KNP Phalaborwa Gate Bush Braai Product : 2017
Objectives

A. To provide a brief background of South African National Parks
B. To discuss PPPs in Protected Areas & SANParks
C. Understanding PPPs & The PPP Opportunity
D. Bidder Qualification Requirements
E. Bush Site Management Discussion
F. Land Claimants and Local Communities
G. Evaluation process and Criteria.
H. Important dates and Open Discussion
A. Brief Background of SANParks

- SANParks is a state run Conservation body;

- Manage a system of National Parks:
  - 22 National Parks, i.e. Kruger & Table Mountain National Parks;
  - Over 4m Hectares of land, 6 Biomes;
  - Core Functions:
    - Nature Conservation;
    - Constituency Building; and
    - Tourism – State run tourism infrastructure – Beds (from budget to 5 Star) + 7500, Camping beds +7500
    - Public-Private Partnerships (PPP) is a key contributor to our ecotourism mandate.
A. PPP in Protected Areas

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

- Socio-Political Change
- 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, Business, etc (RT, Triple bottom line)
A. PPP in SANParks

- SA has leading legislation – PFMA Regulation 16.10
- SANParks is an established player in PPP’s;
  - SANParks effectively engages in Lodge Concessions (11), Shops & various restaurants (+35);
  - In addition, Cape Point Partnership, Table Mountain Cable Way etc
- SANParks:
  - Currently over 1900 jobs through PPPs;
  - Over 40 PPP contracts running;
  - Seen as good implementers of PPP.
B. Understanding PPP

- Commercialize (PPP) Vs Privatize
  - Assets are leased for a period of time (PPP) / assets are sold (Privatize);
  - 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.
C. The PPP Opportunity

Principle contractual terms

- 8 year operating term
- Bush Braai Product in Phalaborwa Gate of the Kruger National Park
  - Game Drives: Morning Game Drives (between 06h00 - 11h00) & Night Game Drives (between 16h00 - 22h00)
  - Catering: Bush Breakfast & Bush Dinner/Braai
  - Depending on operational plan – (drive 2hrs, dine 2hrs & return drives 1.5 hrs)
- Private Party provides **Open Safari Vehicle** (OSV’s), **Guide Game Drivers**, **Site Guards**, **Chefs**, **Waiters** and **Bar attendants**.
C. The PPP Opportunity

Principle contractual terms

- Guards on site equipped with rifles (protect catering team arrived before guests)
- Private Party is required to design site layout plan (dining area, food prep area, bar area, dishing section, enviroo loo section, fire pit location) detailed in RFP
- Fees payable to SANParks for the right to use a state asset – PPP Fees the higher of (Fixed PPP Fee R 10 000.00 or the variable Fee which is the % bided of the monthly turnover)
C. The PPP Opportunity

Principle contractual terms

- Currently no staff employed at the facility. Staff to be employed from Land Claimants or local communities (Private Party encouraged)
- No housing is allocated to this operation
D. Bidder Qualification Requirements

- Special Purpose Vehicle (SPV)

  - SANParks requires the bidder to create an **SPV** to undertake the PPP Project.
  - A bidder could be a single company, a joint venture or a trust.
  - The bidder must meet the operational and financial criteria as contained in the RFP.
D. Bidder Qualification Requirements

- Qualification criteria will apply (refer RFP document)
  - Financial Requirements:
    - Audited financial statements corresponding to the last two (2) years
    - Annual reports for the last two (2) years
    - Asset value of at least R1 Million.
  - Financial capacity
    - Outline ability to source suitable funding to perform under the PPP Agreement (refurbishment and maintenance)
D. Bidder Qualification Requirements

- Qualification criteria will apply (refer RFP document)
  - Experience
    - **Existence**: Must have been in the Tourism industry for at least 3 years.
    - **Turnover**: Turnover in operation proposed should not be less than R 2 million per annum.
E. BUSH SITE MANAGEMENT

ANNEXURE 4 : RFP
BUSH SITE MANAGEMENT

- The Private Party shall be required to develop and adhere to a five year (5) year maintenance plan which must be aligned to SANParks’ maintenance schedule.
- The Private Party shall be allowed to erect removable structures on site esp Enviroo Loo and storage facility that shall be less environmental impact and subject to SANParks’ approval.

- The Bush Braai Product is not dependent on heavy usage of water and electricity. Water shall be the responsibility of the Private Party.

- No erection of electricity is permitted on site.
BUSH SITE MANAGEMENT

- Waste Management
- Noise Pollution
- Light Pollution
- Site Management
- Fire Risk Management
- Vegetation
- Health & Hygiene
- Site Security & Safety
F. Land Claimants & Local Communities

- Land Claimants are important to SANParks and SANParks has an obligation to channel benefits to them.
- It will be a contractual commitment from the Private Party to fill positions that becomes vacant with staff from the Land Claimants (as priority) and as second priority from local communities.
G. Evaluation process and criteria

- Functionality (70% weighting, minimum threshold 70%)
- BEE (10% weighting, minimum threshold 65%)
- PPP Fee offer (20%)
G. Evaluation process and criteria

• Functionality
  – Business, Operational and Design Plan (40%)
  – Financing and Capital Plan (30%)
  – Risk Matrix (10%)
  – Environmental Plan (20%)

