conditions and guidelines to flourish if TAWA is to succeed in its conservation and economic development objectives.

7.3. Conditions precedent

In order for the investments to be successful TAWA should ensure that necessary groundwork and preparation of management tools are prepared and approved. These will help in identifying the key objectives and expectations. The following should be done before embarking on allocation of Investment sites:

7.3.1. General Management Plan

Section 34 (1) of the Wildlife Conservation Act, Cap. 283 require that a General Management Plan should be prepared for each wildlife protected area.

Section 34(4) empowers the Minister to approve and publish the General Management Plan in the Gazette. It should be noted that this provision was made prior to the establishment of TAWA. The TAWA Establishment Order vests the responsibility of reviewing and approving the GMP to the Board of TAWA.

A management plan is a document that guides the use and control of resources within a protected area. It is a dynamic, feasible, practical, and realistic instrument that based on a process of ecological and socio-economic planning, provides the general indications for conservation, zoning and uses of the natural space, becoming the pillar instrument for zoning, management and development of the protected area.

Management planning interprets and integrates a range of policies, treaties, strategies, business plans and legislative requirements into a geographical overlay that provides an essential framework to guide management of a particular protected area and assure the public that the area is being responsibly managed. One of the Specific purposes of management plans is to ensure protected areas are managed to achieve objectives of conservation management, corporate goals, legislation and stakeholder expectations – assures quality, consistency, and prevention of incremental degradation through ad hoc decision making.

TAWA should ensure that Protected Areas with areas designated for Investment opportunity have approved General Management Plans before embarking on solicitation of investments. The GMP should incorporate the intended use, the objectives and expectations for the designation. The information regarding opportunities for investment, available site and types of tourism investment should be provided in the GMP.

7.3.2. Establishment of the Investment Unit

The Investment Unit shall be comprised of specialized multi-disciplinary staffs who understand tourism operations. The main function of the Unit is to advise on matters relating to the investment proposals, procurement, contracts, project implementation, monitoring and evaluation of investment program. Basing on the functions of the Investment Unit, it is eminent that the Director General should establish this Unit before receiving any investment proposals so that it can be able to oversee the entire process and be able to provide its technical input and advise accordingly.

7.3.3. Investment Process

The guidelines are prepared around phases with stage-by-stage procedure describing the development and operation of tourism Investment. These stages are separated in two categories that is solicited and unsolicited investments. The main differences are that in solicited investment TAWA is mandated to do the ground work that will entice the private parties to apply for investment while with regard to unsolicited the ground work is done by the private party which has the obligation to convince TAWA to adopt its investment proposal.

7.3.4. Procedural aspects for Solicited Proposals

The procedure for solicited proposals shall follow a normal tendering process, which is divided in the following stages:

Stage 1: Solicitation of proposals

TAWA prepares documents inviting the general public to show interest in applying for investment in designated Areas. At this stage interested persons will submit letters of interest identifying and describing the investment area they are interested in.

Upon receiving the letters of interest, TAWA shall provide interested persons with the following documents:

- (i) The Wildlife Policy of Tanzania, 2007;
- (ii) Short and Medium Term TAWA's Strategic Plan;
- (iii) The Wildlife Conservation Act No. 5 of 2009 with its Regulations, in specific; The Wildlife Conservation (Tanzania Wildlife Management Authority) (Establishment) Order, 2014; the Wildlife Conservation (Special Wildlife Concession Areas) Regulations, 2018, the Wildlife Conservation (Non Consumptive Wildlife Utilization) Regulations, 2016, and the Wildlife Conservation (Tourist Hunting) Regulations, 2015;
- (iv) Guidelines for investment in Special Wildlife Concession Areas;
- (v) General Management Plans for the respective GRs or GCAs; and
- (vi) Feasibility Study.

Stage 2: Preparation of investment proposals

The interested persons shall read the documents provided by TAWA in Stage 1 for the purpose of understanding the objectives of the investment and compliance with the requirements. Upon understanding the documents the Interested Persons shall prepare Investment Proposals. The Investment Proposal shall contain the following:

- (i) the covering letter indicating adherence to the advert of the proposed development;
- (ii) a Corporate/Commercial Profile which shall include:
 - the locations of all past related/similar projects or activities, a brief description of all past projects or activities, reference letters, letters of commendations, and awards, and reference letters from each of the following:
 - o Government agencies
 - o The private sector where past projects or activities have occurred,
 - o Suppliers from which there is a credit rating history
 - o A bank
- (iii) List of all partners involved in the financing or development of the project;
- (iv) An audited financial statement confirming solvency of the Interested Person;
- (v) Certificate of registration or incorporation;
- (vi) the investors ability to develop and operate the project;
- (vii) financial bid covering a contribution towards the concession that the investor proposes to pay in addition to the statutory concession fees laid down in legislation;
- (viii) estimated project cost and financing plan;
- (ix) an income and expenditure plan;
- (x) Timeline for implementation of each project component;
- (xi) An environmental bid covering environmental issues and how the investor proposes to address them; and
- (xii) a socio-economic bid covering a financial package for affected communities if any and proposals for employment of people from local communities, contribution to local community development, working with local communities, etc.

