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. Bid Compilation – (examples)
G. Land Claimants and Local Communities
H. Evaluation process and Criteria.

I. 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

  o Public-Private Partnerships (PPP) is a key contributor to our ecotourism mandate.
B. 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 202
B. 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 activities & 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.
C. The PPP Opportunity

Principle contractual terms: Bush Braai Facility – KNP Phabeni Gate

- 8 year operating term
- The Product entails:
  - 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.)
- Operator provides 4 Open Safari Vehicle (OSV’s) 4X4, Game Guides, Site Guards, Rifles, Catering Equipment, Dining Equipment, Chefs, Waiters and Bar Attendants
C. The PPP Opportunity

- **Allocated game drive routes** – see draft PPP Agreement – (to be uploaded)

- **Allocated bush site** - Operator is required to design site layout plan (dining area, food prep area, bar area, dishing section, enviroo loo section, fire pit location and storage facility) detailed in RFP – Annexure 3 (B,O&D) – to accommodates PAX of 40

- **NB**: No EIA required for this opportunity – Not listed activity under NEMA\DEA – However operator is expected to “exercise duty of care” as per Environmental Proposal – (RFP) – Annexure 4

- 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

Current Staff Take-Over & Accommodation

- Currently no staff employed at the facility. Staff to be employed from Land Claimants or local communities (Operator 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
    - Asset value of at least R1 Million.
  - Financial capacity
    - Outline ability to source suitable funding to perform under the PPP Agreement (refurbishment and maintenance) – (funding institutions, equity) etc.
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 current operations should not be more than R 5 million per annum – *(change from R 2 million – internal resolution)*
E. BUSH SITE MANAGEMENT

ANNEXURE 4 : RFP
E. BUSH SITE MANAGEMENT

- The Operator shall be required to develop and adhere to a five year (5) year maintenance plan which must be aligned to SANParks’ maintenance schedule.

- The Operator 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 Operator.

- No erection of electricity is permitted on site.
F. BID COMPILATION - ENVIRONMENTAL PROPOSAL ANNEXURE 4

- Waste Management
- Noise Pollution
- Light Pollution
- Site Management
- Fire Risk Management
- Vegetation
- Health & Hygiene
- Site Security & Safety
F. EXAMPLE – REQUEST FOR PROPOSAL

24.5 Kruger National Park Hot Work Permit (5%)

24.5.1 The Private Party undertakes to comply with the conditions as set out in the Kruger National Park Hot Work Permit. (100%)

24.6 Waste Management (10%)

24.6.1 The operator shall provide vermin proof bins on site and ensure that the bins are securely anchored. (30%)

24.6.2 The operator will ensure that bins are provided with liners to aid waste removal. (30%)

24.6.3 The operator will have waste separation procedures in place to guide the following: (40%)
F. EXAMPLE – GOOD SUBMISSION\PROPOSAL

25.5 Kruger National Park Hot Work Permit (5%)

25.5.1 The Private Party undertakes to comply with the conditions as set out in the Kruger National Park Hot Work Permit. (100%) Should the SPV be successful in this Bid, we will apply for a Kruger National Park Hot Work Permit from SANParks in order to operate the bush breakfast and bush dinner/braai and agree to comply with the conditions as set out in the permit.

25.6 Waste Management (10%)

25.6.1 The operator shall provide vermin proof bins on site and ensure that the bins are securely anchored. (30%)

The SPV understands the need for good waste management and securing bins from vermin, monkeys and baboons. All bins will be colour coded for sorting waste on site and will have monkey/baboon proof closures with smooth rounded sides to discourage any smaller vermin from gaining a purchase to gnaw through the bins. (Vermin/rats can eat through almost anything – including plastics, metal wire and concrete.) Bins will be UV stabilised and made from 100% recyclable material and wrapped in 1cm square galvanized mesh for added protection.
F. EXAMPLE – POOR SUBMISSION PROPOSAL

Waste

To reduce the waste we send to landfill by 50 Tonnes
G. 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 Operator to fill positions that becomes vacant with staff from the Land Claimants (as priority) and as second priority from local communities.
H. Evaluation process and criteria

The three main elements and the two-Envelope system;

- Bids will be evaluated on three main elements: Functionality, BEE and the PPP Fee Offer.
- Envelope 1 – (Functionality and BEE (SPV) elements) – 75%
- Envelope 2 – (current BEE status + PPP Fee Offer) opened by pre-qualification.

<table>
<thead>
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<th>PPP fee</th>
<th>BEE</th>
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<td>20%</td>
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H. Evaluation process and criteria

- Provisions of the PPPFA will apply for calculation of the Bidder’s existing BEE status

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<td>Non-compliant contributor</td>
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H. Evaluation process and criteria

- Functionality – (75%) – (Break-Down)
  - Business, Operational and Design Plan (40%)
  - Financing and Capital Plan (20%)
  - Risk Matrix (10%)
  - Environmental Plan (20%)
  - BEE (10%) Minimum threshold (80 points)

*Combined Minimum threshold for all the above = 75%*
Amendments to the Tender Documentation

Take note of the following changes in RFP

1. **Clause 5.1.3** read together with **Clause 20.3.1.3** – Turnover of R 5 million per annum.

2. **Clause 12.1.2** read together with **Clause 14** of the RFP – Functionality weighting – 75% instead of 65%.

3. ****** Annexure 6 BEE Obligations******
   (Small enterprise scorecard applicable for this opportunity)
I. Important Dates

- Outstanding questions to be submitted to Banele Malie at banele.malie@sanparks.org by **25 February 2019**
- All questions asked during bidders conference will be collated and sent to bidders by **28 February 2019**
- Final tender docs (in case of amendment) to be published on the SANParks website on **25 February 2019**
- Bids to be submitted before **11h00 on 15 March 2019**
Open Forum, Discussions and Questions
THANK YOU & ALL THE BEST