

KWS/OT/M&BD/15/2011-2012

GUIDELINES FOR EXPRESSION OF INTEREST

Leases For Development and Operation of Tourist Accommodation Facilities

In Various National Parks & Reserves

Tsavo West National Park

Chyulu Hills National Park

Mt. Elgon National Park

Sibiloi National Park

Aberdare National Park

Meru National Park

Mt. Kenya National Park

Ruma National Park

Kakamega Forest National Reserve

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tourism@kws.go.ke

Website: www.kws.go.ke

Date.....2012

To: _____

Address: _____

Dear Sir/Madam:

REQUEST FOR EXPRESSION OF INTEREST, Tender No. KWS/OT/M&BD/15/2011-2012

Kenya Wildlife Service (KWS) wishes to develop tourist accommodation facilities in various National Parks. Parks targeted are Tsavo West, Chyullu, Sibiloi, Aberdares, Mt. Elgon, and Meru Mt. Kenya, Ruma and Kakamega National Parks/Reserves.

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

Protected Area	Site	Proposed Development
Chyulu Hills National Park	Mukururo	30 Bed Luxury Tented Camp/ Eco-Lodge
	Satellite	30 Bed Luxury Tented Camp/ Eco-Lodge
	Utu/Sinai	30 Bed Luxury Tented Camp/ Eco-Lodge
Tsavo West N.Park	Kishushe	30 Bed Luxury Tented Camp
	Old Rombo	30 Bed Luxury Tented Camp
	Kanjaro	30 Bed Eco-Lodge/ Luxury Tented Camp
	Lake Jipe	30 Bed Eco-Lodge/ Luxury Tented Camp
	Man Eaters	Restaurant
Meru N.Park	Kenmare	60 Bed Eco-Lodge/ Luxury Tented Camp
Mt. Elgon N.Park	Kasawai gate	30 Bed Luxury Eco-Lodge
Aberdare N.Park	Shamata Malewa river site	30 Bed Luxury Eco-Lodge
	Shamata Grassland site	30 Bed Luxury Eco-Lodge
	Shamata Rhino gate	10 Bed satellite camp/treetop house
	Shamata Dyer's Salt lick	10 Bed satellite camp/treetop house
	Shamata Wambuku	30 Bed Luxury Eco-Lodge
Sibiloi N.Park	Camp Turkana	30 Bed Luxury Eco-Lodge
Mt. Kenya N.Park	Mintos Hut	40-bed climbers & porters bunkhouse
Mt. Kenya N.Park	Liki North Hut	40-bed climbers & porters bunkhouse
Mt. Kenya N.Park	Sirimon Glade	30-bed eco- lodge
Ruma National Park	Nyati campsite	30-bed eco-lodge

Kakamega Forest National R.	Forest site	30-bed treetop lodge
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Leases will be awarded to construct and operate Luxury Tented Camps, Eco-Lodges, Huts and 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 the facilities 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 the facilities within the stipulated bed capacity limits on any of the sites.
3. 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.
4. The successful developer will manage the facility in accordance with KWS's Parks/Reserves tourist facilities regulations.
5. 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.
6. This document contains guidelines for submission of Expressions of Interest and is purchased on payment of a non-refundable fee of Kshs. 2,000. Payment receipt should be attached during submission of the EOI. Payment office located at KWS HQs opens at 9am and closes at 1-2pm and at 4pm on normal working days.
7. Complete EOI documents in plain sealed envelopes clearly marked; **EXPRESSION OF INTEREST, KWS/OT/M&BD/15/2011-2012, LEASE FOR DEVELOPMENT AND OPERATION OFSITE IN THENATIONAL 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 **1st February 2012 at 12.00 noon**.
8. Returned EOI will be opened immediately thereafter in the presence of developers and/or their representatives who choose to attend.
9. 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.

10. 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

Kenya Wildlife Service is mandated to develop tourism in National Parks. We intend to offer new sites for development of high quality tourist accommodation facilities in the various parks to support high quality, low-density wilderness based visitor experience. To prop up the areas for investment, KWS will in 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 where possible.

We have identified **Twenty one (21)** sites for development of various types of high quality accommodation. 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 specific tourist circuits.

