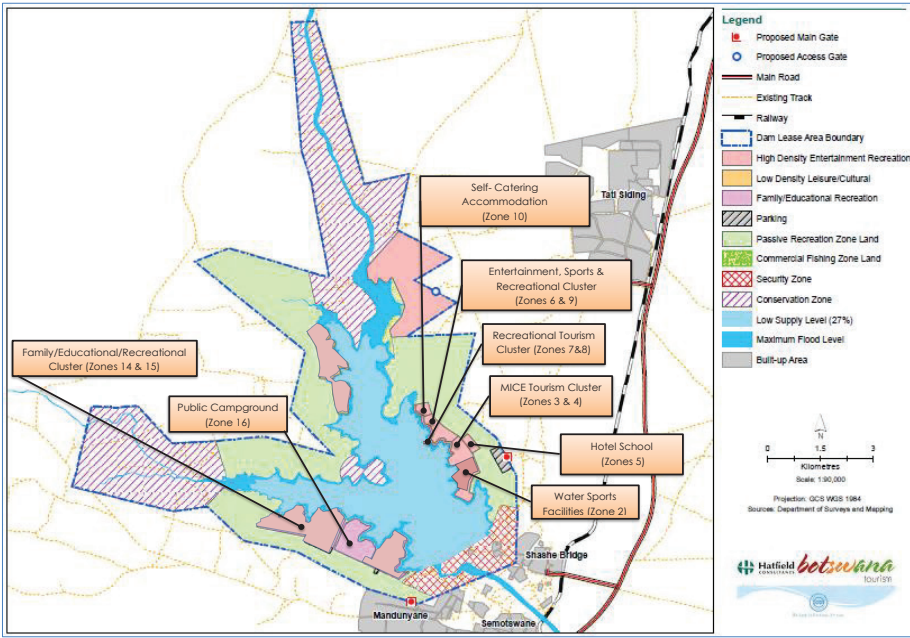


INVITATION FOR EXPRESSION OF INTEREST (EOI) FOR DEVELOPMENT AND MANAGEMENT OF TOURISM SITES WITHIN SHASHE DAM, LETSIBOGO DAM AND THUNE DAM

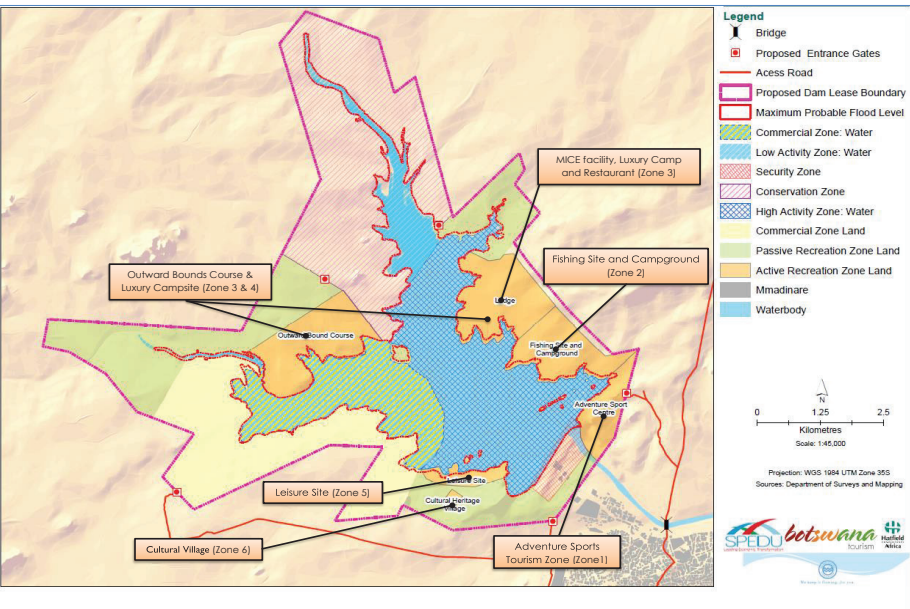
1. BACKGROUND

- Botswana Tourism Organisation (BTO) is a parastatal, under The Ministry of Environment, and Tourism (MET), set up through an Act of Parliament with the mandate to market and promote Botswana as a tourist destination of choice; promote investment in the tourism sector; as well as to grade and classify tourism facilities.
- The Ministry of Environment and Tourism's key responsibility under the National Transformation Agenda is to drive Citizen Economic Empowerment in the Tourism Sector in order to promote effective participation of Botswana in the economic growth and development of the country including the benefits of such growth and development.
- BTO invites interested one hundred percent (100%) citizen owned: Companies, Joint Venture Partnerships, Consortia and other duly incorporated entities to express interest to tender for sites in the Shashe Dam, Letsibogo Dam and Thune Dam lease area.
- THIS EOI IS STRICTLY RESERVED FOR ALLOCATION TO 100% CITIZEN-OWNED: COMPANIES, CONSORTIA JOINT VENTURE PARTNERSHIPS AND OTHER DULY INCORPORATED ENTITIES.**