Together with the Investment Proposal, the Interested Person shall submit a Business Plan as a separate document. The Business Plan shall contain the following:

- (i) Background (Project context: the potential of the development area; challenges; Project rationale: Objectives; partners and benefit sharing; risks and risk management)
- (ii) Market analysis (Target markets and competitor analysis, Market opportunities, Market share and positioning, Strengths, Weaknesses, Opportunities and Threat analysis)
- (iii) Impact analysis: (Economic impact: Individual benefits through employment, provision of goods and services. Collective benefits through community funds/revenue sharing; Social impact: Cultural impacts and impacts on society; skills development. Approach to a Social Impact Assessment ; Environmental impact: Consider landscape, soil, air, water, biodiversity, waste (solid and liquid), energy)
- (iv) Institutional arrangements
Business structure; Type of company and shareholding details; Management of the business: Management contracts, hierarchy, committees, relevant contracts and/or memorandums of understanding (MoU) and Reporting and decision making Who is responsible, such as a board of directors.
The concept (Overview of the development Can include the style and extent of development, intended markets, wildlife utilization activities, style and attractions)
- (v) Procurement method (Staffing: Recruitment process, local and non-local staff; Products: Including type of construction materials; furnishings and décor; food and beverages; equipment, etc; Services: Including type labour for construction and maintenance, transportation, guiding, laundry etc.)
- (vi) Staff requirements (Positions to be filled; Salaries Per category of worker; Training and promotion Approaches and guidance; Labour requirements Work authorizations and residency permits; Staffing principles; Approach to casual and local labour)

(vii) Marketing plan (Market segmentation: Types of tourists to be targeted in different market segments; Product offering: Including Unique Selling Points (USP); Pricing; Strategy for pricing; Marketing strategy Including use of guide books, internet, tour operators, travel agents, travel magazines, trade shows, word of mouth, media adverts; promotions, collaborative agreements; local and international marketing; Reservation; How bookings will be made, and by whom)

(viii) Financial Plan

- Financial investments; Total investment value in terms of project preparation, capital, services and equipment, and project management.
- Projections of business growth; Creation of a spreadsheet to predict changes in income and expenditure over the concession period (e.g. 30 years).
- Sensitivity analysis Evaluation of the likelihood and realistic nature of the projections. Profit and loss Spreadsheet including calculations of total income, total costs, gross profit, depreciation, tax, net profit, dividend, retained and accumulated profit and (if relevant) community dividend.
- Project capital structure; Value to each partner.
- Cumulative cash flow; Predicted cash flow and profitability.
- Budget and contributions; Budget for preparation, construction, power and water, accommodation, fixtures and fittings, vehicles and equipment, professional fees, marketing, licenses and insurance, training, working capital. Sources of funding.

(ix) Annexes

Detailed budget, Visitor projections and financial analysis

Stage 3: Submission and opening of the Investment Proposal and Business Plan

The Interested Persons shall submit their Investment Proposals and Business Plans to the Director General through the Investment Unit (5 copies each). Failure to meet any submittal deadlines, as established by TAWA, will result in the immediate rejection of the project with no appeal. The date of receipt will be determined by the official TAWA “received” seal that is stamped on all incoming mail at TAWA. All the Interested Persons or their respective representatives will be invited to the opening of the Investment Proposals.

Stage 4: Review and Evaluation

Within 8 weeks after having received the Investment Proposals, the Investment Unit and other required specialists as shall be approved by the Board will rate the Investment Proposals. The rating shall be based on the rating evaluation as shall be determined and approved by the Director General.

Stage 5: Submission of the Evaluation Report

The Investment Unit rating evaluation will be submitted to the Director General as an Evaluation Report for onward submission to the Board.

