REQUEST FOR PROPOSALS ISSUED BY SOUTH AFRICAN NATIONAL PARKS
IN RESPECT OF THE MOBILE TENTED SAFARI FACILITIES PPP
OPPORTUNITY IN THE KRUGER NATIONAL PARK AND GARDEN ROUTE
NATIONAL PARK

- QUESTIONS AND ANSWERS DOCUMENT: SITE VISIT -

General

Question 1 When does SANParks envision for the product to start operating?

Given that environmental authorisation processes need to be undertaken for the sites and a development period of 12 months has been provided for, it is anticipated that the facility could start operating in November 2020 in the Garden Route National Park and in May 2021 in the Kruger National Park.

Question 2 How did SANParks decide on the seasonality of the mobile tented camps?

The concept of the Mobile Tented Safari Facilities was to provide for a mobile tented accommodation experience with a low environmental impact in the Kruger National Park during the dry winter months, with the idea that operation of mobile tented camps during this time period would mitigate risks related to erosion, difficult access to the site, flash flooding, and heat during the summer season. SANParks then decided to expand the product to provide for a mobile tented accommodation experience in the summer months within other Parks, resulting in the selection of the sites in Knysna in the Garden Route National Park.
Question 3  Have time periods been defined for set-up and removal of facilities?

No, specific time periods have not been defined. From SANParks’ understanding, the time period could be anywhere from a few days to a few weeks. Specific dates and time periods for the set-up and removal of the Mobile Tented Safari Facilities will be reviewed and agreed between SANParks and the Operator on an annual basis.

Question 4  Do the time periods overlap for operation of the Mobile Tented Safari Facilities in the Kruger National Park and the Garden Route National Park?

No, there shouldn’t be an overlap in the operational period of the Facilities. As noted in the Information Memorandum, the final dates for the set-up and removal of the Mobile Tented Safari Facilities are dependent on site specific requirements and must be agreed to with SANParks. In total, over the annual period, the Mobile Tented Safari Facilities should be operational for at least 10 months of the year over the broad periods defined in the RFP (with the facilities operational in the Kruger National Park over the winter period only and the Garden Route National Park over the summer period only).

Question 5  If a Private Party is interested in only operating in one of the regions, how will the process work in establishing the SPV and will SANParks facilitate this?

One SPV must be established for this PPP Opportunity, for both the Mobile Tented Safari Facilities in the Kruger National Park and the Mobile Tented Safari Facility in the Garden Route National Park.

Interested Parties are welcome to engage directly with each other to identify partners to bid as a consortium for the PPP Opportunity. Interested Parties will also have the opportunity to engage with each other at the Bidders Conference, which is scheduled for the 6th August in Pretoria. Due to limitations regarding the Tender Process, SANParks cannot be involved in facilitating this process or providing any contact details of other Interested Parties.

Please note the requirements specified in the RFP regarding requirements to bid as a consortium (unincorporated JV). Qualification requirements must be met in proportion to the partner’s shareholding in the SPV. Furthermore, if a technical partner is going to be fully responsible for management and operation of the Mobile Tented Safari Facilities in one region with no oversight from the technical partner responsible for the other region, each technical partner must meet the tourism experience requirements in their own right.

Question 6  Is SANParks willing to reduce the minimum number of beds for the Kruger National Park (i.e. from 40 guest beds to 16 guest beds)?

For this opportunity, the minimum number of guest beds to be provided will remain at 40 guest beds. SANParks views a camp of 16 guest beds as an alternative product, providing a much
more exclusive experience for guests. This product is envisioned to be less exclusive, opening up the experience to a wider target market. SANParks may consider smaller facilities for future PPP opportunities.

