Question and Answer Document

In respect of the site visit for the Bush Braai PPP opportunity in the Phabeni Gate of the Kruger National Park

Attended 12 February 2019
Phabeni Gate Bush Braai PPP Opportunity Site Visit Question and Answers Session

1. Question on *Existing Operations and Concessions*

   1.1 Any possible conflict of interest with *Nkambeni Concession*?
   1.2 Where does the concession start and ends?
   1.3 Confirmation that the site is not on the *Echo Africa Safaris Concession*?
   1.4 Confirmation that the road to the bush site is only reserved for the successful bidder and official SANParks and no other operator including *Echo Safaris* will have access or usage of it?
   1.5 Can *SANParks’ OSV’s* be hired if additional capacity is needed?
   1.6 Is there a current Bush Braai operator at Phabeni? *Private Kruger Safaris* are currently advertising this service on their website as using the Phabeni Gate?
   1.7 If yes, where do they make use of the facility and what is their pricing?

   **Answer:**

   1.1 No Conflict - the Concession is not in SANParks’ land/premises.
   1.2 refer to 1.1
   1.3 No – Echo Africa Safaris partnered with Nkambeni Safaris – their drive along the bush site road will cease as soon as Phabeni Bush Braai Facility commence operation.
   1.4 Yes – all game drives currently using the road will stop – as Phabeni Bush Braai commence with operations.
   1.5 No – SANParks will not be involved in any of the concessionaire business operations – except when exercising its obligations under the PPP Agreement – “Compliance Monitoring”
   1.6 Yes – through My Acre of Africa – to contain conflict – the current operator will cease operations – as Phabeni Bush Braai Facility commences operations
   1.7 My Acre of Africa – we have no access to their pricing

2. Question on *Local Community & Land Claimants Involvement*

   2.1 Names or contact details of persons of the communities that have a claim on the land?
2.2 What community must be engaged for staffing of the operation of the successful bidder

**Answer:**

2.1 *SANParks Community Investment Development (CID) department can be contacted in this regard.*

2.2 *SANParks never specifies the exact persons or communities – so long as the local entity is from the close vicinity of the Phabeni Gate and has auditable company statements.*

### 3. Question - **Operating Times**

3.1 Currently SANParks operating times end at 22h00 yet bidders have to exit gate at 21h00 – is there not a 22h00 exit time frame?

3.2 The early drive time starts from 06h00 to 11h00 – can this not follow the gate opening times?

**Answer:**

3.1 *Night drives start 16h00 – Bush braai/dinner must be finalized by 21h00 – Private Operator to depart Park with guests by 22h00*

3.2 *Morning drives start 06h00 – Bush Breakfast must be finalized by 10h00 – Private Operator to depart Park with guests by 11h00*

### 4. Question - **Reception Facility**

4.1 Is the successful bidder able to have a reception facility outside the Phabeni Car-Park area adjust cent the entrance bridge

4.2 Can the reception facility be a temporary construction type facility?

**Answer:**

4.1 *No – the Private Operator is only allocated the bush site for this opportunity.*

4.2 *refer to 4.1.*

### 5. Question – **Conservation Fees**

5.1 Must the operator pay the Park’s conservation fees per guest?

5.2 If Yes – what rate will be used between International and Domestic guest rate?
5.3 Must the Park entry fee be paid for per guest?
5.4 What about guests wanting to do early and night drives?
5.5 Please confirm if the successful bidder’s OSV will be able to park at the Phabeni parking areas when not in use for no fee?

**Answer:**

5.1 Rates payable by guests are 50% of the rates applicable to locals, SADEC and international guests under the PPP Agreement – guests with WILDCARDS shall not be expected to pay conservation fee.
5.2 Refer to 5.1
5.3 The Private Operator has an option of including conservation fee in the bush braai package or allow the guests to pay for themselves – we advise on the former except for guests with WILDCARDS.
5.4 In the event of re-entry to the Park on the same day, guests must have the original receipt to obtain the additional 50% discount.
5.5 Parking at the reception is only available for visitors to the Park – No Parking is reserved for vehicles not in use.

6. **Question – Financial Qualification Requirement**

6.1 Why has the maximum revenue threshold been set – small operators might be excluded from participating and prejudice bidders?
6.2 The threshold seems illogical – given the maximum turnover of R 2million versus the Net Asset Value of R 1million rand – is this correct?

**Answer:**

6.1 The maximum threshold has been amended from R2 million to R5 million. No further consideration will be given to the matter.

7. **Question – General**

7.1 Please confirm that no EIA is required?
7.2 Is 40 Pax the maximum number of guests at any time?
7.3 Can SANParks staff be approached to freelance as rangers?
7.4 Can storage containers be placed in location out of the main viewing areas for storage facility?
Answer:

7.1 The operation of the bush braai is not a listed activity in accordance with the NEMA EIA Regulations and therefore does not require any environmental authorisation from the DEA. The Private Operator must however still exercise due diligence and apply the ‘duty of care’ principles in addition to strict compliance with all SANParks and KNP’s internal rules and policies.

7.2 Yes – see article 11 of the Information Memorandum “Equipment and Human Resource” page 14 of 57.

7.3 No – SANParks staff shall not be involved in the operations of the Facility under this PPP Agreement – except when exercising duty of compliance monitoring.

7.4 Yes – the Private Operator shall decide where to strategically place the infrastructure in the allocated bush site area – subject to SANParks’ approval.