Stage 6: Due Diligence

The Director General shall upon receiving the Evaluation Report through the Investment Unit and other required specialists conduct due diligence of the best bidder. The Director General shall ensure that the composition of the Team to conduct the due diligence is different from the Team that provided the Evaluation Report. The due diligence shall be conducted by:

- a) verifying experience of the applicant to ensure that he possesses the qualifications and expertise necessary to meet the Board's objectives;
- b) contacting a list of references provided by the applicant indicating other public agencies and projects similar to that being proposed;
- c) ensuring that the person listed as the reference contact actually worked directly with the applicant in question and determining the capacity in which he worked;
- d) ensuring that any litigation or controversy associated with the applicant and its individual team members does not affect the ability to execute the Investment;
- e) confirming the qualifications and experience that the applicant possesses through verification of certificates of technical knowledge, education, and professional experience, including years in the specific business sector, experience with a project of similar size, nature, and complexity, as well as experience with public bodies;
- f) verifying the potential applicant's financial capability and where the Board lacks the expertise to determine financial capability, an independent financial review may be performed and certified by a competent authority prior to final private party selection;
- g) confirming the available working capital proposed for the project as well as the bonding capability of the proposed Potential Investor through the provided bank and surety references.

The references referred under paragraph (b) shall provide:

- (i) information regarding interaction of persons listed in the references with the applicant and its staff; and
- (ii) insight on issues they encountered, the resolution process and the responsiveness of the applicant to any agency concerns.

The list of references shall relate to projects and public agencies, which are similar to the proposed project and the Board, respectively. The Team shall prepare a due diligence report.

Stage 7: Board Approval or Instructions

The Board shall review the Evaluation Report and the Due Diligence Report and approve the recommendations or reject the recommendation of any of the proposals and refer the evaluation back to the Director General with an instruction to re-evaluate the proposals, re-tendering or other action. In the event the Board approves the recommendation it shall direct the Director General to proceed with contract negotiation with the best bidder.

Stage 8: Contract Negotiation

Following the approval of Evaluation Report and the Due Diligence Report, the best bidder will enter into contract negotiations with TAWA. The Minutes of the contract negotiation meeting shall be prepared and form the basis of preparing an Investment Contract. The Investment Contract shall include the following elements:

- a) Nature and scope of the investment rights (e.g. geographical area, works, services, level of exclusivity; permitted rights);
- b) Precedent conditions for entry into force;
- c) Duration of contract;
- d) Nature of property interests of parties in the investment assets (e.g. right to use an area or infrastructure);
- e) Maintenance of investment assets (road maintenance, access, etc.);
- f) *Fees payable (including, process for adjustments and reviews);*
- g) *Performance guarantees (e.g. service levels, occupancies);*
- h) *Monitoring, evaluation, with Key Performance Indicators and template contract compliance checklist;*

- i) Insurance policies;
- j) Limitations of liability and indemnification of the protected area authority;
- k) Force Majeure (i.e. damage or destruction due to forces beyond the control of parties);
- l) Environmental Management Requirements (legal requirement, environmental objectives, environmental management plans, Environmental Impact Assessment);
- m) Right to assign investment rights to third parties;
- n) Restrictions/conditions on transfer of the investment;
- o) Restrictions/conditions on related party transactions (e.g. if the investment is part of a larger group);
- p) Socio-economic contributions (e.g. local equity, employment, procurement, social projects);
- q) Change in the law;
- r) Breach and cancellation processes;
- s) Dispute settlement provisions;
- t) Circumstances that a third party or the protected area authority could take over the operation (e.g. temporarily if there is a serious failure); and
- u) Taxation and other fiscal matters.

Stage 9: Award of Investment Opportunity

Upon completion of the contract negotiation and drafting of the Investment Contract the Board shall award the Investment Opportunity by signing the Investment Contract with the approved bidder.

7.3.5. Procedural aspects for Unsolicited Proposal

Unsolicited proposal shall be accepted on Protected Areas where condition precedents have been fulfilled. The stages to be followed are:

Stage 1: Receipt of Investment Proposal (concept)

Any interested person may on his own motion submit to the Director General an Investment Proposal/Concept for investment

Stage 2: Submission of the Proposal to the Board

The Director General shall upon receiving the proposal/concept submit it to the Board. The Board will give preliminary response to whether the proposal/concept is of interest or not. The Board on reviewing the proposal/concept may request additional information from the interested person.