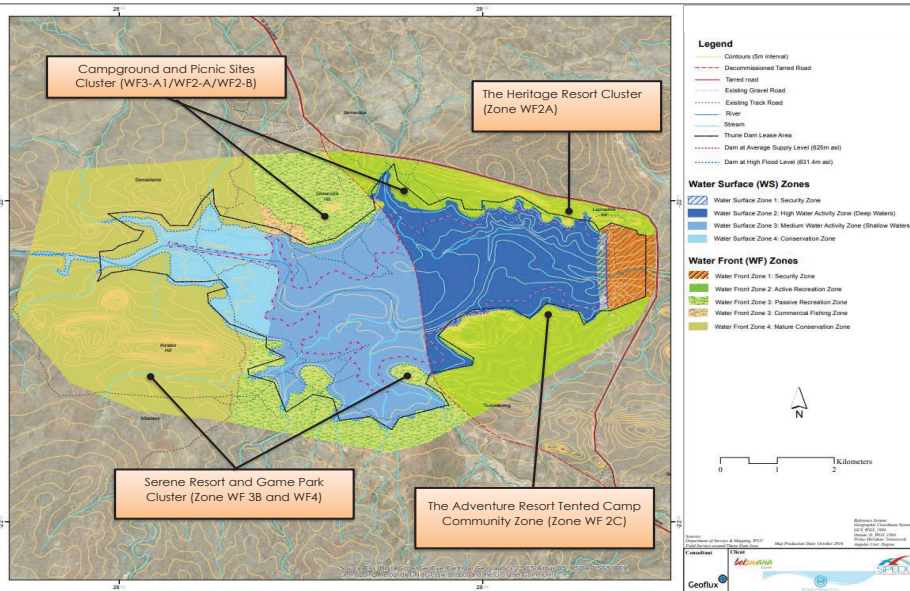
2. MAP SHOWING SITES WITHIN THE SHASHE DAM LEASE AREA



3. MAP SHOWING SITES WITHIN THE LETSIBOGO DAM LEASE AREA



4. MAP SHOWING SITES WITHIN THE THUNE DAM LEASE AREA



5. SHASHE DAM

a) WATER SPORTS FACILITIES ZONE (ZONE 2) AT SHASHE DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Water Park (Maximum capacity 135 guests)
- Bar and Restaurant
- Rental facility
- Recreational Fishing area

Allowable activities:

- Wave pool
- Water Slides
- Cabanas
- Water Ball, Water Jet Rental, Fly Board Rental, Kayak Rentals, Paddle Board Rental

b) MICE (MEETINGS INCENTIVES, CONFERRING AND EXHIBITIONS) TOURISM CLUSTER (ZONES 3 & 4) AT SHASHE DAM

On offer is a thirty (30) year sub-lease provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Conference Facilities (maximum capacity 250 guests)
- Restaurant
- Miniature Golf Course and Gardens (maximum capacity 100 guests)
- Business Centre

- Allowable activities:**
- Meetings and Conferencing
 - Miniature Golf
 - Weddings
 - Educational Tours
 - Scenic Walks

c) HOTEL SCHOOL (ZONE 5) AT SHASHE DAM

On offer is a thirty (30) year sub-lease provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Hotel School (50 Students)
- Guest Accommodation (100 beds)
- Restaurant (100 guests)

d) SPORTS & RECREATION TOURISM CLUSTER (ZONES 6 & 9) AT SHASHE DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Stone Amphitheatre, with Attached restaurant (maximum capacity 50 guests)
- Pub
- Sporting facilities (maximum capacity 100 guests):
 - Two (2) x 5-Aside football pitch
 - Two (2) x Multipurpose courts (Tennis, basketball and volleyball)

- with appropriate nets
- Outdoor roller rink Bowling alley with 6 x lanes
- Arcade game area
- Two (2) x Sand Volleyball Courts Petanque courts
- Open field for frisbee, football
- Sports equipment rental center
- 400 m running track

Allowable activities:

- Conferencing
- Entertainment events (events, festivals, concerts, open air, dance and music shows)
- Weddings and Cocktails
- Educational activities
- Nightlife activities

e) RECREATIONAL TOURISM CLUSTER (ZONES 7 & 8) AT SHASHE DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Boardwalk & Coffee Shop (maximum capacity 200 guests)
- Floating Restaurant & Bar (maximum capacity 70 guests)

Allowable activities:

- Dining
- Scenic walks on the waterfront

f) SELF-CATERING ACCOMMODATION (ZONE 10) AT SHASHE DAM

On offer is a fifteen (15) year sub-lease with a renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has been awarded to Mandunyane Development Trust for the benefit of Mandunyane community, and the successful bidder will sub-lease from the Trust for the same period outlined above. The site has the following permitted developments:

a) Self-Catering Accommodation units (maximum capacity 30 beds)

