MOBILE TENTED SAFARI FACILITIES

OPPORTUNITY

Full-service, catered Mobile Tented Safari Facilities, offering approved tourism activities:

- Temporal and mobile – all equipment to be removed from site after seasonal operation
- One opportunity for:
  - One 50 guest bed facility in Garden Route National Park over summer (November, December, January, February, March and April)
  - Two facilities (60 – 80 total beds, depending on site) in the Kruger National Park over winter (May, June, July, August and September)
- Sites:
  - Knysna: 2 sites identified (1 site to be selected)
  - Kruger National Park: 3 sites identified (2 sites to be selected)
- Project term: 7 years

IDENTITY OF BIDDERS

- Single company / unincorporated JV / Trust
- One SPV to contract with SANParks
- Bid to provide detail of SPV structure and roles & responsibilities
- 10% local community shareholding in SPV

QUALIFICATION CRITERIA

Financial Capacity:

- Minimum gross asset value: R1 million
- Minimum business turnover: R5 million per annum

Financial Requirements:

- Audited financial statements for the last 2 years
- Annual reports for the last 2 years

Tourism Experience:

- 5 years proven operating experience in the tourism industry
- Minimum 2 mobile tented facilities in a remote location, each with a capacity of at least 20 tents, with related catering and tourism activities (operating / operated within the last 3 years)
- Technical partner meeting these requirements must hold at least 30% shares in SPV

B-BBEE Qualification Criteria - Enterprise Development:

- Commitment to implement at least two ED programmes during contract

SITE - FIELA SE HUISIE (DIEPWALLE)

- Located in the primitive zone, in the lush green Diepwalle area, of the Knysna Indigenous Forest
- GPS Coordinates: -33.956017, 23.188748

- Surrounded by pristine indigenous Knysna forest, within a clearing that was previously disturbed
- 1.6 km from the R339, behind a closed gate (limited access)
CAPACITY
- 50 guest beds, with security or at least one staff member onsite at all times. Capacity does not allow for staff to be accommodated onsite. Staff can be accommodated in tents in a designated area offsite (still within GRNP), with the Private Party providing for all required facilities for staff
- Environmental authorisation process required for the site where guests stay and most likely for the site where staff are accommodated

ACCESS ROAD
- Accessible via the R339, a gravel road that is 17.2km from the N2, and a smaller access road (1.6 km from the R339), which may be waterlogged and muddy during moderate to heavy rain
- Access roads are gravel and ideally require a high clearance vehicle (Quantum type or mini bus would also be suitable). The roads may be very slippery and waterlogged during periods of moderate to heavy rain
- During periods of wet weather, where there is a risk of environmental damage to the roads, access may be limited. A contingency plan for access to the site will need to be developed in consultation with SANParks

PARK & RIDE FACILITY
Park & Ride Facility to be developed, at cost to the Private Party, at agreed location.

WATER
- No potable water available onsite
- Water tanks must be erected onsite, and placed where they are not visually sensitive
- Water can be collected with rainwater harvesting or trucked in to fill the tanks
- No laundry onsite

WASTE
- Solid waste must be separated onsite and disposed of at an authorised site outside of the Park
- Liquid waste to be disposed of in municipal Waste Water Treatment Works in Knysna or Plettenberg Bay
- Black water or waste from chemical toilets, enviro loos or composting toilets must be disposed of outside of the Park, at an authorised facility
- A conservancy tank can be installed on a permanent basis for sewerage, which must be cleaned and disposed of at a registered site

ELECTRICITY
- There are no Eskom lines onsite – no bulk electrical supply line may be installed.
- Solar energy preferred; but low decibel rating generator permitted, subject to SANParks’ approval and standards

TELECOMMUNICATIONS
The site has no Telkom lines nor cell phone coverage. Private Party will be responsible for arranging mobile communication infrastructure for the Mobile Tented Safari Facility, should it be required, but would need to be approved by SANParks first.