**Question 7**
To confirm, is this product for catered facilities only?

*Yes, this is a fully catered product. It is at the discretion of the Operator as to the frequency of meals and the menu.*

**Question 8**
Who is responsible for marketing of the facilities?

*The Operator will be responsible for the marketing of the Mobile Tented Safari Facilities and the cost thereof. SANParks may market the Mobile Tented Safari Facilities in the ordinary course of business, such as providing general information on the SANParks website.*

**Question 9**
Is it a requirement to make use of SANParks’ reservation system?

*No, the Operator will need to provide and maintain their own reservation system, at their own cost.*

**Question 10**
Will the Operator be responsible for acquiring a liquor licence?

*Yes, the Operator will be responsible for acquiring a liquor licence, at their own cost.*

**Question 11**
How does the PPP fee work (minimum PPP fee / percentage of gross revenue)?

*The PPP Fee is based on the higher of either a Minimum PPP Fee (R350 000 per annum) or a Variable PPP Fee (a percentage of actual gross revenue earned by the Private Party in each Project Year).*

The payment structure for PPPs is for the Operator to pay the PPP Fee to SANParks each month from the Operation Commencement Date, for each month of the Project Year. The monthly PPP Fees payable by the Operator to SANParks shall be the higher of the following two figures:

- the Minimum PPP Fee set by SANParks increased annually by CPIX; or
- the Variable PPP Fee.

At the end of the Financial Year, SANParks will do a reconciliation on the monthly PPP Fees paid and the total amount due for the Financial Year. The Operator will be required to pay SANParks any outstanding amounts, as set out in the PPP Agreement.

*Please refer to the RFP for the format in which the PPP Fee Offer must be made in the bid submission.*
Question 12  Must the Operator pay conservation fees per guest?

Yes, all guests will be subject to the SANParks Conservation Fee payment requirements. This is a three tiered structure, for SA residents, SADC national and international. SA residents have to provide proof of residence through one of the stipulated documents proving this, whilst SADC nationals have to provide a SADC passport. All others are subject to the Standard Conservation Fee and this is payable per night for overnight guests.

In addition, fees also include a contribution to the Community Fund, which is to be added to all overnight and activity fees charged; this is currently 1% of fees charged per person, but is subject to change.

The Operator will need to pay the relevant amount for the Conservation Fees and Community Fund Levy to SANParks.

Question 13  How does SANParks define “local communities” and are there specific local communities that have been identified for this opportunity?

As per the B-BBEE Proposal, local communities are generally defined as those within a 100km reach of the boundary of the Protected Area fence (but excluding boundaries to the neighbouring countries), or as otherwise specified by SANParks and the Park-specific People and Conservation Department.

Specific local communities have not yet been identified. Following award to the preferred Bidder, it is a mandatory requirement for the preferred Bidder to engage with SANParks’ Socio Economic Development Department and Park-specific People and Conservation Department (or the Business Development Unit in Knysna) to identify and facilitate engagement with applicable local communities.

No engagement with local communities may take place before award to the preferred Bidder.

Sites

Question 14  Can any equipment be left behind at the site / stored onsite until operation the following year?

In the Garden Route National Park, allowance will be made for semi-permanent infrastructure to be erected at the Diepwalle site only and then stored at the site until operation the following year, subject to the approval of SANParks. Semi-permanent refers to water tanks and environmentally friendly wooden infrastructure. A permanent foundation (such as concrete) may not be constructed for these semi-permanent structures. Visual impacts of these structures must also be considered. Semi-permanent infrastructure may not be erected or stored at the Kranshoek site. Conservancy tanks can be installed at the Diepwalle site, subject to approval by SANParks; further investigation is required to determine whether conservancy tanks would be suitable for the Kranshoek site, given the rocky substrate.
For the Kruger National Park, no equipment (other than approved equipment for the operation of boreholes) may be left onsite after operation each year. Any equipment stored onsite would be at risk of being damaged and/or destroyed by wildlife, or being carried away in floods. Therefore, to avoid this, the Operator should remove all equipment after operation of the facilities on an annual basis.

Question 15 Are the sites exclusive?

The Operator will have exclusive use of the selected sites during operation of the Mobile Tented Safari Facilities.

In the Garden Route National Park, the sites are next to the road. The road next to the Diepwalle site is a management road, and the general public will not have access to this road. For the Kranshoek site, there is a hiking trail that runs in front of the site, and private access roads behind the site. These will not be closed for the purposes of the Mobile Tented Safari Facilities.