6. LETSIBOGO DAM

a) ADVENTURE TOURISM CENTER (ZONE 1) AT LETSIBOGO DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Interpretation Center
- Equipment Center (Storage for Bicycles, Kayaks and Canoes)
- Souvenir/ Apparel Store
- Zip Line
- Suspended rope of Cable Bridges between islands

Allowable activities:

- Mountain Biking
- Canoing
- Kayaking
- Ziplining
- Island Walk

b) FISHING SITE AND CAMPGROUND (ZONE 2) AT LETSIBOGO DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Fishing Clubhouse
- Campground
 - Sixteen (16) campsites (maximum capacity 150 people)
 - Ten (10) Caravan Sites (maximum capacity 150 people)
 - Reception Area with Kiosk
 - Children's play area with Swimming Pool

Allowable activities:

- Sport Fishing
- Recreational Fishing
- Camping
- Swimming
- Boating
- Miniature Golf

c) MICE FACILITY, LUXURY CAMP AND RESTAURANT (ZONES 3) AT LETSIBOGO DAM

On offer is a thirty (30) year sub-lease provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- MICE Facility (maximum capacity 50 people)
- Restaurant (maximum capacity 50 guests)
- One (1) Luxury Camp: Six (6) fully en-suite semi-permanent tents, (maximum capacity 12 guests).

7. THUNE DAM

a) HERITAGE RESORT CLUSTER (ZONE WF2A) AT THUNE DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Self-Catering Facility (10 Rooms/ 20 beds) – 1.62ha
- Boot Camp (Jungle gym/ Obstacle Course) – 2.65 ha
- Lifestyle Center – 0.56ha
- Picnic Spot (Capacity 15 sites with 4 people each) – 11.24ha
- Dam View – 3.18ha
- Nature Trails

Allowable activities:

- Hiking
- Sport Fishing
- Biking

b) ADVENTURE RESORT TENTED CAMP COMMUNITY ZONE (ZONE WF 2C) AT THUNE DAM

The site has been allocated to the MOLEMA Development Trust for the benefit of the Molema Community. On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the MOLEMA Development Trust subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Tented Camp (20 Beds)

Allowable activities:

- Hiking
- Dam viewpoints
- Jetty/Boat launching Site
- Sport fishing
- Hiking
- nature trails

b) SERENE RESORT AND GAME PARK CLUSTER (ZONE WF 3B AND WF4) AT THUNE DAM

- Maintenance/ Storage area
- Housekeeping area
- Communal pool with braai area
- Management office

g) FAMILY/ EDUCATIONAL/ RECREATIONAL TOURISM ZONE CLUSTER (ZONES 14 & 15) AT SHASHE DAM

On offer is a fifteen (15) year sub-lease with a renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments & activities:

Developments

- School Camp (maximum capacity 100 guests)
- Family Adventure (Theme) Park (maximum capacity 500 guests)
- Donkey Polo field
- Obstacle Course

Allowable activities:

- Camping Accommodation
- Guided educational tours
- Team building activities
- Donkey Polo games
- Nature Walks
- Hiking/ trekking
- Guided tours to nearby villages

h) PUBLIC CAMPGROUND (ZONE 16) AT SHASHE DAM

On offer is a 15-year sub-lease with a renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Developments

- Camp ground with fifteen (15) campsites (maximum capacity 150, 10 guests per campsite)

Allowable activities:

- Camping Accommodation

Allowable activities:

- Social Events
- Workshops and Conferencing
- Accommodation

d) LEISURE SITE (ZONES 5) AT LETSIBOGO DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Picnic Sites with tables and braai areas (maximum capacity 150 people)
- Ablution Facilities

Allowable activities:

- Picnics

Allowable activities:

- Picnics

e) CULTURAL VILLAGE (ZONE 6) AT LETSIBOGO DAM

The site has been allocated to the Mmadinare Development Trust (MDT) for the benefit of the Mmadinare Community. On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the (MDT) subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

- Performance Venue (maximum capacity 300 guests).
- Catering Facility for traditional foods
- Crafts Studio
- Eight (8) "Studio" Roundavel/ cottage structures (maximum capacity sixteen (16) people)

Allowable activities:

- Traditional Foods
- Crafts
- Dance and song performances

f) Self-Catering Chalets (Zone 3) and Outward Bounds Course (Zone 4)

The site has been allocated to the Mmadinare Development Trust (MDT) for the benefit of the Mmadinare Community. On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the (MDT) subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

- Self-Catering Chalets (18 Rooms, 36 beds).
- Outward Bounds Course

Allowable activities:

