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## **REQUEST FOR EXPRESSIONS OF INTEREST FOR THE PUBLIC PRIVATE PARTNERSHIP IN THE DEVELOPMENT AND MANAGEMENT OF ECOTOURISM FACILITIES AT WANG'OMBE RUMEN AND KANGWA IN KASUNGU NATIONAL PARK**

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### **BACKGROUND**

The Government of Malawi identifies the tourism sector as a key driver for sustainable economic growth and development in the country (Malawi Growth and Development Strategy III and Malawi 2063). The Policy and legal frameworks provide an enabling environment for the involvement of the private sector and other stakeholders in the conservation and management of wildlife. However, the management of country's wildlife estates requires a significant cost in terms of infrastructure development and maintenance for protected area management and ecotourism to improve service delivery. In addition, with limited Government funding, there is need to identify other innovative ventures such as ecotourism concessions among others in order to secure the long-term viability and financial sustainability of protected areas.

The Department of National Parks and Wildlife (DNPW) in the Ministry of Tourism, Culture and Wildlife is managing various protected areas and ecotourism facilities in the country. Amongst the protected areas is Kasungu National Park (KNP) located in Kasungu District. In 2015, the Governments of Malawi and Zambia signed a Transfrontier Conservation Areas Treaty (TFCA) through which the two countries are collaboratively managing wildlife and habitats that straddle the international border. It protects fine examples of the "Miombo" or *Brachystegia* woodland with open grassy dambos hosting elephants and many other animal species.

KNP offers economic opportunities but lacks necessary financial resources to provide the required basic infrastructure and better tourist services for economic development. This area has a number of tourist attraction sites which need development and management namely: Wang'ombe Rumen Tented camp, Kangwa Up market lodge, Kangwa Airstrip and Kangwa Dam. The Park is approximately 165 km North-west of Lilongwe and 60 km west of Kasungu Boma.

### **OBJECTIVES OF THE PROJECT**

The objectives of these ecotourism projects shall be to:

- a. Develop ecotourism facilities to the required visitor standards
- b. Improve revenue generation for the park; and
- c. Help achieve conservation of the natural resources in and around the site and activity areas.

## **SCOPE OF THE BIDDERS**

The potential bidder will among other things be expected to:

- Assess earmarked development sites
- Compile a report and recommend appropriate interventions
- Cost the proposed interventions
- Finance , develop and manage the facilities

It is against this background that the Ministry wishes to partner with the Private Sector in providing tourist facilities and services to both local and foreign tourists in areas below namely:

### **a) Wang'ombe Rumen**

Located in the western side of the park, near the rock art and iron smelting sites of Solonje, Matungulu and Miondwe. Mountain climbers may climb Black Rock and Wang'ombe Rumen for panoramic views of the park.

- Tented Camp with a capacity of 25 beds

### **b) Kangwa Area**

This area is approximately 15km to the International borders of Zambia in the TFCA. It is the home to elephants, buffalo and large antelopes making it convenient for game viewing.

- Upmarket lodge with a capacity of 35 beds
- Airstrip
- Dam

## **Qualification criteria**

- a. Interested firms should provide information indicating the core business and number of years in the business
- b. Relevant experience, which should specifically include the following:
  - Successful sourcing of finance for the previous projects or demonstrate having adequate source of finance (credit lines) for the successful implementation of the Project
  - Development and provision of services in the area of interest especially on ecotourism ventures
- c. Technical and managerial capability of the firms (Provide only the structure of the organization, general qualifications, and number of key members of staff. Do not provide CV of the staff). Key Experts will not be evaluated at the shortlisting stage.

## **The Invitation**

The Public Private Partnership Commission (PPPC) in collaboration with the DNPW now wishes to invite interested and qualifying Private Sector Investors to express their interest in the development and management of the following tourist facilities:

- A. Wang'ombe Rumen Tented Camp
- B. Kangwa Upmarket Lodge
- C. Kangwa Dam
- D. Kangwa Airstrip

Interested Investors are free to bid for any or all of the sites.

Submissions can be done through electronic transmission or through hard copies. Interested Investors submitting hard copies are advised to submit four (4) hard copies of expressions of interest to the address below by **Wednesday, 29th September, 2021 at 14:00hrs** local time clearly marked **“Expression of Interest for the Public Private Partnership in the Development and Management of the specific tourist facility e.g. Wang'ombe Rumen Tented Camp”**.

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