Question 16 Is it necessary for the entire facility to be fenced for the sites in the Kruger National Park?

Any area where guests or staff are moving around at night should be fenced off, i.e. dining and sleeping areas. As noted in the Information Memorandum, the fences should be in the form of electric stranding. This must be low impact electrical fencing that can easily be removed between the on/off site periods.

Question 17 Will bush clearing be allowed to enhance views at the site?

Selective brush clearing may be allowed, subject to approval by SANParks.

Question 18 Will the Satara airport be available for use for the Satara site?

Provision has not been made for the use of the Satara Airport for the Mobile Tented Safari Facilities. The Operator could make use of the Skukuza Airport, Eastgate Airport in Hoedspruit, Kruger Mpumalanga International Airport in Nelspruit or the Phalaborwa Airport.

Question 19 Has the vegetation in Knysna recuperated after the fires that took place in 2017?

The vegetation is recuperating; however, some damage due to the fires is still apparent near the Kranshoek site, particularly on some of the steep north- and east-facing slopes. The fynbos area where the site is located has recuperated well.
Question 20  What wildlife is there in Knysna?

*Wildlife that is generally seen includes small antelope, such as bushbuck and blue duiker, bushpig, small mammals, honey badgers and carnivores such as caracals. Leopard have been recorded on camera traps but are very elusive and rarely seen. There has been no conflict with leopard to date in the area. The Knysna elephant roams through the Diepwalle area but is also extremely elusive and avoids people.*

*A more comprehensive list of wildlife is available on the SANParks website:* [https://www.sanparks.org/parks/garden_route/conservation/ff/mammals.php](https://www.sanparks.org/parks/garden_route/conservation/ff/mammals.php)

**Environmental authorisation process**

Question 21  Given that environmental authorisation processes need to take place for the selected sites, is 12 months a reasonable development period?

*Based on the type of activity, SANParks anticipates that a Basic Assessment Report process will be required and that 12 months should be sufficient time to conduct the process.*

Question 22  Does SANParks have a preference in terms of the Environmental Assessment Practitioner appointed to conduct the environmental authorisation process?

*No, it is at the discretion of the Operator as to who to appoint as the Environmental Assessment Practitioner. The Operator is fully responsible for the process and associated costs; however, SANParks must be consulted throughout the process.*

**Roads**

Question 23  In the Garden Route National Park, if the roads are upgraded for use by the Operator, who will be responsible for the cost thereof?

*The Operator will be responsible for the cost thereof, as well as subsequent maintenance activities. All upgrades are subject to approval by SANParks.*

**Telecommunication**

Question 24  For the sites in the Kruger National Park, can SANParks’ existing radio communication infrastructure be used?
A repeater system could be installed at each of the sites and SANParks’ existing radio towers could possibly be used. If such a system is approved and implemented, radio frequencies used by the Operator must not interfere with KNP radio frequencies.

Implementation of any radio communication infrastructure is subject to approval by SANParks and must be removed from the site following operation each year.

Water

Question 25 Are boreholes required for the sites in the Garden Route National Park?

No boreholes are not required – there are various water sources available in the surrounding area and these should provide sufficient water for the Mobile Tented Safari Facilities. The Operator will be required to acquire potable water at their own expense or harvest rainwater, making use of temporary onsite storage solutions.

Question 26 Are there any boreholes that could provide water for any of the facilities in Kruger National Park and can SANParks provide Bidders with a list of these?

It is unlikely that any of the existing boreholes will be able to provide water for the Mobile Tented Safari Facilities, based on the anticipated water requirements. Bidders should make provision for the drilling and registering of a new borehole at each of the selected sites.

Question 27 For the Kruger National Park, can water tanks be elevated on platforms to allow for gravity feeding?

It is recommended that a water pump be used instead of erecting platforms to elevate water tanks (unless water tanks are installed without concrete footings and with limited visual impact, which can be removed after the season and re-installed the following year).