

**WINDHOEK SHOW SOCIETY
ANNUAL GENERAL MEETING
20 MAY 2016**

PRESIDENT'S REPORT

Salutation

It gives me great pleasure to present to you the President's Report for 2015.

In line with the Report format we have adopted over the past three years, the focus will be on the following salient aspects, namely:

- a) An overview of the annual Windhoek Industrial & Agricultural Show of 2015
- b) Grounds upgrade and maintenance
- c) Show Prop and grounds rental income
- d) The Financial Report. The Society's auditors, CRvanWyk, will present this in greater detail. I recognize the presence of Mr. Tjaart de Jager, a senior partner of CRvanWyk, who will fulfill this important task. However, at this juncture, I want to also express the Board's delight with the exceptional results that are contained in these 2015 audited financial statements and on behalf the Board express our compliments to the entire team for these good results.

**1.0 THE ANNUAL WINDHOEK INDUSTRIAL AND AGRICULTURAL SHOW
(WIAS)**

The 2015 WIAS, held on 25 Sep – 3 Oct 2015, was the 61st consecutive annual Windhoek Show.

The livestock section was again a highlight, despite the drought situation that had various parts of the country in its grip. As expected, the large stock

section (cattle) could not weather the drought conditions as well as the small livestock. This was reflected by the unusual low enrollment number of cattle, 430 animals from 39 breeders. The norm is more than 600 cattle represented by no less than 58 breeders.

Sheep and goat species, in the small stock section, representing 1487 animals, enrolled by 67 breeders, were an all-time record. The year before 48 breeders enrolled 1,295 animals.

Whilst cattle registrations were down by 59%, sheep and goat registrations had increased by 15%, compared to 2014.

National Championships in the small stock section were held by the following Breeders' Associations – Boergoats, Kalahari Reds and Dorper Sheep.

The livestock programme, organized and managed by their respective Large- and Small Stock Committees, again deserve our praise and gratitude for a job well-done.

This section relies heavily on sponsorships, without which the show programme would become unaffordable for the participants. In excess of N\$230,000.00 was sponsored by various organisations, companies and individuals – contributing to the consistent high-class performance of the WIAS agricultural programme. Let us give a round of applause to all the aforementioned deserving stakeholders involved with the animal sections.

The water restrictions imposed on the washing of animals during the Show, as a token of solidarity with the “save our water initiative” elicited positive responses from Government, the City of Windhoek and residents.

On the Industrial side, all available indoor and outdoor stands were sold. Being a general supplier show, it is virtually impossible to unite exhibitors under a general theme. Nonetheless, the Office has commenced with advocating green solutions pertaining to water and energy resources – applicable to both the Society as well as exhibitors. No water intensive exhibits or entertainment events were incorporated in the WIAS programme. And this policy will also be extended to 2016.

Foreign exhibitors constituted approx. 27% of all participants. The grouping of exhibitors in the various halls was done along product / service themes.

The overwhelming majority of the 365 participating exhibitors expressed the outcome of the WIAS2015 as “very satisfied”. The WIAS Organising Committee was similarly satisfied with the overall standard of exhibits and this improved standard was confirmed by the increased number of certificates that were awarded to deserving exhibitors. In total 20 gold, 33 silver and 29 bronze Certificates were awarded to deserving exhibitors, based on the judging outcome of their stands, adjudicated along the following criteria – Presentation (First Impression), Promotion (Message conveyed by the stand), Products/Services (Product display) and Customer Service (Interaction by staff). The best Overall Indoor and Outdoor Trophies were awarded to Bank Windhoek and Baumann&Meier respectively.

The Entertainment programme included the Snake Park, the Fun Park (Merry-go-Round), fire works, and the Bank Windhoek 7-a-side soccer tournament covering three categories.

The 13 service providers that were engaged to deliver all vital services associated with establishing a safe, clean and friendly environment performed excellently and their outstanding outputs earned us numerous compliments, both from exhibitors as well as visitors. This was achieved under the motto “Team work makes the dream work!”

110,772 persons were recorded on the grounds during the 9-day period of the Show. This figure is 7,700 less than the record of the previous year (118,473). Expressed in financial terms, based on the overall 70:30 adult to scholar ratio, this denotes a drop of gate revenue of approx. N\$260,000.

A very pleasing statistic, relating to the visitor demographics, is the 70:30 ratio pertaining to adults:children. A 70% adult attendance is by far the largest adult ratio since independence. The Windhoek Show ascribes this to being a confirmation that this event is being perceived as growing in professionalism and seriousness. The cleanliness of the entire terrain – indoor and outdoor – irrespective of the large crowds during the last three days made a lasting impression on all stakeholders. The security logistics, comprising WSS guards supported by surveillance cameras and teams from Nampol and City Police, were conducive to the relaxed atmosphere that prevailed throughout on the grounds.

We were truly honoured by the Rt Hon Prime Minister, Saara Kuugongelwa-Amadhila, delivering the keynote address at the WIAS official opening ceremony, held on 01 October 2016 on the livestock arena.

2.0 GROUNDS MAINTENANCE AND IMPROVEMENTS

The following Ground's Upgrade interventions were undertaken during 2015:

- a) The completion of the new ceilings in Hall B and Namibian Hall
- b) 12 Exhibitor kiosks plus one food outlet were built adjacent to the small stock auction ring
- c) A roofed area under pavings was constructed adjacent to existing small stock offices to provide a shaded area for small stock committee meetings and for socializing events.
- d) The two shade net structures next to the large stock office that served the large stock section were replaced with a permanent roofed structure. This

has been devised to serve as a multi-purpose venue to cater for workshops and training sessions throughout the year.

- e) 54 Surveillance/Security Cameras were deployed indoor and outdoor to monitor movement over those parts of the show grounds hosting the Society's core business activities. The quality and standard of the system has helped to solve almost every crime incident during the Tourism & Travel EXPO as well as the WIAS and has become a major deterrent factor against 'would-be' perpetrators. The investment received praise from NamPol and City Police who had first hand experience with it during the WIAS.
- f) The access control system applicable to exhibitors and all those requiring multiple daily access to the grounds during the WIAS has been upgraded to produce high quality and lasting ID cards, aimed at curtailing the present repetitive production of cards on an annual basis at high costs.

3.0 SHOWPROP AND GROUND RENTAL INCOME

- 3.1 The revenue flow from ShowProp projects continued to materialize as per the initial projections.
- 3.2 The status quo pertaining to the Maerua Crossing project has remained unchanged since the previous AGM and the outstanding upfront lease payment receipts have still not materialized.
- 3.3 The rental income for halls and outdoor areas has increased substantially during the year under review, reflecting an improved return on assets.

4.0 GENERAL

Judging from the results contained in the financial statements, the Board of Directors is satisfied that the annual business plan of the Society was met, reflecting also that Management and staff have again achieved extraordinary results.

5.0 CONCLUSION

In conclusion, I would like to thank my colleagues on the Board of Directors and the countless individuals whose dedicated and committed service throughout the year contributed to the successes we are celebrating to-day. A sincere word of gratitude to all staff and management for their hard work throughout the year and for ensuring that policies are duly implemented and upheld.

Our gratitude is also directed at our customers – grounds lessees, exhibitors and visitors - many of whom have a long standing relationship with the Society. The enabling environment established by our Government and the City Council are also applauded.

Lastly, everyone that made an effort to attend this important business meeting this morning and to contribute towards the affairs of the Society, I thank you most sincerely.

Vilbard Usiku
President