ACTIVITIES
- GRNP has a number of activities, such as walking, hiking, cycling and mountain biking trails (Perdekop Trail), self-drive 4x4 trails, kayaking etc.
- Activities limited to existing trails to minimise environmental impact and for safety reasons; guided walks are recommended, although self-hikes are permitted for groups for safety reasons (no single person hikes are permitted).
- Hikers to report to the Harkerville Office before starting their hike so SANParks can confirm that they are all back by sunset
- Private Party will be allowed to offer the abovementioned activities to their guests, subject to SANParks approval
- Activities such as the Elephant day trails, Forest Legends Museum, Self-drive 4x4 trails and Big Tree are in relatively close proximity
- As an additional activity, Bidders are encouraged to identify opportunities to incorporate cultural heritage experiences into their guest activities
- The GRNP has the following cultural and heritage sites that are also open to the public, namely:
  - Forest Legends Museum
  - King Edward VII Big Tree
  - Self-drive 4x4 Route consisting of 10 places of cultural interest between Diepwalle Forest and Gouna Forest
ENVIRONMENTAL CONSIDERATIONS
The Private Party will be responsible for:
- Environmental authorisation process
- Compliance with the Environmental Guidelines for Operator’s Operation within The South African National Parks
- Operation in accordance with EMPr, EMP and OMP

SAFETY & SECURITY
Provision of security personnel is recommended. It is at the discretion of the Private Party whether security personnel should be armed or not as it is located deeper in the forest.

STAFF AND HOUSING
- Potential for staff be sourced from local communities (targets in B-BBEE Proposal) – no engagement with local communities until award
- Staff to be accommodated in mobile tented accommodation onsite / alternative site

BID BOND
Amount: R 100 000.

PPP FEE PAYABLE
Higher of:
(1) Minimum PPP Fee of R 350 000 per annum (excl. VAT) or
(2) <bidded>% of Gross Revenue.

EVALUATION
Two-envelope system:
- One: Functionality (including B-BBEE Proposal) – 70% overall threshold
- Two: PPP offer and existing B-BBEE rating (80/20 system)
- Objective criteria (may result in the contract being awarded to a bidder that did not score the highest points): to broaden participation in PPPs, SANParks will give preference to Bidders that have less than five PPP contracts with SANParks

TERMS AND CONDITIONS
The above information is a summary of the opportunity. Please note that the Request for Proposal (RFP) and Information Memorandum documents are published on the SANParks Web Site (www.sanparks.org) and contain more detail and supersede this document.
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- Sites:
  o Knysna: 2 sites identified (1 site to be selected)
  o Kruger National Park: 3 sites identified (2 sites to be selected)
- Project term: 7 years

IDENTITY OF BIDDERS

- Single company / unincorporated JV / Trust
- One SPV to contract with SANParks
- Bid to provide detail of SPV structure and roles & responsibilities
- 10% local community shareholding in SPV

QUALIFICATION CRITERIA

Tourism Experience:

- 5 years proven operating experience in the tourism industry
- Minimum 2 mobile tented facilities in a remote location, each with a capacity of at least 20 tents, with related catering and tourism activities (operating / operated within the last 3 years)
- Technical partner meeting these requirements must hold at least 30% shares in SPV

B-BBEE Qualification Criteria - Enterprise Development:

- Commitment to implement at least two ED programmes during contract

SITE - KRANSHOEK

- Located in the quiet zone, in the Harkerville section of the Knysna Indigenous Forest
- In the new draft zonation for the GRNP Park Management Plan (PMP), SANParks changed this area to low intensity leisure – sign off by the Minister anticipated for late 2019 / early 2020
- GPS Coordinates: 34.087804, 23.239868
CAPACITY
- 50 guest beds, with security or at least one staff member onsite at all times. Capacity does not allow for staff to be accommodated onsite. Staff can be accommodated in tents in a designated area offsite (still within GRNP), with the Private Party providing for all required facilities for staff.
- Environmental authorisation process required for the site where guests stay and most likely for the site where staff are accommodated.

ACCESS ROAD
- Site is accessible via Kranshoek Road - gravel road approximately 3km from the N2 highway.
- Alternative access road available; however, it transverses land that belongs to a forestry company and a permit would be required for access.
- Access roads are gravel and ideally require a high clearance vehicle (Quantum type or mini bus would also be suitable). Roads may be very slippery and waterlogged during periods of moderate to heavy rain.
- During wet weather, where there is a risk of environmental damage to the roads, access may be limited. A contingency plan for access to the site will need to be developed in consultation with SANParks.

PARK & RIDE FACILITY
Park & Ride Facility to be developed, at cost to the Private Party, at agreed location.

WATER
- No potable water available onsite.
- Water tanks must be erected onsite, and placed where they are not visually sensitive.
- Water can be collected with rainwater harvesting or trucked in to fill the tanks.
- No laundry onsite.

