



tourism

Department:
Tourism
REPUBLIC OF SOUTH AFRICA

TERMS OF REFERENCE: APPOINTMENT OF MANAGEMENT COMPANY TO OPERATE BHANGANEK CAMPSITE

1. BACKGROUND

The Department of Tourism funds rural communities through its Working for Tourism Programme to create tourism facilities such as guest houses, lodges, resorts, conference facilities, day visitor facilities, attractions and tourism visitor information centres. This work is guided by a broader vision for destination development in South Africa that improves and transforms physical space, places, and infrastructure. The infrastructure programme is aimed at refurbishing tourism assets, increasing visitor experience, supporting the sustainability of tourism attractions and providing employment opportunities.

Bhanga Nek is situated at KwaDapha Village in Manguzi/KwaNgwanase area. It falls under Umhlabuyalingana Local Municipality. Bhanga Nek lies 12 km south of the Kosi Mouth and 15 km south of the Mozambique border and about 60 km north of Sodwana Bay. Bhanga Nek is in the coastal area 200 metres from Bhanga Nek beach which is a protected area under Isimangaliso Wetland Park World Heritage Site.

Bhanga Nek and the surrounding areas offer a variety of activities including turtle tours in summer, fishing, kayaking, boat cruises, hiking, bird watching, snorkelling and just relaxing on the Bhanga Nek beach. From Bhanga Nek, one can explore the entire Maputaland coast and visit beautiful places like Kosi Mouth, Black Rock, Castle Rock, Dog Point, Island Rock and Ilala Nek. All these places are within a two-hour drive from Bhanga Nek.

The refurbishment of the campsites including all the necessary equipment that is needed to produce an effective and complete tourism product was funded by the Department of Tourism-

The facility consists of two campsites, with seven log cabins by the lakeside and six luxury camping tents by the beach side. Both lodges also have campsite available on request. The campsites are currently operational, and the Trust is responsible for management of all aspects the camps' operations.

OBJECTIVES

NDT requires the services of a hospitality management company engaged in the business of operating tourism facilities of this nature to enter into an agreement determined by both parties (operator and owning entity) to operate the Department of Tourism funded facility on behalf of the owning entity.

2. MINIMUM REQUIREMENTS FOR THE MANAGEMENT COMPANY

- The operator must be based in South Africa but preference will be given to coastal operators
- The operator must have financial resources available
- The operator will be required to propose an amount to be invested in the business
- It must be registered legally
- It must have a minimum of five (5) years' experience in management of tourism businesses and hospitality industry and experience in dealing with community-based tourism or community owned businesses.
- The operator must be willing to enter into a partnership agreement with the community trust.
- The operator will be required to propose an expansion plan of the facility.
- The operator will be expected to build a restaurant for the campsite
- The operator must be in good standing with South Africa's leading financial institutions
- Must have valid VAT and tax clearance certificate

3. SCOPE OF WORK OR DELIVERABLES

The owning entity and NDT require a proposal from a reputable hospitality operator that includes the following components:

- A detailed and clear discussion of the proposed operating model for the project. This should include details on:
 - Operational plan, including reference to any systems that will be used
 - Marketing strategy and plan
 - Maintenance plan
 - Human resources plan
 - Financial management and projections
- Company profile (including company experience in relation to the project)
- Demonstrate competency with regard to operating and management a facility of this nature
- Community beneficiation (skills transfer, mentorship and community support in general)
- Registration of a legal entity with a dedicated bank account
- Suggested partnership arrangement (profit sharing)

- Project cash flow
- Project implementation plan
- List of key positions and persons who are expected to fill these positions (CV's and experience will be evaluated)
- Proposed future expansion plan
- Composition of review committee to monitor performance

4. TIME FRAME OR CONTRACT DURATION

The duration of the agreement will be agreed upon by the owning entity and the appointed management company.

5. EVALUATION PROCEDURE

Upon receipt of proposals, the committee will review all proposals and shortlist suitable companies.

The shortlisted companies will be requested to make a presentation to the committee. Based on the recommendation of the committee, the successful company will be notified telephonically and provided with an appointment letter by the owning entity.

Compulsory briefing session will be held on the 20th of May 2025 at 10H00 Bhanga Nek campsite, KwaDapha, Manguzi, Umhlabuyalingana Local Municipality. Proposals can be dropped at Trade & Investment KwaZulu Natal (TIKZN) offices, Kingsmead Office Park, Kingsmead Boulevard 1 Arundel Close, Stalwart Simelane Street, Durban.

6. For enquiries you may contact:

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