



KWS/EOI/TCA/07/2010-2011

GUIDELINES FOR EXPRESSION OF INTEREST

**Leases For Development and Operation of Tourist
Accommodation Facilities**

In the

Tsavo Conservation Area

*Tsavo East National Park
Tsavo West National Park
Chyulu Hills National Park*

CLOSING DATE: FRIDAY 03RD SEPTEMBER 2010

TIME: 12.00 NOON

Kenya Wildlife Service, Headquarters, PO Box 40241, Nairobi, Kenya

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tourism@kws.go.ke

Website: www.kws.go.ke

Date.....2010

To: _____

Address: _____

Dear Sir/Madam:

REQUEST FOR EXPRESSION OF INTEREST, Tender No. KWS/EOI/TCA/07/2010-2011

Kenya Wildlife Service (KWS) wishes to develop tourist accommodation facilities in the Tsavo Conservation Area (TCA). Parks targeted include Tsavo East National Park, Tsavo West National Park and Chyulu Hills National Park.

We invite prospective and eligible firms to express interest in developing accommodation facilities indicated in the following identified sites:

Type of Facility	Max. Bed Capacity	Name of Site	Protected Area
Luxury tented camp /Ecolodge	30	Ithumba (Makuna)	Tsavo East National Park
	30	Roka	Tsavo East National Park
	30	Lake Jipe	Tsavo West National Park
	30	Kanjaro	Tsavo West National Park
	30	Old Rombo	Tsavo West National Park
	30	Manda	Tsavo West National Park
	30	Kishushe	Tsavo West National Park
	30	Mukururo	Chyulu Hills National Park
	30	Satellite	Chyulu Hills National Park
	24	Utu/Sinai	Chyulu Hills National Park
Restaurant	-	Man-Eaters	Tsavo West National Park
Star Bed Camp	10	Tharakana	Tsavo East National Park
	10	Utundani	Tsavo East National Park

Leases will be awarded to develop and operate Luxury Tented Camps, Eco-Lodges and Star Bed camps within a period of not more than twelve months (12) of lease signing. General terms of site use are as below:

1. The lease period for Eco-Lodges and Luxury Tented Camps will be for an initial twenty (20) years renewable for a further five (5) years subject to satisfactory performance.
2. The developer will undertake to construct an Eco-Lodges or Luxury Tented Camps not exceeding 30 beds and/or 10 beds for a Star Bed Camps on any of the sites.
3. Preference will be given to investors wishing to develop multiple sites across the TCA.
4. In addition to the proposed principal site, developers are advised to indicate their second and third choice of sites. In case they are not successful in being shortlisted for their first choice, they will be considered for their second or subsequent choice.

5. The successful developer will manage the facility in accordance with KWS's Parks/Reserves tourist facilities regulations.
6. Eligible developers will be expected to provide proof of their capability and experience in developing and operating similar tourist accommodation facilities. Suitable firms will be shortlisted on the basis of the written EOI submitted to KWS.
7. Interested eligible investors can obtain a prospectus containing description of sites, site development specifications and rent rates from the Procurement and Supplies Office, Ndovu Court, KWS Headquarters, Langata Road from **23rd July 2010** between 9.00a.m. – 4.00p.m on Monday to Friday.
8. A pre-bid meeting will be held on **9th August 2010 at 10.00am** at KWS HQs Langata Road, Nairobi.
9. This document contains guidelines for submission of Expressions of Interest and is purchased on payment of a non-refundable fee of Kshs. 3,000. **Payment receipt should be attached during submission of the EOI.** Payment office located at KWS HQs closes between 1-2pm.
10. Complete EOI documents in plain sealed envelopes clearly marked; ***EXPRESSION OF INTEREST, KWS/HQs/EOI/133/2009-2010, LEASES FOR DEVELOPMENT AND OPERATION OF TOURISM ACCOMMODATION FACILITIES IN THE TSAVO CONSERVATION AREA/TSAVO WEST NATIONAL PARK/TSAVO EAST NATIONAL PARK/CHUYULU HILLS NATIONAL PARK (as appropriate)*** and addressed to the **Director, Kenya Wildlife Service, P.O Box 40241 00100 Nairobi** should be returned and deposited in the tender box at the entrance of Simba court on or before **3rd September 2010 at 12.00 noon.**
11. Returned EOI will be opened immediately thereafter in the presence of developers and/or their representatives who choose to attend.
12. Following evaluation of the Expressions of Interest, shortlisted developers will be invited to participate in a formal tender whereby they will be required to submit detailed technical and financial proposal in a format to be provided.
13. Selection of firms to be awarded leases will be in accordance with guidelines set out in the Public Procurement and Disposal Act, 2005 and the Public Procurement and Disposal Regulations, 2006.

DIRECTOR

1 INTRODUCTION

1.1 Background

The TCA accounts for over 20% of average annual visitation into KWS parks. However, tourism development and utilization in the area is spatially concentrated in High Use Zones of Voi and Mzima in Tsavo East and West respectively. This is only 30% of the total Conservation Area's land. Density of tourism infrastructure and facilities coupled with visitor concentration threatens the authenticity and quality of the parks tourist product and also limits realization of the entire conservation area's tourism potential. 70% of the conservation area remains underutilized.

KWS has put together a comprehensive management plan for the TCA to be implemented between 2008-2018. The goal of this plan is to ensure that the *"Tsavo Conservation Area's position as a premier tourist destination is maintained and enhanced"*. In addition to managing traditional vehicle-based tourist activities in the high use area, the plan proposes to diversify TCA's tourist experience by promoting investment in low volume, high value tourism in the conservation area's low use and wilderness areas.