The Board shall upon accepting the investment proposal, give the interested person a formal recognition of the proposal and instruct the interested person to prepare a Detailed Investment Proposal. The Board shall provide him with the following documents to facilitate preparation of a Detailed Investment Proposal:

- (i) The Wildlife Policy of Tanzania, 2007;
- (ii) Short and Medium Term TAWA's Strategic Plan;
- (iii) The Wildlife Conservation Act No. 5 of 2009 with its Regulations, in specific; The Wildlife Conservation (Tanzania Wildlife Management Authority) (Establishment) Order, 2014; the Wildlife Conservation (Special Wildlife Concession Areas) Regulations, 2018, the Wildlife Conservation (Non Consumptive Wildlife Utilization) Regulations, 2016, and the Wildlife Conservation (Tourist Hunting) Regulations, 2015;
- (iv) Guidelines for investment in Areas of interest; and
- (v) General Management Plans for the respective GRs or GCAs;

Stage 3: Preparation of the Detailed Investment Proposal

The Interested Person shall prepare a Detailed Investment Proposal and the Business Plan in the form as outlined in the procedure for solicited proposals. In addition to the foregoing documents, the Interested Person shall prepare a Feasibility Study as a separate document which shall contain the following:

- a) details regarding salient features of the proposed project;
- b) explanation of the strategic and operational benefits of the proposed project in relation to its objectives;
- c) description in specific terms-
 - i. nature of the function concerned and extent to which it may be performed by the applicant;
 - ii. description of the Investment area applied and the types of use the area may be subjected to;
- d) proposals for allocation of financial, technical and operating risks;
- e) demonstration of the anticipated value for money to be achieved;
- f) estimated costs of the project;
- g) project financing model;
- h) proposed partnership model;
- i) procurement plan;
- j) project implementation and operation plan;
- k) recommendation or advice on the technical and economic viability of the project or projects;
- l) description of environmental and social impact assessments;
- m) monitoring and evaluation;
- n) the manner by which Tanzania citizens may be empowered and participate in the projects; and
- o) any other information desirable to support the feasibility study.

Stage 4: Submission of Detailed Proposal, Business Plan and Feasibility Study

The Interested Person shall submit to the Director General a Detailed Proposal, Business Plan and Feasibility Study. The Board shall within thirty working days upon receipt of the Detailed Investment Proposal, Business Plan and Feasibility Study review and negotiate the Proposals with the Interested Person to come up with a mutually acceptable Investment Proposal.

At this stage, the Board may require the interested person to provide a bid bond as a guarantee.

Stage 5: Making Unsolicited Proposal competitive

Where the Board accepts an unsolicited Project Proposal it shall follow the competitive bidding procedures as provided in the solicited proposal to solicit counter proposals, the original project proponent, who initially made the representation, may be invited to participate.

Stage 6: Solicitation of investment proposals

The Board shall solicit other tenderers basing on the approved Investment Proposal. Interested tenderers who submit counter proposals may be given an opportunity to improve the proposal of the original project proponent.

Stage 7: Receiving and Evaluation of Counter Proposals

The Director General shall through the Investment Unit receive the counter proposals for the purpose of evaluation. The evaluation process shall be as prescribed in the solicited proposals which shall lead to identifying the best counter proposal and the Investment Unit shall submit the Evaluation Report to the Director General.

Stage 8: Matching the Original Proposal with the best Counter Proposal

If the best counter proposal doesn't outmatch the original proposal, the Director General shall cause the original interested person to undergo the due diligence exercise as outlined in Stage 6 of solicited proposal.

In the event the best counter proposal outmatches the original proposal, the original interested person shall be given an opportunity to make his proposal competitive with that of the best counter proposal within a period of thirty days from the date he is given the opportunity.

In the event the original interested person fails to make his proposal competitive with that of the best counter proposal within a period of thirty days, the Director General shall cause the person with the best counter proposal to undergo the due diligence exercise as outlined in Stage 6 of solicited proposal.

The minutes of the matching shall form part of the Evaluation Report.

Stage 9: Board Approval or Instructions

The Board shall review the Evaluation Report and the Due Diligence Report and approve the recommendations or reject the recommendation of any of the proposals and refer the evaluation back to the Director General with an instruction to re-evaluate the proposals, re-tendering or other action.

In the event the Board approves the recommendation it shall direct the Director General to proceed with contract negotiation with the best bidder.

Stage 8: Contract Negotiation and Award of Unsolicited Proposal

Contract negotiation and Investment award with the approved bidder shall be done in accordance with the procedure stipulated in Stage 8 and 9 of the solicited proposal.

7.4. Contract Management

The Director General through the Investment Unit shall be responsible for overseeing the Investment Contract implementation, monitoring and evaluation. The Investment Unit shall be composed of multi-disciplinary skills to effectively manage investment contracts at each stage. The Director General shall ensure the Investment Unit is equipped with at least the following expertise:

- (i) Knowledge of the tourism business operations as per investment contract;
- (ii) Design and construction;
- (iii) Business and product assurance;
- (iv) Facilities and services management;
- (v) Information Technology;
- (vi) Statutory safety and regulatory responsibilities;
- (vii) Legal and regulatory; and
- (viii) Finance.