WASTE
- Solid waste must be separated onsite and disposed of at an authorised site outside of the Park.
- Liquid waste to be disposed of in municipal Waste Water Treatment Works in Knysna or Plettenberg Bay.
- Black water or waste from chemical toilets, enviro loos or composting toilets must be disposed of outside of the Park, at an authorised facility.

ELECTRICITY
- There are no Eskom lines onsite – no bulk electrical supply line may be installed.
- Solar energy preferred; but low decibel rating generator permitted, subject to SANParks’ approval and standards.

TELECOMMUNICATIONS
The site has no Telkom lines nor cell phone coverage. Private Party will be responsible for arranging mobile communication infrastructure for the Mobile Tented Safari Facility, should it be required, but would need to be approved by SANParks first.

ACTIVITIES
- GRNP has a number of activities, such as walking, hiking, cycling and mountain biking trails, self-drive 4x4 trails, kayaking etc.
- Activities limited to existing trails to minimise environmental impact and for safety reasons; guided walks are recommended, although self-hikes are permitted for groups for safety reasons (no single person hikes are permitted).
- Hikers to report to the Harkerville Office before starting their hike so SANParks can confirm that they are all back by sunset.
- Private Party allowed to offer the above activities to their guests, subject to SANParks approval.
- The construction of a zip line in Kranshoek has commenced and should be operational by October 2019. This activity is within close proximity of the site and the two products will complement each other well.
- Other activities include the Flora Trail, Kranshoek Coastal Hiking Trail, Perdekop Trail as well as Red, Green, Yellow and Blue MTB Trails and the Graspad MTB Trail.
- As an additional activity, Bidders are encouraged to identify opportunities to incorporate cultural heritage experiences into their guest activities.
- The GRNP has the following cultural and heritage sites that are also open to the public, namely:
  - Forest Legends Museum
  - King Edward VII Big Tree
Self-drive 4x4 Route consisting of 10 places of cultural interest between Diepwalle Forest and Gouna Forest

ENVIRONMENTAL CONSIDERATIONS
The Private Party will be responsible for:
- Environmental authorisation process
- Compliance with the Environmental Guidelines for Operator’s Operation within The South African National Parks
- Operation in accordance with EMPr, EMP and OMP

SAFETY & SECURITY
Provision of security personnel is recommended. It is at the discretion of the Private Party whether security personnel should be armed or not as it is located deeper in the forest.

STAFF AND HOUSING
- Potential for staff be sourced from local communities (targets in B-BBEE Proposal) – no engagement with local communities until award
- Staff to be accommodated in mobile tented accommodation onsite / alternative site

BID BOND
Amount: R 100 000.

PPP FEE PAYABLE
Higher of:
(1) Minimum PPP Fee of R 350 000 per annum (excl. VAT) or
(2) <bidded>% of Gross Revenue.

EVALUATION
Two-envelope system:
- One: Functionality (including B-BBEE Proposal) – 70% overall threshold
- Two: PPP offer and existing B-BBEE rating (80/20 system)
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- Sites:
  - Knysna: 2 sites identified (1 site to be selected)
  - Kruger National Park: 3 sites identified (2 sites to be selected)
- Project term: 7 years

IDENTITY OF BIDDERS
- Single company / unincorporated JV / Trust
- One SPV to contract with SANParks
- Bid to provide detail of SPV structure and roles & responsibilities
- 10% local community shareholding in SPV

QUALIFICATION CRITERIA
Financial Capacity:
- Minimum gross asset value: R1 million
Financial Requirements:
- Audited financial statements for last 2 years
- Annual reports for last 2 years
Tourism Experience:
- 5 years proven operating experience in the tourism industry
- Minimum 2 mobile tented facilities in a remote location, each with a capacity of at least 20 tents, with related catering and tourism activities (operating / operated within the last 3 years)
- Technical partner meeting these requirements must hold at least 30% shares in SPV

B-BBEE Qualification Criteria - Enterprise Development:
- Commitment to implement at least two ED programmes during contract

SITE - TSHOKWANE
- Located in primitive zone
- GPS Coordinates: -24.71918, 31.81707

PRELIMINARY BOUNDARIES:

CAPACITY
80 total beds (including staff), with maximum of 60 tourist beds (minimum 40 tourist beds).
ACCESS ROAD
Private Party to construct and maintain direct access road (+/- 1.5km) from main road to site, subject to SANParks approval:
- Private Party responsible for cost
- Minimum “all weather two track road” (3m wide gravelled / stabilised)

PARK & RIDE FACILITY
Park & Ride Facility to be developed, at cost to the Private Party, at agreed location.