*Minimum threshold for all the above = 50%*
G. Evaluation process and criteria

- Business, Operational and Design Plan:
  - Background of the Operator (20%)
    - Outline of Markets area whilst in industry (20%)
      - International (Y\N) – (60%)
      - Domestic (Y\N) – (40%)
    - Outline cooking experience for tourists (40%)
      - Do you have a Guest House, Bed and Breakfast, Lodge (Catering for Tourists) – (20%)
      - Have you catered for Picnic Groups in remote areas – (20%)
      - Have you taken Tourists on a Game Drive (Y\N) (40%)
      - How long were the game drives and were they varies in routes taken? (25%)
G. Evaluation process and criteria

- Business, Operational and Design Plan:
  - What are the standard game drive times? (25%)
  - Experience in running OSV-Game Drives in Kruger National Park or any Game Park in South Africa. (50%)

- Operational Plan (40%)
  - Menu – (40%)
    - Will menu suite to the bush braai site? (15%)
    - Does it allow for options\tastes? (15%)
    - Does it allow for dietary options? (10%)
    - Will food presentation be in line with bush braai concept – outline concept (10%)
G. Evaluation process and criteria

- Business, Operational and Design Plan:
  - Does the menu contain at least the following options (10%)
    - Braai options which includes boerewors, white and red meat
    - Bakery options i.e (Garlic bread, normal bread, dumplings)
    - Dessert, i.e (Malva pudding etc)
    - Pap, sheba
    - Salad
    - Vegetables
  - Does the bush breakfast include the options (eggs, sausages, bacon, viennas and cereal package of cornflakes, muesli fruit breakfast salad, and fresh milk and yoghurt) (10%)
G. Evaluation process and criteria

- Business, Operational and Design Plan:
  - Will you provide a selection of coffees, teas and cold beverages including alcohol (license is required for this purpose) (10%)
  - Do you undertake to have a liquor license once you commence with operations of the bush braai product. (10%)

- Site Plan – (30%)
  - Submit a site layout plan with reference to at least the following: Dining section, Food preparation section, Drink beverage section, Fire pits locations, Enviroo loo section and Vehicle parking section (80%)
  - Outline initiatives to cater for people with disabilities i.e. (wheel chairs, blinds, deaf, walk in crutches etc.) (20%)
G. Evaluation process and criteria

• Business, Operational and Design Plan:
  ➢ Décor Plans – (30%)
    o Outline plans to make the site attractive and to adapt décor to compliment the bush braai Site (100%)
  ➢ Market Reach and Turnover Plans (10%)
    o Outline strategies to attract international and domestic visitors to the Bush Braai Product (70%)
    o Outline Initiatives of optimizing turnover (complement products) – biltong, nuts, storytelling, Telescope adventures - movable etc.) (30%)
G. Evaluation process and criteria

• Business, Operational and Design Plan:
  - Logistical Plans (10%)
    Operator must outline logistical plans of the following;
    - Catering: logistical plans from the business store warehouse - to the Park’s bush site area, which involves (Food, Drinks and Equipment etc.) (30%)
    - Staff\Employees: outline timetable schedules for the transport of staff from the store warehouse to the Park’s bush site and their return. (30%)
    - Guests\Tourists: interlink of the guests’ bookings, guests’ pick-ups, drives, bush breakfast\braai, return plan and timetable schedule. (40%)
  - Regulations and Qualifications (10%)
    The Private Party should demonstrate the following;
    - Commitment to comply with the South African Tourism Association regulations (SATSA). (30%)
G. Evaluation process and criteria

- Business, Operational and Design Plan:

  - Regulations and Qualifications (10%)

    The Private Party should demonstrate the following:

    - Commitment to comply with the South African Tourism Association regulations (SATSA). (30%)
    - Provide a trained and skilled Guide with the following qualifications: (40%)
      - Cathsseta qualification TGSP02 Level 2 nature site guiding; (25%)
      - First Aid level 1 certificate; (25%)
      - Valid driver’s license for vehicle being used; (25%)
    - Val id Professional Drivers Permit (PDP). (25%)
    - Provide a trained and skilled Guard with the following qualifications; (30%)
      - Full qualified Guard and Rifle handling at National Qualification Framework. (100%)
G. Evaluation process and criteria

• Business, Operational and Design Plan:
  - **Road Safety Initiatives (10%)**
    Due to the risk and dangerous nature of National Parks especially with wild and aggressive animals, the operator must outline the following;
    - Road Assistance Plans and resources of action while inside the Park (60%)
    - Emergency Response Plans and resource of action (30%)
    - Other safety initiatives (10%)
  - **Maintenance Schedule (2.5%)**
    - Existing training programs (weighting 30%)
  - **Existing Processes (2.5%)**
    - Private Party undertakes to compile (SOP) for the operation of the Bush Braai Product (80%)
    - Private Party must provide training plans of staff that shall be employed for the operations and duration of the project term (20%)
H. Important Dates

- Outstanding questions to be submitted to Banele Malie at banele.malie@sanparks.org by **30 March 2017**
- All questions asked during site visits and bidders conference will be collated and send to bidders by 30 March **2017**
- Finals tender docs (in case of amendment) to be published on the SANParks website on **31 March 2017**
- Bids to be submitted before **11h00 on 28 April 2017**
I. Open Forum, Discussions and Questions
THANK YOU