7.5. Objectives of Contract Management

The Investment Unit in managing Investment Contracts should ensure the following objectives:

- (i) to manage the partnerships and establish good working relationships;
- (ii) to define roles, responsibilities and protocols;
- (iii) to measure outputs against required objectives and regulate performance;
- (iv) to enable administrative processes required for effective management; and
- (v) to timely react, manage variations and settle disputes.

7.6. Key function of contract management

The Investment Unit shall during the operation of the investment, adhere to the following key functions of contract management:

- (i) Partnership management: This includes reviewing and revising the agreement as necessary; managing change; and commissioning independent reviews.
- (ii) Performance management: This entails ensuring that contracted services are provided, while also managing risks, performance and variations.
- (iii) Investment administration: This incorporates the review and revision of financial administration, agreement, maintenance and variation management procedures. Also involved is the calculation, recording and deducting of penalties.
- (iv) Communication structures: Including principles and reporting requirements, and understanding about who is contacted on particular issues.

7.7. Monitoring and Evaluation

The Investment Unit should use performance monitoring systems to enable the Investors to:

- (i) Regularly check progress to ensure that the project milestones are met, including site visits by representatives of TAWA where necessary;
- (ii) Hold regular progress meetings with the private party and consider performance reports;
- (iii) Conduct regular and random inspections of the supplied goods and services;
- (iv) Check that all performance conditions and clauses in the investment contract are acted upon;
- (v) Develop effective mechanisms for obtaining feedback from end users and other key stakeholders;
- (vi) Review any third party monitoring reports;
- (vii) Inspect deliverables to ensure inferior goods or services are not accepted; and
- (viii) Maintain comprehensive documentation on performance monitoring. The Investment Unit should review actual Investors performance against the output specifications and other obligations contained in the investment contract. Monitoring will mainly focus on elements of financial performance, environmental impact (in line with an environmental management plan), and social and cultural impacts.

7.8. Communication and trust

TAWA should put emphasis on good communication in managing a partnership. It is vital that TAWA and the Investors agree to formal disciplines about how to communicate during the entire investment period.

7.9. Dispute resolution

There should be cooperation between TAWA and the Investor to ensure that problems are recognized and resolved quickly and effectively and if necessary to involve the Board. TAWA should attempt to create the best possible atmosphere for settlement to be reached. Whatever the nature of the problem, TAWA should ensure that:

- (i) Problems are recorded as and when they occur;
- (ii) The Investor is notified of problems using the mechanism set out in the investment contract;
- (iii) Approaches to resolving problems are clear and documented; and
- (iv) Escalation procedures set out in the Investment contract are followed.

The Investment Unit should ensure that:

- (i) TAWA does not lose control, resulting in unbalanced decisions that do not serve its interests;
- (ii) Decisions are taken at the right time;
- (iii) The Investment business integrates effectively with existing processes;
- (iv) People (from both sides) understand their obligations and responsibilities, to avoid unnecessary disputes;
- (v) Project staff have appropriate or sufficient training and expertise;
- (vi) Issues are escalated appropriately, to quicken decision making;
- (vii) The intended benefits are realized; and
- (viii) Opportunities to improve value for money and performance are utilized.

7.10. Appeals against the Board's decision

Any person who is aggrieved by the decision of the Board under these Regulations may within a period of fourteen days from the date of receiving the decision appeal to the Minister.

The Minister shall within a period of thirty days make a decision, which shall be final, but a person who is further aggrieved by the decision of the Minister may appeal to the High Court.

8. Conclusion

This tourism investment prospectus presents a summary of information relevant to potential investors in five game reserves and seven Special Wildlife Investment Concessions Areas in Tanzania. The wildlife information on the diverse biodiversity, reasons why Tanzania is a suitable investment destination as well as the facilitative role of TAWA is given. The prospectus describes the wide range of attractions including maps, figures and tables to illustrate each area.

The prospectus was motivated by the conviction that investment in the game reserves is not only good for increasing revenues from tourism, but also helps to motivate on-going interest in conserving the ecosystem services the reserves provide to the community and the nation, such as water and hydroelectricity.

The aim of this prospectus is to provide in one place, attractions in the above-mentioned reserves, to serve as a useful reference for all Tanzania wildlife stakeholders, in particular potential investors seeking valuable tourist attraction information for investment decision making.

