Skukuza Safari Lodge
Operational & Capital Expenditure

Bidders Conference
Nombolo Mdhluli Conference Centre, Skukuza – Monday 17 September 2018
Content

- Revenue (incl ICT)
- Expenditure
- Conservation Fees
- Final expenditure pre-opening
Revenue

- All revenue to be paid into (dedicated) SANParks bank account
  - Credit card machines (PCI compliance)
  - Cash takings deposited
- Deposits received (for future arrival dates) shown separately – liability ledger account
- Reservations system (also online) with some link to SANParks R & PMS (currently Roomseeker)
  - Payment Gateway – My Gate for online bookings – need to integrate.
Expenditure

- In order to fund monthly expenses - SANParks to provide advance equivalent to average monthly operational expenditure budget – operator to provide guarantee for amount – to be returned at end of agreement.
  - Estimated at about R5m per month.
- Thereafter expenses submitted will be reimbursed in 7 working days after month end-submission
- Submission of Monthly set of detailed accounts within 5 working days
- This will enable SANParks to account for these in own financial system (Great Plains).
Conservation Fees

- Three tier
  - Standard Conservation Fee – benchmarked with Africa & world
  - SADC nationals – passport
  - SA residents
  - Ratio of 4:2:1 (R372:R186:R93)
  - Treaty Great Limpopo Transfrontier Park
- Wild Card membership
  - Also international
- Included in itinerary
  - For overnight guests
  - Day visitors charged at gates upon admission
- Conservation Fees for Conference Guests
- Gates are check-out
- Children 2 to 11
- Adults 12+
- Non-commissionable
Final Expenditure Pre-opening Outstanding items

- Itemised
  - Into CapEx and OpEx (estimated R15.5m)
- Easier Supply Chain requirements
- Reimbursement with 7 working days
  - on submission of SANParks signed and approved invoice.