We intend to offer new sites for development of high quality tourist accommodation facilities in the low use and wilderness activity areas of the TCA to support high quality, low-density wilderness based visitor experience. To prop up the areas for investment, KWS will in the plan's life enhance their management and administration systems. Roads, bridges, security and management presence will be put in place to promote accessibility and use of the areas.

We have identified **twelve (12)** sites for development of Luxury Tented Camps and Eco-lodges within Tsavo East, Tsavo West and Chyulu Hills National Parks and **one (1)** site for the development of a restaurant in Tsavo West National Park. We wish to invite private sector investors to partner with us in developing top-market tourist accommodation facilities in these sites through lease agreements.

This is a lucrative commercial opportunity for both KWS and the private sector partners. We expect that, these developments will leverage on the opportunity to create a diversified tourist product that will be easily integrated into, complement and enrich the already popular Tsavo tourist circuit.

2 Format and Requirements for Completion of EOI

2.1 Mandatory Documents

Developers are required to attach copies of the following documents as part of their EOI:

1. Copy of the certificate of incorporation
2. Copy of VAT certificate
3. Valid, up- to- date tax compliance certificate
4. Latest one year Audited accounts.

Failure to submit any of the above will result in disqualification. Any proponent specifically exempted from any of the items (1) – (3) listed above may provide written proof of the same.

2.2 Corporate Documentation

Proponents are expected to submit information that addresses items contained in the table below:

Item	Expected Information	Required Format
2.2.1 Profile	a) Legal Status	State whether the firm is a Limited Liability, Sole proprietorship or Partnership
	b) Firm/Corporate history	Provide a Short narrative of origin, development, mission and values of the company.
	c) Qualification and technical expertise of key personnel in the firm	See Appendix for Format of submission of CVs
2.2.2 Experience in operating or developing similar facilities	a) An Adequate demonstration of experience in developing and /or operating tourist class catering or accommodation facilities. A satisfactory track record in operating tourist facilities in Protected Areas or wildlife tourism attractions is advantageous.	Short narrative stating: <ul style="list-style-type: none"> • Name and Location of similar projects developed in last five years • Scale/size of developments in terms of bed capacity, restaurants. • Occupancy and profitability of operated facilities.

2.3 Proposed Development Plans

Additionally proponents will be expected to provide a brief narrative of their proposed development plans stating the following:

Item	Expected Information	Required Format
2.3.1 Type of Facility	a) With reference to site use definitions as provided in the prospectus	State whether the firm intends to develop: An Eco-Lodge, Luxury Tented Camp or Star Bed Camp
2.3.2 Site	b) Selected site for the proposed development	<ul style="list-style-type: none"> • Site coordinates • Size of land in acreage
	c) Second and third choice of site (in the case of an intention to develop multiple sites.	<ul style="list-style-type: none"> • As above
2.3.3 Construction, design and development concept	d) An interpretation of the park theme showing how the proposed facility will respond to needs and preferences of the target market and how it will improve the park's touristic value	Narrative indicating <ul style="list-style-type: none"> • Materials to be used in construction • Design themes & concepts • Number of beds (maximum is prescribed in the prospectus) • Visitor amenities including restaurants, gift shop, swimming pool. Etc • Visitor service catering Prospective developers are not required to supply KWS with detailed technical drawings, illustrative sketches or artist impression of the proposed developments will suffice
2.3.3 Multiple site proposal	Where developers are proposing multiple sites, a similar brief narrative of proposed development plans should be provided for each proposed site. It is not necessary to indicate second and third choices of site in the case of multiple sites other than the principal site.	

2.4 Evidence of Financial capability

Item	Expected Information	Required Format
2.4.1 Bankers	Contact details of at least one of its bankers	Contact details
2.4.2 Project Financing	Evidence and/or Plan to access financial resources to undertake the proposed project.	Evidence of Cash, Cash equivalents and /or Credit line.

3 Evaluation Criteria

Expression of Interest will be evaluated on their responsiveness to the above requirements based on the following criteria:

Item	Particulars	Maximum Score/Points
2.1	Mandatory Documents	No Go
2.2	Corporate Documentation	15
2.3	Proposed Development Plans	20
2.4	Evidence of Financial capability	15
	TOTAL	50

Expressions of Interest scoring at least seventy per centum (70% or Thirty Five points 35 points) will be pre-qualified.

4 Additional Instructions

All responses should be **typed** and their numbering to correspond with that prescribed in **Section 2: Format and Requirements for Completion of EOI**. Please include all attachments as required in the format for expression of Interest.

Pre-qualified investors will be required to submit detailed technical and financial proposal(s) for their site(s) of interest in a format of solicitation documents to be provided.

5 Appendix

CV FORMAT FOR FIRM'S DIRECTORSHIP AND/OR KEY PERSONNEL

Name of Firm:			
Name of Staff:			
Years with Firm/Entity:		Nationality	
Detailed Tasks Assigned:			
Key Qualifications:			
Education: Institution: Year: Course:			
Employment Record:			
Summary of relevant Experience:			
Language proficiency:			
Language	Speaking	Reading	Writing
English			
Kiswahili			
Certification: <p>I, the undersigned, certify that these data correctly describes my qualifications, experience, and confirms my availability to the firm for the proposed development should we be awarded the lease. I declare that I am not affected by any potential conflict of interest and have no particular link with other proponents or parties involved in the project.</p>			
[Signature of staff member]		Date:	
[Signature of authorized representative of the firm]		Date:	
Full Name of Staff Member:			
Full Name of authorized representative:			