2 SITE DESCRIPTIONS

2.1 CHYULLU HILLS SITES

- Please refer to the Tsavo Conservation Area Prospectus (soft copy on CD)

2.2 TSAVO WEST SITES (Kishushe, Old Rombo, Kanjaro, Jipe and Man Eaters)

- Please refer to the Tsavo Conservation Area Prospectus (soft copy on CD)

2.3 MERU PARK SITE (Kenmare)

Situated just inside the High Use Zone on the Bwatherongi River, in the north-western side of Meru National Park. (Coordinates: Lat: 0.1246363; Long: 38.2685312; Alt: 1704 m) This prime site is ideally situated close to the best wildlife-viewing habitat in the Meru Conservation Area, and an extensive network of well-maintained game viewing tracks. The site itself is located on the banks of the permanent Bwatherongi River, and is protected by a well- developed canopy of riverine vegetation; it has its own airstrip, and is close to the Meru's park's main all-weather access road. By virtue of its location adjacent to the Low Use Zone, the site also provides an excellent base for a variety of visitor activities, such as walking safaris, catch and release fishing.

2.4 ABERDARE SITES

The Northern Sector of Aberdare National Park unlike the high use Salient Zone has a low incidence of wildlife encounters. Factors contributing to this include, the rugged terrain and the dense forest canopy making it difficult to spot wildlife. Therefore, most of the Sector is not

suitable for traditional game viewing with the area around Rhino Gate being an exception. Due to the existing natural waterhole near Rhino Gate, the area is regularly frequented by wildlife. The dense forest canopy is also broken by wide areas of grassy glades. The montane environment presents a range of opportunities for alternative wilderness based tourist activities including hiking to through scenic evergreen forests to the majestic peaks and hills that border the moorland i.e. Oldonyo Le Satima, Table Mountain and the Twin Hills which also present opportunities for technical climbing. Proposed hiking routes in the Northern Sector have already been identified and mapped.

There is also considerable unexploited potential for adventure based activities, including interpretive nature walks through the pristine natural forest, mountain biking and horse riding, bird watching, orienteering, camping, picnicking, filming and photography, helicopter tours and sundowners. Ordinarily, the average length of stay for activity based tourists is longer than that of Safari tourists. It is presumed that the proposed premium tourist facilities will serve as launching bases for these activities and hence attract such visitors to the Park.

The GIS coordinates, five (5) Aberdares sites are as follows:

Site Name	Proposed Development No. of Beds	GIS Coordinates (UTM)
Malewa River	Eco – Lodge - 30 beds	37 M 0227887 9972494
Grassland	Eco – Lodge – 30 beds	37M 0226544 9980416
Dyer’s Salt Lick	Satelite camp/Tree - House 10 beds	37M 0227961 9979310
Rhino Gate	Satelite camp/Tree - House 10 beds	37M 0234810 9979740
Wambuku	Eco – Lodge 30 beds	37M 0230320 9982494

NB. Bidders are required to select a lodge and a satellite camp to operate with the lodge.

2.5 MT. ELGON SITE

Mt. Elgon is a huge dormant volcano on the Kenya/Uganda border. The highest peak in Kenya is Koitobos (Alt. 13,852 ft), however the highest in the whole mountain is Wagagai which is in Uganda rising 14,178ft asl. It is the fourth highest Mountain in East Africa, after Mt. Kilimanjaro, Mt. Kenya and Mt. Meru. Mt. Elgon National Park is situated on the Kenyan side of the mountain. It was gazetted in April 1968. It covers an area of 169Km² and rises from an altitude of 7,200ft to 13,852ft asl. In the tourist maps of Kenya, Mt. Elgon is located in the Western circuit. Other attractions in this circuit include Kakamega forest, L. Bogoria, Saiwa Swamp, Nasolot, South Turkana, Kamnarok, Kerio Valley and Maasai Mara.

The park is rich in wildlife species including forest elephants, Buffalo, Water buck (Defassa), Bush buck, Hyena, Leopard, Monkeys, Giant Forest hog, Bush pig, Oribi, Duiker etc. it is also rich in

birdlife including parrots, turacos, sunbirds, montane francolins, redwing mountain buzzards, bee eaters, doves, eagles, ducks, fly catchers, guinea fowl, honey guides, kites, wood hoopoes, vultures, woodpeckers etc.

Some of Mt Elgon's rare species of fauna include Blue monkey (*Cercopithecus mitis mitis*), Sykes monkey (*Cercopithecus albogularis*) and the Black-and-white casqued Hornbill (*Bycaniste subcylindricus*).