- Accommodation
- Team Building Activities
- Obstacle courses

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Eco-lodge (10 Rooms, 20 beds) and Conferencing Facility (Capacity: 50 people) – 6.47ha.
- Game Park – 1373.8 ha.
 - Gate Houses
 - Game viewing routes
 - Rest Area- 8.58 Ha

Allowable activities:

- Conferencing
- Sport Fishing
- Canoing
- Hiking
- Birding
- Guided Tours
- Quad biking
- Horse Riding

c) CAMPGROUND AND PICNIC SITES CLUSTER (ZONES WF3-A1/ WF2-A/WF2-B) AT THUNE DAM

On offer is a fifteen (15) year sub-lease renewal for another fifteen (15) years provided the head lease held by the BTO subsists and other conditions in the sublease agreement are met. The site has the following proposed developments and activities:

Permitted Developments:

- Campground (Capacity: 20 Campsites with 20 People each) – 9.04ha
- Picnic Spot (Capacity 15 sites with 4 people each) – 9.65ha
- Public Access area
- Dam View Photographic area

Allowable activities:

- Camping
- Picnicking

NB: PLEASE NOTE THAT ALL THOSE THAT SUBMITTED AN EXPRESSION OF INTEREST IN DECEMBER 2021 ARE REQUIRED TO RESUBMIT.

8. REQUIREMENTS

a) Companies, Consortia, Joint Venture Partnerships and other duly incorporated entities expressing an interest should demonstrate the following:

- Background Of the Entity,
 - evidence of one hundred percent (100%) Citizen Ownership through the following documents:
 - Certificate of Incorporation or any registration document;
 - Printed copy of Company Extract with shareholders details from Companies Intellectual Property Agency (CIPA) website; and
 - Duly certified copies of Identity Documents of shareholders or members of the respective entity.
- b) Companies, Consortia Joint Venture Partnerships and other duly incorporated entities that do not satisfy the requirement of one hundred percent (100%) Citizen Ownership per paragraph 3 a) i above shall not be considered. Furthermore, note that failure to meet all other requirements stated above (in paragraphs 8 a) i, iii, iv and v) may lead to disqualification.
- c) All those expressing interest must clearly indicate which cluster of sites they are expressing interest in and should submit EOI's separately for each site they wish to be considered for.
9. All those wishing interest shall be expected to participate in a mandatory self-funded site visit to the specific site of interest coordinated by BTO on a date to be advised to the shortlisted tendering entities.
10. All those who fulfill all EOI requirements will be shortlisted for selective tendering for the management and operations of tourist facilities and activities at the zone/sites of interest and shall be expected to pay P1,000.00 as tender fee to obtain the Terms of Reference.
11. Enquiries relating to the EOI should be addressed to **The Procurement Manager**, Tel: +267 3913111; Fax: +267 395 9220; e-mail: procurement@botswanaturism.co.bw not later than seven (7) days before the EOI's closing date.

- The closing date for receipt of the EOI submission is **14th April 2023 at 1200 hours**. The Submission should be addressed to **"The Chief Executive Officer"** and should be delivered to either of the following BTO Offices:
 - BTO Head Office** at Fairscaple Precinct, Fairgrounds Office Park, (1A & 1B), 1st Floor, Gaborone, Botswana, Tel: 3913111.
 - Maun Satellite Office**, Plot 246, Apollo House, Office No 3&4, Tel (+267) 6861056.
 - Francistown Office**, P.O. Box 301236 Plot 316 Shop D5 & D6, C.B.D., Ground floor of Diggers Inn Hotel, Francistown, Botswana, Tel (+267) 2440113.
 - Palapye Satellite Office**, P.O. Box 11040 Plot 3726, along the A1 Road, Agrivert Building, Palapye, Botswana, Tel (+267) 4922138.
 - Tsabong Satellite Office**, P.O. Box 688, Shop Number 4, TM Complex, Tsabong, Botswana, Tel (+267) 6540822.
 - Kasane Satellite Office**, P.O. Box 381, Madiba Shopping Centre, Opposite Bus Rank, next to The Bakery, Kasane, Botswana, (+267) 6250555.
 - Selebi Phikwe Satellite Office**, P.O. Box 2885, Lot 2574, Block 2, Shop 3B, Central Business District, Selebi-Phikwe, Botswana, (+267) 2611616.
 - Ghanzi Satellite Office**, P.O. Box 282, Opposite Bus Rank next to Delta Pharmacy, Plot 71, White City, Ghanzi, Botswana, (+267) 6596704.
- EOI submissions received after 1200hrs on the closing date, faxed or e-mailed submissions **shall not be accepted**.
- Notwithstanding anything in the foregoing, BTO is not bound to accept any expression of interest submission nor incur expenses in the preparation thereof, and may cancel the EOI without divulging reasons of same.
- Correspondence shall be limited to the successful bidders to the EOI only.