Appendices

a) List of Hunting blocks currently ready for auction

S/N	Hunting blocks name	Category	Area (km ²)
1.	Chunya OA (E)	III	846
2.	Kilombero GR (Former Kilombero GCA)	III	1,228
3.	Rungwa (N) O.A.	III	877
4.	Piti OA (E)	III	1,380
5.	Wembere South	III	5,791
6.	Magwamila O.A.	III	1,066
7.	Kilombero Mahenge GR (Former Mahenge S and N OAs)	III	474
8.	Kilombero Ruhidji/Ifinga GR (East)	II	2,034
9.	Litumbandyosi O.A./Gezamasua (East)	III	2,826
10.	Lwafi-Nkamba GR	II	3,088
11.	Kilombero Ruhidji/Ifinga GR (West)	II	2,056
12.	Inyonga G.C.A. (C)	II	2,054
13.	Muhuvesi G.C.A.	III	1,597
14.	Kilombero-Furua (Mwantisi O.A. (N) and Furua) GR	III	1,315
15.	Liparamba G.R	III	608
16.	Msimba G.C.A. (W)	II	2,215
17.	Inyonga G.C.A. (W)	II	2,177
18.	Msimba G.C.A. (E)	II	2,096
19.	Kizigo GR (E) 2	I	1,282
20.	Mlele G.C.A. (S)	II	1,247
21.	Moyowosi G.R (N 1)	II	1,386
22.	Moyowosi G.R (N 2)	II	1,772
23.	Kizigo GR (E) 1	II	1,192
24.	Moyowosi/Njingwe G.R 1	II	1,774
25.	Muhasi GR	II	2,641
26.	Ituru Forest (O.A)	III	2,079
27.	Lukwika-Lumesule GR.	III	391
28.	Msanjesi GR	III	600
29.	Kilombero-Mwantisi (Mwantisi O.A (S)	III	2,099

b) List of Hunting blocks

S/N	Registered name	Old Area (km ²)	New Area (km ²)	New Area in %	Status	Category
1	Burko O.A.	712	540	76	OA	III
2	Chaya O.A.	874	152	17	OA	III
3	Chunya Lukwati (O.A)	2,344	1,250	53	OA	III
4	Chunya Msami (O.A)	1,456	919	63	OA	III
5	Chunya O.A (E)	1,554	846	54	OA	III
6	Gombe GCA	2,703	395	15	GCA	III
7	Handeni GCA	2,063	976	47	GCA	III
8	Inyonga GCA (C)	2,108	2,054	97	GCA	II
9	Inyonga GCA (E)	3,644	3,070	84	GCA	II
10	Inyonga GCA (W)	2,182	2,177	100	GCA	II
11	Irkishbor O.A.	213	208	98	OA	III
12	Ituru FR (OA)	2,079	2,079	100		III
13	Kilombero Furua GR	1,339	1,283	96	GR	III
14	Kilombero GR (Former Kilombero Mngeta N, Boma Ulanga S, Malinyi and Mlimba N)	2,188	1,228	56	GR	III
15	Kilombero Mahenge GR (Former Mahenge OA)	3,079	2,605	85	GR	III
16	Kilombero Mwantisi GR	2,099	1,283	61	GR	III
17	Kilombero Ruhidji East GR	2,307	2,035	88	GR	III
18	Kilombero Ruhidji West GR	2,196	2,056	94	GR	II
19	Kilwa North OA	1,745	1,620	93	OA	III
20	Kilwa OA (C) Nakiu	1,841	1,737	94	OA	III
21	Kilwa OA (S)	1,159	852	74	OA	III
22	Kilwa OA Mbwemkuru	1,426	1,322	93	OA	III
23	Kipitimbi GR	265	265	100	GR	III
24	Kitwai North	1,796	1,566	87	GCA	II
25	Kitwai South East	1,146	1,094	95	GCA	II
26	Kitwai South West	1,473	1,164	79	GCA	II
27	Kizigo Central GR	1,313	1,313	100	GR	II
28	Kizigo East 1 GR	1,192	1,192	100	GR	II
29	Kizigo East 2 GR	1,282	1,282	100	GR	I
30	Kizigo West GR	1,314	1,314	100	GR	II
31	Lake Natron GCA (N)	1,950	867	44	GCA	II
32	Lake Natron GCA (S)	1,763	55	3	GCA	I
33	Lake Natron GCA (W)	1,778	843	47	GCA	II
34	Lake Rukwa GR North (Formerly, was part of Rungwa River GCA)	996	996	100	GR	II
35	Lake Rukwa South GR (Former Lake Rukwa GR)	2,041	2,014	99	GR	II
36	Lake Rukwa-Mlele GR (N) (Former Mlele South GCA)	1,254	1,254	100	GR	I

