



# License Application for Activities in a State Forest in Grabouw

Submitted by Contour Enviro Group  
Pty (Ltd)

## **1. Introduction**

The Grabouw town falls within the Theewaterskloof Municipality which is considered the gateway to the Overberg. The valley itself is surrounded by natural assets such as the Hottentots Holland Nature Reserve (part of the Kogelberg Biosphere Reserve) which consist of wildlife that include the mountain fynbos, wild animals such as the red hartebeest, eland and cape leopard amongst others. The area is known by its Theewaterskloof dam and well known for its orchards and vineyards that are the main drivers of the local economy. This natural heritage has also been a major influence into the tourism industry within the town which employs hundreds of people.

Due to its dominant vegetation type (Fynbos) this region is also very prone to wildfires that mostly start within the wildland-urban interface. This matter is further exacerbated by the forestry exit policy which if not adequately managed, has a potential to add to the risk of fires that have threatened property as well as human lives in various parts of the Western Cape.

Contour Enviro Group (Hereafter, CEG) is therefore submitting this proposal to the Department of Agriculture, Forestry and Fisheries (Hereafter, The Department) with the aim to utilise the tourism opportunity that exists within the property owned by The Department.

## **2. Grabouw Community Profile**

According to Statistics South Africa Grabouw has a population of over 30 000 people. Over 17% of the people living in the town and the surroundings have no income, whilst 4% are pensioners and 70% are of a working age. Only 5.3% of the population have higher education and 94.7% have no formal higher education. It is also crucial to note that the female population is higher than male at 50.7% and 49.3% respectively. It is therefore no surprise that 33.7% of households are headed by females. The economy of Grabouw largely depends in the agricultural sector and the national government's forestry exit policy has seen many people losing their jobs over a period.

## **3. Purpose of the Proposal**

Contour Enviro Group (CEG) seeks to lease a property owned by The Department located near the Eikenhof Dam in Grabouw and engage in the activities provided in detail in the sections that follow.

## **4. Background to Contour Enviro Group**

The Contour Enviro Group was registered in 2017 and is a holding company for Contour Training Academy (SETA accredited, see Appendix A) and Boland Outdoor Adventures. CEG operates from the old Overberg Training Centre at Klein Begin Village in Grabouw. The vision of CEG is to be the one stop shop for environmental and tourism needs within the Overberg District. The organization runs environmental education and awareness programmes with a lot of focus in the Theewaterskloof municipality. We also run several training interventions with the focus in nature conservation, wildlife fire management and tourism. We are currently running conservation training for some of the respected conservation organizations such as CapeNature, Grootbos Nature Reserve as well as the City of Cape Town amongst others.

CEG also provides expert advice in environmental management that includes environmental risk assessments, veld fire management, and the management of invasive alien species within mountain catchments. The Company has always needed its own facilities and land that would enable it to further expand its offering through the activities mentioned above whilst creating sustainable employment for local communities as well as contractor development, support and mentorship. It is therefore because of this reason that CEG seeks to submit this proposal to DAFF and the detail of each activity has been given below.

#### **4.1. Team Members**

##### **Managing Member- Sabelo Lindani**

The Managing Director has Bachelor of Technology in Nature Conservation, Certificate in Environmental Education, Business Management, a qualified Field Guide and a member of the Field Guides Association of Southern Africa (FGASA). He has vast experience in protected area management (including the neighbouring Hottentots Holland Nature Reserve) wildfire and invasive alien species management and has been trained as a Type 3 Incident Commander.

##### **Head of Training- Lwandile Hoza**

The Operations Manager has a National Diploma in Tourism. Years of experience in tourism and guiding, he has trained many tourism staff in the past 13 years in the Eastern cape and kwaZulu Natal. He is currently managing the capacity development and tourism activities for CEG.

##### **Environmental Awareness Coordinator- Jeandre Hofmeester**

Jeandre was born in Grabouw and he has a National Diploma in Nature Conservation and has two years-experience as a Project Manager for invasive alien species clearing, working with the Grabouw contractors. He now runs an environmental and fire awareness project in the Grabouw area dealing with local schools and communities particularly those on the urban wildland interface.