WATER
- No potable water available onsite
- Private Party to drill new borehole
- Pay for water use in accordance with the rates specified in the latest Tariffs document
- Private Party responsible for legal compliance processes / water-use licence applications
- No laundry onsite

WASTE
- No waste disposal onsite
- Exception of grey water – soak aways can be used, depending on impact of in situ material
- Solid waste separated and sorted onsite
- Disposal either at approved KNP facility (at agreed operating fee) or external facility

ELECTRICITY
- No bulk electrical supply line may be installed
- Solar energy preferred; but low decibel rating generator permitted, subject to SANParks' approval and standards

ACTIVITIES
- Game drives on public roads; if outside of normal operating hours, subject to SANParks approval
- Day walks in designated area, subject to SANParks' approval
- To avoid conflict between activities, coordination to take place with any surrounding tourist facilities
- Guides to be FGASA accredited and meet KNP minimum requirements
- OSVs registered with SATSA and form part of OSV self-regulation model

ENVIRONMENTAL CONSIDERATIONS
The Private Party will be responsible for:
- Environmental authorisation process
- Compliance with Environmental Guidelines for Operator’s Operation within the SANParks
- Operation in accordance with EMP, EMP & OMP
- Appointing full-time ECO – 1 across both sites or 1 per site (depending on EIA outcome)

SAFETY & SECURITY
Big five area, requiring the following:
- Escorting of guests to tents
- 24/7 communication network
- Electric stranding

STAFF AND HOUSING
- Potential for staff be sourced from local communities (targets in B-BBEE Proposal) – no engagement with local communities until award
- Staff to be accommodated in mobile tented accommodation onsite

BID BOND
Amount: R 100 000.

PPP FEE PAYABLE
Higher of (1) Minimum PPP Fee of R 350 000 per annum (excl. VAT) or (2) <bidded>% of Gross Revenue.

EVALUATION
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- 10% local community shareholding in SPV

QUALIFICATION CRITERIA

Financial Capacity:
- Minimum gross asset value: R1 million

Financial Requirements:
- Audited financial statements for last 2 years
- Annual reports for last 2 years

Tourism Experience:
- 5 years proven operating experience in the tourism industry
- Minimum 2 mobile tented facilities in a remote location, each with a capacity of at least 20 tents, with related catering and tourism activities (operating / operated within the last 3 years)
- Technical partner meeting these requirements must hold at least 30% shares in SPV

B-BBEE Qualification Criteria - Enterprise Development:
- Commitment to implement at least two ED programmes during contract

SITE - SATARA

- Located in low intensity leisure zone
- GPS Coordinates: -24.30262, 31.79361

- Mananga 4x4 Adventure Trail on opposite side of the stream. Although, minimum disturbance is expected, if the site is selected, potential to move trail, subject to further engagement with SANParks (at cost to the Private Party)

Preliminary Boundaries:

CAPACITY

80 total beds (including staff), with maximum of 60 tourist beds (minimum 40 tourist beds).
ACCESS ROAD
Private Party to construct and maintain direct access road (+/- 500m) from main road to site, subject to SANParks approval:
- Private Party responsible for cost
- Minimum “all weather two track road” (3m wide gravelled / stabilised)

PARK & RIDE FACILITY
Park & Ride Facility to be developed, at cost to the Private Party, at agreed location.

WATER
- No potable water available onsite
- Private Party to drill new borehole
- Pay for water use in accordance with the rates specified in the latest Tariffs document
- Private Party responsible for legal compliance processes / water-use licence applications
- No laundry onsite

WASTE
- No waste disposal onsite
- Disposal of grey water on site to be further investigated (high clay content of soil)
- Solid waste separated and sorted onsite
- Disposal either at approved KNP facility (at agreed operating fee) or external facility

ELECTRICITY
- No bulk electrical supply line may be installed
- Solar energy preferred; but low decibel rating generator permitted, subject to SANParks’ approval and standards

