PPP Opportunity
Seasonal Mobile Tented Safari Facilities
Site Visit
July 2019
## Agenda

1. **7:30 – 8:00** Coffee/Tea & Registration
2. **8:00 – 8:10** Welcome & Introduction  
   *Lihle Ndlovu*
3. **8:10 – 8:25** PPP Opportunity Overview  
   *Jeanette Greyvensteyn*
4. **8:25 – 8:45** Site Specific Requirements  
   *Lihle Ndlovu*
5. **8:45 – 9:00** Questions  
   *Project Team*
6. **9:00 – 12:30** Site visits (Kranshoek & Diepwalle)  
   *Lihle Ndlovu*
7. **12:30 – 13:00** Debriefing and closure  
   *Lihle Ndlovu*
Overview of Opportunity

• Full-service, catered Mobile Tented Safari Facilities, offering approved tourism activities
• Temporal and mobile in nature – all equipment to be removed from site after seasonal operation)
• One opportunity for:
  – One 50 guest bed facility in Knysna (Garden Route National Park) over the summer period (November, December, January, February, March and April)
  – Two facilities (60 – 80 total beds, depending on site) in the Kruger National Park over the winter period (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
  – To clarify, this PPP opportunity will not be split for Garden Route National Park and Kruger National Park
  – Single opportunity, to include both locations
  – As per above, bidding as a consortium allowed (with technical partner holding 30% shares in SPV)

• Bid to provide detail of SPV structure and roles & responsibilities
• Where a Bidder is made up of a number of parties, shareholders in one SPV may not in any way be shareholders of other SPVs bidding for the same PPP opportunity
Bidders Qualification Criteria

- **Financial Capacity:**
  - Minimum Gross Asset Value: R1 million
  - Minimum business turnover: R5 million per annum

- **Financial Requirements:**
  - Audited financial statements corresponding to the last two (2) years
  - Annual reports for the last two (2) years

- **Tourism Experience:**
  - 5 years proven operating experience in the tourism industry
  - Minimum two 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 over duration of contract
Evaluation

- Two-envelope system:
  - Envelope one: Functionality (including B-BBEE Proposal)
  - Envelope two: PPP offer and existing B-BBEE rating (80/20 system)

- Functionality – score at least 70% overall

<table>
<thead>
<tr>
<th>Elements</th>
<th>Financing and Capital Plan</th>
<th>Business and Operational Plan</th>
<th>Development and Environmental Plan</th>
<th>Risk Matrix</th>
<th>B-BBEE Proposal</th>
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</thead>
<tbody>
<tr>
<td>Weight</td>
<td>15%</td>
<td>40%</td>
<td>20%</td>
<td>5%</td>
<td>20%</td>
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<td>Minimum Threshold</td>
<td>50%</td>
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<td>50%</td>
<td>As per B-BBEE Proposal</td>
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Final Bid Evaluation Weighting

- All Operators that comply with the minimum thresholds for Functionality will continue to final round of evaluation
- Provisions of the Preferential Procurement Policy Framework Act & Regulations 2017 will apply
- B-BBEE = 20%
  - Existing B-BBEE rating (verified by a B-BBEE certificate)
  - For consortia: either the B-BBEE certificate of the majority shareholder or a Joint Venture B-BBEE certificate must be submitted for evaluation of the Bidder’s existing B-BBEE rating.
- PPP Offer = 80%
  - % of gross revenue committed
- As per the PPPFA & Regulations 2017, Objective criteria will be applied, which 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.
General

- Bid Bond – R100 000
- Minimum PPP Fee – R350 000 (same amount to serve as Performance Bond)
- Development Period – 12 months
- Environmental authorisation processes will need to be conducted for selected sites by the Private Party
- Private Party responsible for all activities and costs related to preparation, set-up, operation, management and removal of Mobile Tented Safari Facilities
- Minimum 10% local community shareholding in SPV – *no engagement until after award*
# Project Timetable

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
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<tbody>
<tr>
<td>Due Diligence Site Visits</td>
<td>12 July (GRNP)</td>
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<td>15 - 16 July (KNP)</td>
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<tr>
<td>Registration of Interested Bidders for Bidders Conference</td>
<td>2 August 2019</td>
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<td>Bidders Conference</td>
<td>6 August 2019</td>
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<tr>
<td>Submission of Written Comments and Questions by Bidders</td>
<td>19 August 2019</td>
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<tr>
<td>Distribute Minutes of Conference Qs and As</td>
<td>26 August 2019</td>
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<td>Tender Submissions</td>
<td>11 October 2019</td>
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<td>Bid Evaluation</td>
<td>14 October 2019</td>
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<td>Bid Adjudication</td>
<td>25 October 2019</td>
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<td>Contract Award</td>
<td>November 2019</td>
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Kranshoek Site

- 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 Co-ordinates: -34.087804, 23.239868

- Located south east of the Kranshoek Picnic Site and View Point, which are current attractions to the area for day visitors. The area overlooks a dramatic, rugged coastline
Capacity (Kranshoek)

- 50 guest beds
- Environmental authorisations required

Access Road

- Via Kranshoek Road, 3km gravel road from the N2 highway
- Alternative access road available permit would be required for access
- Road requires a high clearance vehicle
- Roads slippery and waterlogged during periods of moderate to heavy rain
- In such cases, contingency plan for access must be developed in consultation with SANParks
Diepwalle Site

- 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 (Diepwalle)

• 50 guest beds
• Environmental authorisations required

Access Road

• Via R339, a gravel road that is 17.2 km from the N2 and a smaller access road (1.6 km from the R339)
• Road requires a high clearance vehicle
• Roads slippery and waterlogged during periods of moderate to heavy rain
• In such cases, contingency plan for access must be developed in consultation with SANParks
Park & Ride Facility

• Park & Ride Facility to be developed, at cost to the Private Party, at an 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 off at an authorised site outside of the GRNP
- 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**

- 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

• Walking, hiking, cycling and mountain biking trails, self-drive 4x4 trails, kayaking
• Activities limited to existing trails to minimise environmental impact and for safety reasons
• Hikers to report to the nearest office before starting their hike
• 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.
• 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
Activities continued....

- 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
  - Shell midden sites in Kranshoek area
  - Self – drive 4x4 route consisting of various 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 EMP, EMP and OMP
Safety and Security

- Provision of security personnel is recommended. It is at the discretion of the Private Party whether security personnel should be armed or not. The site is in close proximity to local communities (± 5km)

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
Terms and Conditions

This document is a summary of the opportunities.

Please note that the Request for Proposal (RFP) and Information Memorandum documents are published on the SANParks Web Site (www.sanparks.org) and contains more detail on the opportunities and supersede this document.