##### **Operations Manager- Marius Lintnaar**

Marius was born and live in Nuweberg Forestry Village in Grabouw and has five-year experience as a Field Ranger in CapeNature. He has many years of experience as a mountain/ adventure guide. He has run environmental awareness projects and understand customer care very well.

#### **4.2. Public Liability Insurance and Safety**

CEG currently has a public liability insurance of R2 million with OUTsurance which covers veld fires amongst other things. This would however be increased so as to cover the potential risk associated with the proposal.

As a member of FGASA (Field Guide Association of Southern Africa) it is important to note that health and safety is a priority to us especially when dealing with clients. It is therefore our

intention to appoint employees and guides that are qualified or ensure that they are well trained to carry their task with excellence and high standard.

#### **4.3. Fire and Invasive Plants Management**

The area is currently a huge fire risk due to the high infestation of alien invasive species that are growing on site. The spread of invasive alien plant species is rapidly taking over the entire site which in itself is posing a huge risk for DAFF.



*Figure 1: Invasive plants species growing near the cottages*

It is also important to highlight the understanding of the risk in terms of the location of the cottages as far as the of Veld and Forest Fire Act is concerned. As mentioned above the Managing Director is a qualified and experienced Fire Manager who has spent a number of years managing veld fires in the same area therefore is fully aware of the fire risks. CEG would further ensure that we are affiliated with the Greater Overberg Fire Protection Area.

#### **4.4. Environmental Management Plan**

CEG is a conservation company that understands the environmental legislation and has no intention to conduct any works that would place the environment in any jeopardy. CEG will always engage with The Department and the necessary environmental legislation and applications would be adhered to always. CEG would therefore like to emphasise that with any project that we intend to undertake it would go through a process that include the development of Environmental Management Plans.

## 5. Proposed Activities

CEG is applying for an activity license to make use of the facilities that exist within the areas mapped out below. The activities include the following:

- Making use of the existing building infrastructure through self-catering accommodation (year 1).
- Erecting 5 tented camps on carefully selected disturbed areas (year 2).
- Make use of the existing roads for access as well as hiking and mountain bike trails (year 1-2).

### 5.1. Activity 1- Accommodation (year 1)

- a. Eikenhof House (including flatlet) - sleeps 18 people (polygon west of tent 1 and 2)
- b. Cottage 2- sleeps 9 people excluding the living room (rectangle west of tent 3)
- c. Cottage 3- sleeps 9 people excluding the living room (rectangle west of tent 3)
- d. Lapa kitchen with wooden deck (rectangle west of tent 3)



Figure 1. Overview of the accommodation

As an accredited training provider CEG also intends to host training and team building interventions and workshops utilizing the same facilities. The venue provides an excellent location for practical conservation activities that could include alien clearing, fire protection amongst other activities that might bear some benefits for DAFF as well.

The center would also contribute greatly to the area by providing local schools especially on low tourism season with a venue for the learners to learn about nature on their doorstep. This

would however be a low revenue activity and would be accommodated based on availability of the accommodation nevertheless it is our intention to empower the young children in the valley.

There is an existing building foundation of an old cottage near the 2 cottages, it is our intention to turn this into a training facility that can accommodate up to 20 people. This project would however be implemented in year two.

### **5.2. Activity 2- Tented camps (year 2)**

We also intend to utilize the areas with green building icons to erect and establish 5 tented camps to offer a variety of accommodation options in the area. The development of the tents would be on the disturbed area therefore will have no impact to the environment. Two tents would be erected on the existing foundations of house the burnt a few years ago.



*Figure 2: Example of tents to be installed*

Three of these tents would provide accommodation for couples whilst the other two would be suitable for a family of four (see map 5.1 or enlarged copy in appendix B).

### **5.3. Activity 3- Hiking and Mountain Biking Trails (year 1)**

CEG further intends to utilize the existing hiking trails and roads for guided hiking and mountain biking for clients that would be renting the above buildings as part of the package (see map below or enlarged copy in Appendix C).

- a) MBT and hiking trail (12km)- Number of expected hikers is 50/wknd day.
- b) Entrance road (4km).