ACTIVITIES
- Game drives on public roads; if outside of normal operating hours, subject to SANParks approval
- Day walks in designated area, subject to SANParks’ approval
- To avoid conflict between activities, coordination of activities to take place with Satara Rest Camp and Mathikithi Wilderness Trails (or any other relevant party)
- Guides to be FGASA accredited and meet KNP minimum requirements
- OSVs registered with SATSA and form part of OSV self-regulation model

ENVIRONMENTAL CONSIDERATIONS
The Private Party will be responsible for:
- Environmental authorisation process
- Compliance with Environmental Guidelines for Operator’s Operation within the SANParks
- Operation in accordance with EMPr, EMP & OMP
- Appointing full-time ECO – 1 across both sites or 1 per site (depending on EIA outcome)

SAFETY & SECURITY
Big five area, requiring the following:
- Escorting of guests to tents
- 24/7 communication network
- Electric stranding

STAFF AND HOUSING
- Potential for staff be sourced from local communities (targets in B-BBEE Proposal) – no engagement with local communities until award
- Staff to be accommodated in mobile tented accommodation onsite

BID BOND
Amount: R 100 000.

PPP FEE PAYABLE
Higher of (1) Minimum PPP Fee of R 350 000 per annum (excl. VAT) or (2) <bidded>% of Gross Revenue.

EVALUATION
Two-envelope system:
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Tourism Experience:
- 5 years proven operating experience in the tourism industry
- Minimum 2 mobile tented facilities in a remote location, each with a capacity of at least 20 tents, with related catering and tourism activities (operating / operated within the last 3 years)
- Technical partner meeting these requirements must hold at least 30% shares in SPV

B-BBEE Qualification Criteria - Enterprise Development:

- Commitment to implement at least two ED programmes during contract

SITE - OLIFANTS

- Located in high intensity leisure zone (road buffer) - site approved in principle, EIA to confirm road buffer zone suitability
- GPS Coordinates: -24.04566, 31.67776

Preliminary Boundaries:
CAPACITY
60 total beds (incl. staff) – min. 40 tourist beds. Based on impact, potential to increase to 80 total beds (incl. staff, max. 60 guest beds) during the project term (subject to SANParks approval).

ACCESS ROAD
Private Party to construct and maintain direct access road (+/- 900m) from main road to site, subject to SANParks approval:
- Private Party responsible for cost
- Minimum “all weather two track road” (3m wide gravelled / stabilised)

PARK & RIDE FACILITY
Park & Ride Facility to be developed, at cost to the Private Party, at agreed location.

WATER
- No potable water available onsite
- Private Party to drill new borehole / install temporary fin drain
- Pay for water use in accordance with the rates specified in the latest Tariffs document
- Private Party responsible for legal compliance processes / water-use licence applications
- No laundry onsite

WASTE
- No waste disposal onsite
- Exception of grey water – soak aways can be used, depending on impact of in situ material
- Solid waste separated & sorted onsite
- Disposal either at approved KNP facility (at agreed operating fee) or external facility

ELECTRICITY
- No bulk electrical supply line may be installed
- Solar energy preferred; but low decibel rating generator permitted, subject to SANParks’ approval

ACTIVITIES
- Game drives on public roads; if outside of normal operating hours, subject to SANParks approval
- Day walks in designated area, subject to SANParks’ approval
- To avoid conflict, coordination of activities to take place with Olifants Rest Camp (or any other relevant party)
- Guides to be FGASA accredited and meet KNP minimum requirements
- OSVs registered with SATSA and form part of OSV self-regulation model

ENVIRONMENTAL CONSIDERATIONS
The Private Party will be responsible for:
- Environmental authorisation process
- Compliance with Environmental Guidelines for Operator’s Operation within the SANParks
- Operation in accordance with EMPR, EMP & OMP
- Appointing full-time ECO – 1 across both sites or 1 per site (depending on EIA outcome)

SAFETY & SECURITY
Big five area, requiring the following:
- Escorting of guests to tents
- 24/7 communication network
- Electric stranding

STAFF AND HOUSING
- Potential for staff be sourced from local communities (targets in B-BBEE Proposal) – no engagement with local communities until award
- Temporary onsite staff accommodation

BID BOND
Amount: R 100 000.

PPP FEE PAYABLE
Higher of (1) Minimum PPP Fee of R 350 000 per annum (excl. VAT) or (2) <bidded>% of Gross Revenue.

EVALUATION
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