NOTICE OF TENDER ANP 05/2016-17

Tourism PPP Opportunity for a twenty-year period

Ratelrivier Estate Agulhas National Park (ANP)

1 **Description:** The Ratelrivier Estate forms part of the ANP located in the Western Cape. It comprises of a collection of 18 and 19-century buildings. The estate has cultural heritage, palaeontology, and archaeological significance. The estate lends itself to a variety of uses that still need to be fully explored. Site use zone: SANParks manages the Ratelrivier area as part of the declared ANP, in terms of the National Environmental: Protected Areas Act (No. 57 of 2003) and in terms of the ANP’s approved Park Management Plan (PMP). The PMP designates ‘use zones’ and ‘visitor sites in the park. Ratelrivier precinct/estate lends itself to a variety of uses and is an identified visitor node and a secondary high volume node, “High Intensity Leisure” use zone per the PMP, earmarked to accommodate a mix of facilities for appropriate tourism, accommodation, environmental education, and/or recreational activities. Ratelrivier is located in an environmentally sensitive area. The buildings were badly burned during vegetation fires and restoration of many of the buildings of the estate has been undertaken. Please see Annexure A - N for locality and plan details, the heritage Annexure O and refer to the PMP. The estate can provide nature drives, including bird hide, mountain access as well as other activities namely hiking, dunes, ghost story and shipwreck tours to name a few.

2 **The opportunity:** To manage, operate and maintain the quaint, heritage cottages and the estate in the ANP as a multi-functional site. The facility can offer for catering and self-catering experiences, recreational activities, limited green vegetable farming, and tours (recreational and heritage). Events can be offered on the estate as well as health and spa facilities. Ideal for families, groups and nature enthusiasts.

3 **Buildings:** The Ratelrivier estate comprises of a collection ten buildings of 18 and 19 century farm buildings which consist of (See Annexures and tender documents):

- Main House (A) -552 sqm, Stable (B) – 515 sqm, Cottage 1 (C) – 24 sqm, Cottage 2 (D) -61 sqm and Cottage 3 (E) – 70 sqm. There are other cottages as well namely : Hunter’s Cottage/Cottage 4 (I) – 114 sqm, Workshop (F) – 545 sqm, Worker’s Cottage (J), Worker’s House/School house 1 (K) – 115 sqm, Worker’s House 2 (L) – 138 sqm and swimming pool. SANParks are currently undertaking the restoration of the buildings (A to E) and the swimming pool. The PPP tourism opportunity is to unlock buildings (A to E). Buildings (F to L) are available for restoration by the potential bidder wishes, as all buildings are part of the concession are of the Ratelrivier estate. Restoration and
refurbishment will be subject to SANParks approval and any applicable environmental and heritage requirements from relevant authorities.

4 **Equipment:** The successful operator will have to supply their own equipment. SANParks will provide for furniture and kitchen fittings for buildings A to E upon completion of restoration.

5 **Existing Utilities:** Electricity is provided for via solar panels for lighting and gas for cooking, hot water and refrigeration. A water supply system of 10,000 L/H was installed. There are 40,000 L water storage available that leaves us with a 3.6 day capacity. The existing sewer septic tank has a capacity of 12,000 L that includes a 3 day retention time. The required capacity for the facility if designed according to SANParks norms for facilities as mentioned above requires a septic tank of 33,600 L. Ratelrivier therefore requires an additional 21,600 L septic tank. The soak away would therefore also need to be upgraded.

6 **Possible Activities:** Accommodation in existing structures, tenting in surrounding area, restaurant, conferences, events, team building, hiking, slackpacking, birdwatching, guided interpretive cultural-heritage walks of nearby historical sites, catering, picnicking, adventure activities, to name a few.

7 **Responsibilities:** The effective management of the Ratelrivier estate rendering high quality standards in the tourism and hospitality sector with the accompanying responsibilities such as training of personnel, purchasing and control of stock, record keeping, generating of monthly reports and reporting to SANParks on a quarterly basis. An Operational Environmental Management Plan (OEMP) will be entered into with the operator, detailing management issues such as appropriate waste management, waste removal, infrastructure management, utilities management (water, sewer, etc.), landscaping, rehabilitation of vegetation, events restrictions and other operational issues taking cognizance of the historical and potential paleontological value of the estate. Any proposed improvements to the Ratelrivier estate are subject to any triggers in terms of the National Heritage Resources Act (No. 25 of 1999) and the National Environmental Management Act and relevant approval may be required from SANParks, Environmental and Heritage authorities. Recreational activity and commercial permitting systems of SANParks will apply to the operator.

8 **Term:** A twenty year contract will be drawn up with the successful respondent - starting potentially on 1 March 2017.

9 **Proposal and C.V.:** Respondents must submit a proposal that includes a monthly rental income and a percentage of annual gross turnover offering to SANParks, which will include escalation costs on the anniversary date, and full credentials to the postal address mentioned below.

The interested bidder must have:

a. The experience of three years in the tourism and hospitality sector and coupled with registration with the relevant accreditation bodies specifically in the tourism industry. Must demonstrate knowledge of the health and safety laws and regulations as well as have the relevant Licenses

b. Mandatory returnable documents

8.2.1 Submit all Documents in hard copy
8.2.2. Submit an original valid tax clearance certificate
8.2.3. Public Liability Cover certificate
8.2.4. BBBEE verification certificate
8.2.5. Company registration
8.2.6. Proof of financial standing by banking institution or auditor
8.2.7. Cash Flow Statement of business operations for TEN years.

9. The **briefing session** for prospective bidders will be held at Ratelrivier Homestead/Estate in ANP, next to Die Dam, on 15 July 2016 at 10h00, followed by a site visit. Please mail us if you are attending the site visit.

10. **Closing date / time for proposals:** 28 July 2016 at 11h00
11. **Attention:** Derick Strydom, Agulhas National Park, 214 Main Road, Agulhas, 7287
12. **E-mail and Enquiries to:** derick.strydom@sanparks.org
13. **Telephone:** 028 435 6078