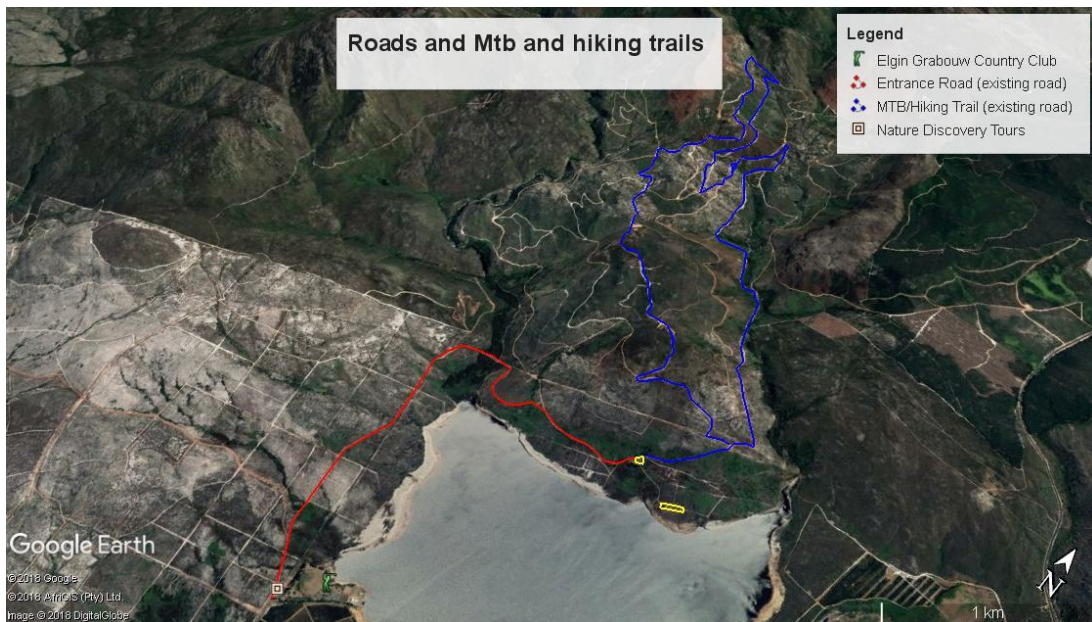


Figure 3: Linear Infrastructure

## 6. Renovations

It is the intention of CEG to ensure that the quality of the cottages is improved before any clients can use the buildings. The buildings are rapidly deteriorating due to the weather elements especially after the removal of the pine trees that have always sheltered them. The buildings have also been heavily vandalised over the past two years.





The following renovations were identified in March 2017 when the first proposal was submitted, and the situation has now deteriorated even further therefore another assessment would certainly be required in order to get to the correct amount however this amount will not be less than R800 000.00:

### Cottages

- Paint work required inside and outside of all the buildings (walls and floors). The outside paint would need to blend in with the environment to reduce visibility.
- Some windows and doors would need to be replaced
- Plumbing as some of the taps and shower heads are missing. The water connection and running would need to be checked to ensure that no leaks exist.
- Some of the geysers would need to be replaced and others repaired.
- Some of the built-in cabinets repaired or replaced.
- A training facility may be built on the existing building foundations.
- Planting of some local indigenous trees around the buildings that act as windbreaks to prevent the south-easterly winds that can be destructive in the area.

### **7. Linear Infrastructure Maintenance**

The entrance road is about 4km in length was previously maintained by MTO. With MTO not being in the area anymore this therefore means that this road will need to be maintained regularly especially in winter. The same applies to the road proposed for MTB and hiking which is just over 11km in distance. The maintenance of this entire road network would cost about R101 618.00 to maintain annually including all the necessary purchases and labour.

### **8. Management of Invasive Alien Plant Species**

CEG would later on submit a proposal to DAFF to help clear the areas infested with invasive alien species at the same time replant some indigenous tree species that would provide cover for the infrastructures that is normally exposed to windy conditions. This project in turn will not employ less than 20 people a year for a minimum of ten years.

### **9. Community Upliftment**

As indicated above, CEG seeks to uplift and empower others particularly the youth within the conservation and tourism space. CEG intends to have a staff component of more than 70% females. It is our intention to make a difference in the Grabouw area in terms of providing

sustainable job opportunities to those unemployed. It is also our intention to give first preference of employment to those affected by the Forestry Exit Policy if they are suitable for such employment. It is equally our intention to develop and empower micro-businesses within the valley particularly those owned by women and some of the activities that CEG would undertake would be led by them after they have received the necessary training and support.

