NOTICE OF TENDER ANP 04/2016-17

Tourism PPP Opportunity for Private Operator for a five-year period

Rietfontein Commercial Tourism Facilities in Agulhas National Park (ANP)

1. Description: Rietfontein is one of the original and oldest Strandveld farms. The facility lies on the southern slope of Soetansberg from which the coast can be viewed. Management and site use zone: SANParks manages the area of Rietfontein and current assets of the site as part of a declared Agulhas National Park (ANP), in terms of the National Environment: Protected Areas Act (No. 57 of 2003). Management of ANP and its sites are set out in the approved Park Management Plan (PMP) of ANP. The PMP designates ‘use zones’ and ‘visitor sites’ in the park. Rietfontein is one of the identified visitor nodes of ANP and is designated as a “Low Intensity Leisure” use zone in terms of the PMP and thus earmarked to accommodate a mix of appropriate tourism, accommodation, environmental education and/or recreational activities, the specifics of which need to be informed by market research, local environmental and heritage surveys and detailed site planning. Rietfontein is located in an environmentally sensitive area. Site specifics: This historic estate called “Langhuis” (or ‘long house’) was originally established a stock post in the 1700’s. Rich in history, the (now called) Rietfontein estate was carefully reconstructed after it was destroyed by the devastating vegetation fires of 2003. The estate comprises of five Cape Dutch-style architecture buildings and accommodation facilities. There is also a barn (the Barn house) which can cater for large group gatherings, conferencing, etc., in the large venue room. Other rooms to the Barn house include male and female ablutions to the venue room, stores and one two-bed unit with a kitchen and bathroom (toilet & shower). There is an additional two-sleeper, stand-alone cottage on the site. The site has controlled access. The Rietfontein estate is situated approximately 60km from the Cape Agulhas Lighthouse off the Struisbaai / Elim road. The tarring of the Gansbaai-Bredasdorp route will give rise to increased numbers of visitors accessing ANP and historic farmsteads such as Rietfontein from the west. See Annexure A – E for locality and plan details.

2. The opportunity: The Rietfontein estate in ANP is available to manage, operate and maintain the quaint, heritage cottages and site as a multi-functional use site aligned with the activities for such a Low Intensity Leisure site described in the PMP (“cultural accommodation; conference facilities; groups”). The facility can be used for catering
and self-catering rustic experiences. Events can be also carried out on the estate as the facilities have a conference room. Ideal for families, groups and nature enthusiasts.

3. **Buildings**: Five restored cottages are available for use. They are

- 3 x stand-alone cottages, each with WC and shower, 2 single beds and kitchen with a gas fridge and 2-plate stove.
- The Barn House/The Barn: Long building with 1x large venue room (that can cater for group gatherings, conferencing, etc.), male, female and disabled ablutions to the venue room, 2 x store rooms and an adjoining cottage (consisting of 1 double bedroom, lounge, bathroom (with WC and shower) and kitchen with gas fridge and 2-plate stove).
- The Main house/ The Farmhouse: Long building of 3 x accommodation units sleeping total of 7. Unit 1: 1x double bedroom, 1x single bedroom, living area, bathroom (with WC and shower), and kitchen with gas fridge and 2-plate stove, unit accessible to the mobility challenged. Unit 2: 1x double bedroom, bathroom (with WC and shower), lounge and kitchen with gas fridge and 2-plate stove. Unit 3: 1x double bedroom, bathroom (with WC and shower), lounge and kitchen with gas fridge and 2-plate stove.

4. **Equipment**: The successful operator will have to supply their own equipment and other to the facility. The above mentioned cottages are fully furnished.

5. **Existing Utilities**: Electricity: Electricity at Rietfontein estate is provided by existing solar panels for lighting and gas for cooking, hot water and refrigeration. Please note that this current electricity supply is insufficient for undertaking any activities on the site such as conferencing. **Main house’s power supply**: Solar panels are separate from the Main house and power is sufficient for lights only. There are 2x100kg gas bottles, which operate two geysers, two 2-plate stoves and two fridges. There is one working plug point in conference room. **Barn house’s power supply**: Solar panels are separate from the Barn house and power supply is sufficient for lights only. Two 100kg gas bottles operates three geysers, three 2-plate stoves and three fridges. **Three Cottages’ power supply**: Solar panel supply only sufficient for lights. Two 100kg gas bottles operate the geyser, 2-plate stove and fridge. The supply **Water (Fountain)**: Fresh water is obtained from a nearby fountain and stored in 2x5000lt tanks, which supply all buildings with safe, clean, drinkable water. **Sewerage**: A septic tank with a capacity of 7000lt which is shared by the Barn House and the Main House.

6. **Possible Activities**: Accommodation in existing structures, tented camp, conferences, events, team building, cultural site interpretation (of rich history of buildings and site) hiking, slackpacking, catering, picnicking, adventure activities, etc. to name a few.

7. **Responsibilities**: The effective management of the Rietfontein estate and its restored facilities, 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. Any proposed improvements to the Rietfontein 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 five year contract will be drawn up with the successful respondent - starting (preferably) on 1 October 2016

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 FIVE 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 to Rietfontein at 13h00. Please mail us if you are attending the site visit

10. **Closing date / time for proposals**: 29 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