Question and Answer Document

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

Attended 15 & 17 July 2019
Phalaborwa Gate and Phabeni Gate Bush Braai PPP Opportunity Site Visit

Question and Answers Session

**Question 1**

*Park and Ride Facility*

Will guests be allowed to park at the KNP gates in their private vehicles prior to being collected at no charge - please confirm this.

**Answer 1**

This was arranged with the Phabeni Gate from the previous tender – unsure with Phalaborwa – Phalaborwa Gate KNP management to decide.

**Question 2**

*Conservation Fees*

Confirm rates/tariffs (SA resident and Non-SA resident)?

**Answer 2**

The 50% discount rate applies – to both domestic and international guests (R93.00/2 = R47.00 and R 372.00/2 = R 186.00) respectively.

FREE entry for wildcard members.

**Question 3**

*Rifle - Armed OSV Guide and Guard*

None of the game drive OSV vehicles require an armed ranger until they exit at the designated braai sites - please confirm-

**Answer 3**

The OSV guide may not be armed during the morning drives (during the day) BUT must be armed during night drives.

For safety reasons – rifle would be recommended at all times to avert possible danger in events like trye puctures etc.

**Question 4**

*Storage Facility*

Will the shipping container type storage facility be permissible?

**Answer 4**

Yes – subject to SANParks approval upon considering of measures taken to mitigate negative visual impact, and a neutral colour which blends in with the natural
environment. (camoflounge net covers) – recommended.

***SANParks will monitor compliance of the above)***

**Question 5  Provision of Project Documentation**

Will you provide the KNP Hot Work permit requirement, KNP Code of Conduct and KNP Green Design Guidelines?

**Answer 5**

Yes – via e-mail upon request – please note: the KNP Green Design Guidelines are not required for this opportunity

**Question 6  Alternative Site**

Will an alternative site be made available in adverse weather conditions for the bush braai facility.

**Answer 6**

No – only sites allocated as per the PPP Agreement

**Question 7  Contract Term**

Confirmation of the project term

**Answer 7**

8 year project term and SANParks reserves the right to re-tender or conduct in-house continuation

**Question 8  Development Period Phase**

Confirmation of the development period term

**Answer 8**

A period of up to 6 (six) months reckoned from the Signature Date, during which the Private Party will refurbish the Phalaborwa Gate Bush Braai Facility Site in line with
Private Party’s brand in order to commence with full trading activities thereat; provided that in the event the refurbishment is completed earlier than 6 (six) months from the Signature Date, this period shall be adjusted accordingly to such earlier date as may be stipulated by SANParks in writing.

**Question 9**

**Exclusivity Right to operate the Bush Braai Facility**

Will there be no other competing bush braai operations at the gates

**Answer 9**

Exclusive right to operate bush braai is limited to the drives combined with meal offering) – existing game drive operators shall continue to operate game drives, however dining is prohibited.

**Question 10**

**EIA Approvals for the Bush Braai Facility**

Will there be any EIA approvals needed for the operation of the Bush Braai Facility

**Answer 10**

No - It is not a listed activity provided that no more than 300 square meters of indigenous vegetation is removed.

**Question 11**

**Community or Land Claimants Details**

Will you provide details for the community and land claimants to be considered for employment opportunities

**Answer 11**

Interested Parties can confirm their willingness to promote B-BBEE by entering into agreements with local community trust partners through the assistance of SANParks’ Social Economic Development (SED) department.

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**Question 12**  
**Qualification to a Larger Entity**

Will SANParks contemplate a change in the bidder qualification to a larger entity (no revenue cap) who in turn then makes use of a 30% SMME entity

**Answer 12**

The technical partner must meet the minimum requirement for 30% shareholding in the SPV.

It is important to note that these smaller opportunities are aimed at SMMEs – SANParks does also offer larger opportunities that large and established tourism operators can apply for. The objective of ring-fencing is to provide opportunities for SMMEs to participate in PPP opportunities

**Question 13**  
**Exclusivity of Access Roads**

Please can you confirm that the access roads are exclusive for the bidder and official SANParks vehicles only

**Answer 13**

Only roads leading to bushdining site shall be exclusively for the bidder during ONLY during the contracted times. The game drive routes are open to public.

**Question 14**

Can a permanent Bedouin tent type coverage be established at Masorini site for the bidders exclusive use? Unsure with permanent as compared to temporal tents as discussed on site visit on wet weather conditions

**Answer 14**

To be discussed at Contract Negotiation with preferred bidder

**Question 15**  
**Sable Road S 51**

Can the Sable road S 51 be blocked during bush breakfast and bush braai guest experience

**Answer 15**

Bush Dinner Braai’s would not be affected with normal tourism traffic as this activity takes place after gate operational hours. The only vehicles which will utilise the Sable road will be Phalaborwa Gate activities, which is a maximum of 3 vehicles. As for bush breakfasts which will take place during normal operational hours; our day visitors do find Sable birdhide as a popular stop en therefore the road can not be closed
**Question 16**   
**Mesorini site (max 100 pax)**

Are we allowed to organise the following weekly weekend events in combination with afternoon gamedrives? Weddings, birthday, anniversary groups

**Answer 16**

No – The Bush Braai Facilities are limited to game drives (morning and night drives) and meal offering (breakfast and dinner). Birthdays and Anniversary groups **MUST** be in game drives before refreshments that **ALSO** must be within the contract operation hours. Meal offering and game drives in isolation is prohibited under the PPP Agreement.

**Question 17**   
**Road Infrastructure Phalaborwa**

a. Our concern is that the Phalaborwa KNP region (upto 20km from Phalaborwa Gate) will not have a sufficient number of roads available to deliver a quality am or pm gamedrive while sharing these roads with the public, the KNP morning and nightdrives and the future gamedrives operated by the Phalaborwa Safari Lodge and the Phalaborwa Wild Activity Hub?

b. Will you be able to open up KNP management roads exclusively to the OSV operator?

c. Will you develop additional roads?

**Answer 17**

We have allowed these concessionaires to open and develop a specific number of kilometres of class D (Two spoor non-all weather roads) for guided game viewing. KNP management roads were originally developed for the purpose to get access through wilderness blocks and are generally not conducive to game viewing. If there are management roads available in the proposed concession area then it should be included in the proposed concession road network. This will then form part of the EIA process.

**Question 18**   
**Costs and Pricing**

(a) Please advise % or fixed rate of Conservation fee which will be charged to Bush
Breakfast (approx 4hrs) and Bush Braai (approx 4hrs)

Answer 18
The 50% discount rate applies – to both domestic and international guests (R93.00 and R372.00+) respectively, FREE entry for wildcard members.

(B) Will Sanparks have any say in minimum or maximum rack rate for these activities

Answer 18
No – the Private Party sets the price, however SANParks reserves right to challenge over-pricing

**Question 19**  Marketing

a. Will Sanparks be able to market these activities on their website?

Answer
No – SANParks may accept brochures but not display boards

b. Could these activities be online bookable on the SANParks website?

Answer
No - Private Party to manage own booking

c. Can we put up marketing material at KNP Phalaborwa Gate?

Answer
we accept brochures but not display boards