The site is located 7km from the Park headquarters near Kasawai Gate.

2.5.1 SCENERY

Erosion of Mt. Elgon has created a variety of scenic attractions such as deep river valleys – Suam and Kimothon gorges, escarpments with cascades, lava cliffs eg Endebes Bluff, rock Kopjes with strange sculptured blocks and pinnacles. Also there are clear mountain streams and tarns, rolling hilly terrain which the caldera basin containing small lakes, swamps, river gorges and rocky outcrops such as the towering mezza of Koitobos summit.

2.5.2 VEGETATION

The following vegetation zonations can be observed; woodland, tropical moist forest, bamboo forest and the afro-alpine vegetation.

In the woodland, tropical moist forest and bamboo forest, the commonest trees are *Podocarpus*, Elgon rosewood olive and Cedar trees. Also there are epiphytic plants, orchids, ferns, lianas etc.

The moorlands are dominated by the vegetation so unique to African alpine areas comprising of giant groundsels (*Scenecio barbatipes*), Lobelias (*Lobelia elgonensis*) and frequent fields of everpresent flowers (*Helicrysum spp.*)

The dry season on Mt. Elgon occurs between October and February when sometimes fire outbreaks may occur. June is sometimes dry. The wet season is between March and September, sometimes longer.

2.5.3 MT ELGON CAVES

Mt. Elgon national Park boasts of its unique giant caves. The most popular with visitors and elephants is the Kitum Cave.

2.5.4 THE PEAK

Climbing Mt. Elgon, though not as high as Mt. Kenya, offers a unique experience. Koitobos peak (13,852ft asl) which is the highest peak on the Kenyan side of the mountain has been very

popular with mountain climbers and hikers. Vehicles are left at the roadhead and an average walker will take 2.5 hours to reach the summit. Visitors are advised to use heavy boots and warm clothing.

2.5.5 PARK ROADS

The roads in the park traverse all the vegetation zones to enable visitors to view as wide a variety of wildlife species as possible. Wildlife in forested areas are very shy, so unless approached quietly it may be difficult to see some of them. Owing to the general terrain of this mountainous park and heavy rains some section of the roads may be very wet during the wet season. Some other sections are very steep. But it will be appreciated that any area if approached cautiously is passable. The most suitable vehicle to go to the peak would be a 4-wheel drive.

2.5.6 WALKING TRAILS

From the access roads to each of the three accessible caves there are walking trails. Visitors leave their cars by the road side and walk along the trails to the caves. Another walk trail starts from the access road to Endebess bluff. Endebes bluff trail has become very popular with hikers.

2.6 RUMA NATIONAL PARK SITE

The park was initially established as the Lambwe Valley Game Reserve in 1966 to protect its indigenous population of rare roan antelopes. It acquired national park status in 1983. It is the newest Rhino Sanctuary in Kenya having acquired a new rhino population in November 2011. The park covers an area of 120km². From Nairobi, the most direct route to Ruma is via Nakuru, Kericho and Kisii on tarmac roads. Various other routes exist eg. From Homa bay and from Mbita point. The Park has two airstrips used by private charters. Within the park, 4WD is recommended due to the black cotton soil. Wildlife includes White Rhino, Aardvark, Rothschild's Giraffe, spotted hyena, Jackson's hartebeest, Oribi antelope and the rare roan antelope. Four hundred species of birds have been recorded in Ruma including rare raptors. Ruma is the only protected area in Kenya where the Blue Swallow, a scarce intra-African migrant is regularly recorded. Game viewing circuits and airstrips exist. One guesthouse has recently been renovated. The pristine park currently has very few visitors due to lack of accommodation.

The site for Nyati tented camp is in a remote, natural area. A maximum of 30 beds will be allowed for the lodge. We prefer that limited staff be housed within the Park. The developer will undertake to construct a Permanent Luxury Tented Camp of canvas on concrete foundation, minimum solid walling and approved camouflaged roof (eg. makuti) covering on timber structures. Visitor activities around the park such as game walks, drives and bush meals may be organized or provided from the lodge.

