



GOLDEN GATE HIGHLANDS NATIONAL PARK

PPP PROJECTS – SITE SUMMARIES





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A. Brief Background of SANParks

SANParks is a state run Conservation body

Manage a system of National Parks:

19 National Parks, i.e. Kruger & Table Mountain National Parks

Over 4 million Hectares of land across 6 Biomes

Core Functions:

Sustainable Conservation;

Socio-economic Tourism; and

Diverse and Responsible Tourism

State run tourism infrastructure

Public-Private Partnerships (PPP) are a key contributor to our ecotourism mandate

7500 beds (from budget to 5-star) and another 7500 camping beds





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B. PPPs in Protected Areas

“To reduce the dependence on state funding and improving existing operational efficiencies.”

Parks in remote areas / unlock potential for decent job creation

Global: conservation bodies looking for smarter ways of funding

SANParks – connect to society through Responsible Tourism (Vision 2020)

Community (People)

Business (Profit)

Conservation (Planet)





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B. PPPs in Protected Areas

SA has leading legislation – PFMA Regulation 16.10

SANParks is an established player in PPP's:

- Lodge Concessions

- Retail & various restaurants

- Activities

SANParks:

- Over 50 PPP contracts implemented



C. Understanding PPPs – Commercialise (PPP) vs Privatised



Privatize → Assets are sold

Commercialize (PPP):

➤ Assets are leased for a period of time (PPP)

➤ Risk Transfer (broad reason for PPP):

Commercial risk (market, capital, operation,..)
e.g. restaurants, airport (site) to Private Party

Brand alignment, reputation etc. joint – Conservation + marketing = demand.

Balanced & fair relationships are critical → “Partnership” understanding
Private and Public sector objectives



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D. PROJECT TIME TABLE

EVENT	DATE
Public Advertisements	20 August 2021
Provide Information Memorandum, RFP and PPP Agreement to Interested Parties	20 August 2021
Registration for Bidders' conference and site visit	31 August 2021
Site Visits	7 September 2021
Training\Workshop _ PPP Bid Compilation (Virtual)	15 September 2021
Bidders' submission of (Questions & Comments)	23 September 2021
Bidders' Conference	5 October 2021
Feedback _ (Questions & Comments)	19 October 2021
Tender Submission	19 November 2021





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E. Ring Fenced - PPP Opportunities (Site Summaries)

DISTRIBUTION OF HAND-OUTS





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F. QUESTION & ANSWERS



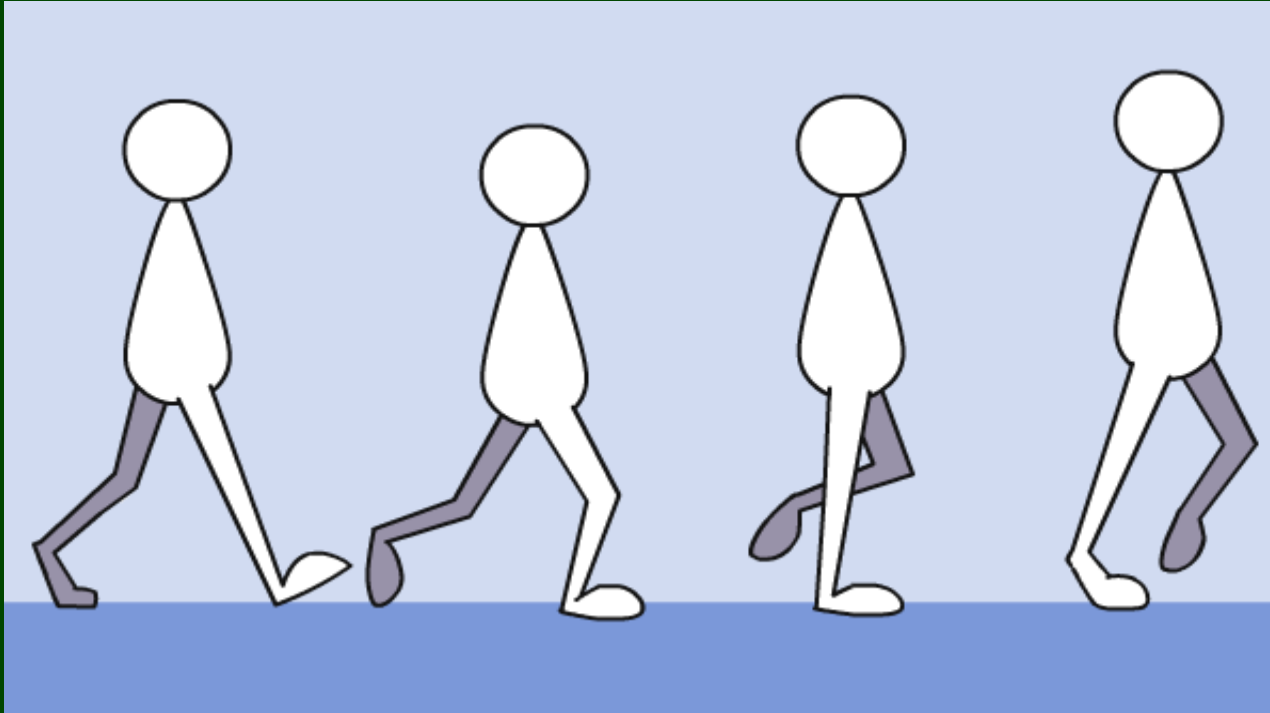
Please E-Mail questions to : banele.malie@sanparks.org





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THE SITE WALK



THANK YOU