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| **CALL FOR EXPRESSIONS OF INTEREST**  **CapeNature is looking for a suitable local (residing within Bitou Municipality) individual or company who would be interested in providing the professional services of managing an on-reserve mobile kiosk, selling food & beverages, at Robberg Nature Reserve, close to Plettenberg Bay, in the Western Cape Province.** |

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| **Location of the Reserve** | Robberg Nature Reserve is situated 8km south of Plettenberg Bay on the Garden Route, a World Heritage Site. Rocks from this region date back 120 million years to the break-up of Gondwanaland and evidence of middle and late Stone Age inhabitation has been found in a few of the caves on the peninsula.  The reserve also extends 1.8km offshore, providing protection to a range of vulnerable fish species. Visitors can expect inspiring landscapes, exciting dolphin, and whale sightings in season, and to be accompanied on their walks or hikes by a variety of bird species and the occasional seal.  **GPS Co-ordinates**: 34 06 15.30 S 23 23 31.56 E  **View CapeNature’s website for more information:**  <https://www.capenature.co.za/reserves/robberg-nature-reserve> |
| **Overview of Opportunity** | A business opportunity exists at Robberg Nature Reserve, for the management and operations of an on-reserve mobile kiosk, selling food and beverage items, to the reserve’s day & overnight visitors.  This will include:   * Offering professional customer service to the visitors of Robberg Nature Reserve * Selling CapeNature merchandise at the shop * Financial management of the shop * Providing a mobile kiosk or similar, in which to trade from * Providing own stock for selling of pre-approved items by CapeNature, for a period of 3 (three) years |
| **Requirements** | **Key Requirements:**   * A beverage trailer should be provided by the successful applicant, which will be used for selling products. * The beverage trailer will occupy one (1) parking bay, in the parking area, located 400 m from the main reserve gate and in a position, as advised by the CapeNature Reserve Management. * The maximum size of the beverage trailer should be no larger than 2.6m X 5.8m. * There will be an electrical connection and a water point for the beverage trailer to connect to. Alternative electricity must be provided for by the concessionaire during loadshedding. * The beverage trailer should be equipped with. * Appropriate basins for washing of utensils and hand washing. * All equipment required must be included in the truck. * Include appropriate disposal solutions for waste removal of all items including water, in compliance with CapeNature’s reserve management rules & regulations.   **Standards for Beverages and foodstuff**   * An overview of the stock items for sale should include hot and cold beverages, and pre-packed edible food items. All food and beverage items must be pre-approved by CapeNature’s Reserve Management. A list of items must be included in the business proposal. * As far as possible the products on sale should be sourced locally. * All produce on sale should be of superior quality and be packaged in environmentally friendly /recyclable material. * No beverages containing alcohol should be sold on the premises. * No food preparation should take place on the premises, all goods should be pre-packed.   **Business hours and staff conduct**   * Operational hours will be determined by the Reserve Management. * Staff responsible for the kiosk should be always punctual and professional. * Staff should be neatly dressed, in a recognisable uniform and relevant PPE. |
| **Bid Specifications** | **All bids must include, but are not limited to the following**:   * Overview of business ownership, business registration, past education, past and current hospitality / sales experience. Proof must be included. * Ownership and interested parties in company portfolio clearly identifying roles and responsibilities, reflected in an organogram. * Proof of ability to meet operational and financial requirements. * Proof of ability to source funding, with record of available funds. * Site specific details to reflect in the proposal/bid. * Value for money objectives include:   + Revenue generation   + BEE   + Job creation   + Tourism promotion   + Conservation management objectives and model   **Qualification criteria:**   * + Registration of the company   + Proven ownership of the business   + Be in possession of a valid Health Certificate issued by the local municipality   + First Aid certificate for the operating staff member/s   + The kiosk and all equipment must be insured   + Bidder information, contact details and registration number   + Financial plan and capital plan   + No less than 5 (five) years’ experience in the food & beverage field   **Business operation plan and implementation plan must include**:   * + - Product & / or Service offering/s     - Overview and specifications of mobile kiosk. Please include an image (internal and external) of all sides of the unit, as well as a diagram of the space measurements     - Operational standards     - Service standards     - Staff structure     - Marketing & Activity plan     - Waste Management     - Fire Management     - Infrastructure management, maintenance, and replacement plan     - Comprehensive business plan     - Detailed return on investment to CapeNature   **NB:** Please note that a site visit is highly recommended for interested bidders, to gain a better understanding of the specific site, tourism facilities and complexities of a nature reserve. A site visit will take place on the 17 March 2023, at 12h30. Please RSVP with Miranda Mayipheli on mmayipheli@capenature.co.za  Telephone: 087 087 3949 |
| **Proposal, delivery, and closing date** | The deadline for proposals to be send via WeTransfer is 28 **April 2023.**  IMPORTANT: Mark clearly for the attention of Glendyrr Fick  Send via WeTransfer to: [Tourism@capenature.co.za](mailto:Tourism@capenature.co.za)  Proposals can also be mailed or couriered to the following address:  Cape Nature Regional Office, Fourth Floor ,100 York Park Building, York Street, George |