2.7 KAKAMEGA FOREST SITE

The Kakamega Forest National Reserve is situated in the Lake Victoria basin, about 50km north of Kisumu city. Being the only remnant in Kenya of the unique Guineo-Congolian forest ecosystem, the park offers unique wildlife and scenic beauty. The forest is home to over 400 species of butterflies, about 300 bird species and 27 species of snakes. The park also supports more than 350 species of trees and 7 primate species including the endangered DeBrazza monkey, black and white colobus monkey and vervet monkey. The nocturnal Potto, duikers and Dik diks are also found in Kakamega Forest National Reserve.

KWS is looking for a developer with experience in setting up unique tree-top lodge/cabins that will allow visitors to experience the pristine high canopy forest. Utmost environmental protection will be required to preserve the existing natural forest.

2.8 MT KENYA SITES

2.8.1 MINTO'S HUT

Located on the Chogoria Climbing route, the Minto's hut is found at 4300m asl. It is situated on a plateau overlooking Lake Michaelson 300m below. It is also close to the Gorges Valley and the main contributor to building the original hut was John Minto Nutall. There are spectacular views of the summits from here. Chogoria route is considered to be the most scenic and interesting route. It takes in both tropical forests and moor land. The site is mostly on craggy rock with typical moorland vegetation such as scattered giant groundsels and tussock grass. Visitors to this area are climbers attempting to reach Point Lenana. The developer is expected to demolish the existing tin hut and develop a comfortable bunkerhouse for campers and their porters and guides. Great care should be taken to prevent any form of ground water or solid waste pollution.

2.8.2 LIKI NORTH SITE

Liki North (3993m). It is the only hut on the north west of the moorlands. It is a convenient stop between the top of Sirimon, Hall Tarn or Austrian Hut. A campsite of a similar name is located on the site. The developer is expected to demolish the existing tin hut and develop a comfortable bunkerhouse for campers and their porters and guides.

2.8.3 SIRIMON GLADE SITE

The site is located in an open glade near Sirimon Gate (2600m a.s.l). This is 25km from Nanyuki town. The glade is surrounded by pristine montane forest and is an ideal area from which to trek to Lenana point along the popular Sirimon route.

2.9 SILBILOI SITE

Sibilo National Park (375m asl), in Northern Kenya, is certainly one of East Africa's best-kept secrets. Mostly arid semi desert, *commiphora* woodland is prevalent. Euphorbia and stunning pink flowers of the desert rose stand out amongst the dark sandstone outcrops. Dry sand rivers lined with shady thorn trees intersect the landscape. Lake Turkana is undoubtedly the most striking feature of this region; algae-inspired shades of green give the lake its name "The Jade Sea". Lake Turkana is one of the largest alkaline lakes in the world.

Sibilo was declared a National Park in 1973 and is 800km from Nairobi. This was undertaken primarily to ensure the long-term protection of the many important fossil sites in the area but also to conserve the rare fauna and flora endemic to area. This wildlife includes rare large mammals such as Grevy's zebra, Gerenuk and fringe eared Oryx.

The lakeshore provides important refuge to increasingly threatened crocodile and soft-shelled turtle populations, and serves as an important breeding ground for crocodiles, many different fish species and water birds. The combination of wildlife and prehistory makes Sibilo National Park unique in East Africa and has been recognized as a World Heritage Site by UNESCO.

2.9.1 TOTAL SOLAR ECLIPSE NOVEMBER 2013

Sibilo National park will be one of the very few areas on earth that will witness the Hybrid Total Solar Eclipse of 3rd November 2013.

The site

The site is located around Camp Turkana and is within the following coordinates:

37N 01 90 530
04 03 044

37N 01 92 190
04 43 372

37N 01 91 883
04 01 993

37N 02 24 476
04 25 902

3 Format and Requirements for Completion of EOI

3.1 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.

3.2 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.

3.3 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. Eg tented camp	State whether the firm intends to develop: An Eco-Lodge, Luxury Tented Camp, mountain hut, treetop house
2.3.2 Site	b) Selected site for the proposed development	<ul style="list-style-type: none"> • Location of the site
	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 advertisement) • 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 necessary to indicate second and third choices of site in the case of multiple sites other than the principal site.	

3.4 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.

4 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	EOI is for multiple sites	10
2.5	Evidence of Financial capability	15
	TOTAL	60

Expressions of Interest scoring at least seventy per centum (70%) or forty-two points (42 points) will be pre-qualified.

5 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 later 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.

6 Appendix

CV FORMAT

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:			