37	Landanai GCA	1,295	1,142	88	GCA	III
38	Liparamba GR	614	614	100	GR	III
39	Litumbandyosi Gezamasusa FR	1,346	1,026	76	OA	III
40	Lolkisale GCA	1,082	982	91	GCA	I
41	Longido North GCA	590	492	83	GCA	I
42	Luganzo GCA	5,128	2,597	51	GCA	II
43	Lukwati North GR	1,757	1,757	100	GR	II
44	Lukwati South GR	2,059	2,059	100	GR	II
45	Lukwika Lumesule	391	391	100	GR	III
46	Lunda Nkwambi GCA	1,054	611	58	GCA	II
47	Lwafi Nkamba GR	3,320	3,088	93	GR	II
48	Magwamila OA	1,349	1,068	79	OA	III
49	Makere/Uvinza F.R.	2,561	1,840	72	OA	III
50	Masai O.A. (E)	1,895	1,754	93	OA	III
51	Masai West O.A	877	852	97	OA	III
52	Maswa North GR	721	721	100	GR	I
53	Mlele GCA	3,543	2,108	59	GCA	II
54	Monduli Juu O.A.	696	663	95	OA	III
55	Moyowosi North 1 GR	1,386	1,386	100	GR	II
56	Moyowosi North 2 GR	1,772	1,772	100	GR	II
57	Moyowosi South GR	3,013	3,013	100	GR	II
58	Moyowosi/Njingwe 1 GR	1,775	1,775	100	GR	II
59	Moyowosi/Njingwe 2 GR	1,683	1,683	100	GR	II
60	Moyowosi/Njingwe 3 GR	1,774	1,774	100	GR	II
61	Msanjesi GR	600	600	100	GR	III
62	Msuluguda O.A	886	257	29	OA	III
63	Mto wa Mbu GCA	1,209	848	70	GCA	I
64	Muhesi West GR	2,641	2,641	100	GR	II
65	Muhuwesi GCA	1,747	1,396	80	GCA	III
66	Mwambesi GCA	1,082	1,069	99	GCA	II
67	Ngaserai O.A.	591	376	64	OA	III
68	Piti O.A.(E)	2,213	1,380	62	OA	III
69	Piti West GR	1,072	1,072	100	GR	II
70	Rubeho Moutains/Forest HB	3,741	3,741	100	OA	
71	Rungwa (N) O.A.	2,115	1,245	59	OA	III
72	Rungwa Ikili GR	1,084	1,084	100	GR	I
73	Rungwa Mpera GR	2,068	2,068	100	GR	I
74	Rungwa Mwamagembe GR	998	998	100	GR	II
75	Rungwa Mzombe O.A	1,962	1,604	82	OA	III
76	Rungwa O.A. (S)	1,810	1,679	93	OA	III
77	Rungwa River GCA	2,495	2,219	89	GCA	II
78	Rungwa-Rungwa E GR	1,400	1,400	100	GR	I

79	Rungwa-Rungwa W GR	1,344	1,344	100	GR	I
80	Ruvu Masai GCA	2,477	1,177	48	GCA	II
81	Sasawala	419	339	81	OA	III
82	Selous LL2	1,260	1,260	100	GR	II
83	Selous LR1	1,103	1,103	100	GR	II
84	Selous LR2	1,138	1,138	100	GR	II
85	Selous LR3	1,137	1,137	100	GR	II
86	Selous MA1	1,675	1,675	100	GR	II
87	Selous MHJ3	1,111	1,111	100	GR	III
88	Selous MS1	1,335	1,335	100	GR	II
89	Selous MT1	305	305	100	GR	II
90	Selous U3	773	773	100	GR	II
91	Selous U4	679	679	100	GR	III
92	Simanjiro GCA (W)	1,251	483	39	GCA	III
93	Simanjiro Kitiangare GCA	1,192	694	58	GCA	
94	Simanjiro Naberera GCA	1,777	442	25	GCA	
95	Talamai O.A.	2,687	1,829	68	OA	III
96	Ugalla East GR	1,834	1,834	100	GR	II
97	Ugalla GR (North) (Former Ugalla GR (S)	1,445	1,445	100	GR	II
98	Ugalla Niensi O.A. (Tongwe)	3,261	2,622	80	OA	III
99	Ugalla-Msima East GR (Former Msima East)	2,096	2,096	100	GR	II
100	Ugalla-Msima West GR (Former Msima West)	2,221	2,215	100	GR	II
101	Wembere GCA	8,839	5,786	65	GCA	III
102	Wembere O.A. (C1)	1,951	1,822	93	OA	III
103	Wembere O.A. (C2)	948	934	98	OA	III
104	Wembere O.A. (N)	2,116	758	36	OA	III

c) List of Game Reserves

S/N	Name	Area (Km ²)	Region	Establishment Year
1	Grumeti	2,000	Mara	1993
2	Ikorongo	3,000	Mara	1993
3	Kijereshi	300	Simiyu	1994
4	Kizigo	4,000	Singida	1972
5	Liparamba	570	Ruvuma	1959
6	Lwafi	2,228	Rukwa	1993
7	Lukwati	3,146	Songwe	1997
8	Lukwika-Lumesule	444	Mtwara	1995
9	Maswa	2,200	Shinyanga	1969
10	Mkungunero	700	Dodoma / Manyara	1996
11	Moyowosi	6,000	Kigoma	1981
12	Mpanga-Kipengele	1,574	Njombe	2003
13	Msanjesi	210	Mtwara	1995
14	Muhesi	2,000	Singida	1994
15	Pande	12	Dar es Salaam	1994
16	Rukwa	4,000	Rukwa	1995
17	Rungwa	9,000	Singida / Tabora / Mbeya	1951
18	Selous	18,971	Pwani na Lindi	
19	Swagaswaga	871	Dodoma	1996
20	Ugalla	7,646	Tabora	
21	Uwanda	5,000	Rukwa	1959
22	Piti	2,973	Mbeya /Songwe	2013
23	Luganzo-Tongwe	5,822	Kigoma na Tabora	2020
24	Kilombero	6,787	Morogoro	
	Total Area	89,740		

d) List of Game Controlled Areas

Sn	Name	Area (km 2)	Region	Establishment Year
1	Burunge	400	Arusha - Babati	1974 (GN 269)
2	Speke Gulf	300	Mara-Bunda	1974 (GN 269)
3	Enduleni	600	Arusha-Ngorongoro	1974 (GN 269)
4	Gombe	3000	Tabora-Urambo	1974 (GN 269)
5	Handeni	3500	Tanga-Handeni na Kilindi	1974 (GN 269)
6	Igombe Dam	100	Tabora-Tabora	1974 (GN 269)
7	Kalimawe	300	Kilimanjaro-Same na Tanga – Lushoto	1974 (GN 269)
8	Kihirumira Pool	100	Lindi-Liwale	1974 (GN 269)
9	Kitwai	3500	Arusha-Kiteto	1974 (GN 269)
10	Lake Natron	3000	Arusha-Longido	1974 (GN 269)
11	Loliondo	4000	Arusha-Ngorongoro	1974 (GN 269)
12	Lokisale	1500	Arusha-Monduli	1974 (GN 269)
13	Longido	1500	Arusha-Longido	1974 (GN 269)
14	Lunda Mkwambi	1000	Iringa-Iringa(V)	1985 (GN 38)
15	Mlele	3000	Katavi-Mpanda	1974 (GN 269)
16	Mto wa Mbu	1500	Arusha-Monduli	1974 (GN 269)
17	Muhuvesi	1500	Ruvuma-Tunduru	1974 (GN 269)
18	Mwambesi	1000	Ruvuma-Tunduru	1974 (GN 269)
19	Inyonga	3500	Rukwa na Tabora-Mpanda na Tabora	1974 (GN 269)
20	Rau Forest	100	Kilimanjaro-Moshi	1974 (GN 269)
21	Rungwa River	1500	Katavi-Mlele	1974 (GN 269)

22	Ruvu Maasai	1500	Arusha-Simanjoro	1974 (GN 269)
23	Ruvu Same	1000	Kilimanjaro-Same	1974 (GN 269)
24	Simanjoro	2000	Arusha-Simanjoro	1974 (GN 269)
25	Ugunda	1500	Tabora-Sikonge	1974 (GN 269)
26	Umba River	300	Tanga-Lushoto na Tanga	1974 (GN 269)
27	Utengule Swamp	500	Mbeya-Mbarali	1974 (GN 269)
	Total Area	41,700		

e) List of Cultural Heritage Sites

- i. **Ruins of Kilwa Kisiwani and Songo Manara World Heritage Site**
- ii. **Kunduchi ruins**

f) List of Ramsar Sites

- i. **Kilombero Valley**
- ii. **Lake Natron**
- iii. **Malagarasi-Muyovosi**

The background of the page features a large, faint watermark of the Tanzania Wildlife Management Authority (TAWA) logo. The logo is circular, with the Swahili text "MAMLAKA YA USIMAMIZI WA WANYAMAPORI" (Authority of Wildlife Management) around the top and "TANZANIA WILDLIFE MANAGEMENT AUTHORITY" around the bottom. In the center is a stylized illustration of an elephant. Below the elephant, the word "TAWA" is written in large, bold, capital letters.

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