The initial part of the project which is envisaged to take a minimum of two months with the focus on renovations of the facilities. The next phase would be the actual operations that would be phased out over time based on the activities above. The staff employment and its projections are therefore provided below:

- Reservations and Administration: 1
- Guides: 3
- Operations Manager: 1
- Driver:1
- Cleaning: 2
- Once Off Renovations: 5
- Maintenance: 2
- Environmental Awareness Officer: 1
- Capacity Development Manager: 1

## **10. Marketing**

CEG is a member of the Elgin Valley Tourism Board which is partly funded by the Theewaterskloof Municipality. We would however work on a comprehensive marketing strategy and media plan which would be reviewed annually and adjusted according to the changing trends within the tourism sector.

We will focus extensively on the local market particularly the black community so that we could get them to learn and appreciate their natural heritage. We already have strategic partners in the valley that include adventure tourism companies, hotels, wine farms, tour guides, conservation authorities amongst others.

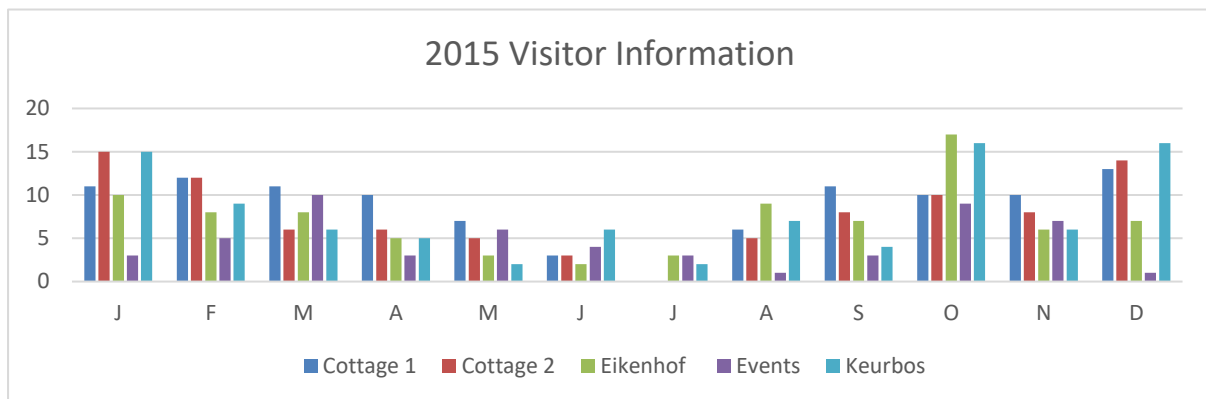
## **11. Business Proposal and Projections**

The Elgin valley sees hundreds of tourists visiting its wide variety of tourism venues that range from wine farms, adventure tourism, nature reserves, accommodation amongst other available

tourist attractions. Contour Enviro Group therefore intends to enter this market which has a huge potential within this valley and contribute to its economy in ways already explained above. The self-catering accommodation and other activities fee structure will be charged as follow:

1. Cottage 1 and 2- R1800/ cottage per night (sleeps 9)
2. Eikenhof house- R3180/ per night (sleeps 18)
3. Guided hikes- R80/person
4. Tented camps- R720/per tent per night (sleeps 4) x 5 tents
5. Team building - to be determined and activity dependent
6. Training- CEG will be training 25 workers from the City of Cape Town in Conservation Resource Guardianship which will be running from July 2018 until May 2019. In the next few months of 2018 CEG will spend close to R90 000.00 on accommodation and training venue fees for this training. This is the funding that CEG could be retaining within the company if it had its own facilities. This current project is charged at a discounted rate of R19 800.00/learner and the original fee is R26 000.

CEG makes the following conservative occupancy and training projections based on actual data:



The following table demonstrates the projected income over a period of 5 years with a very conservative occupancy forecast. The forecast does not take into consideration any product/ service yearly increase. Our forecast is also based on our flagship Field Ranger programme but not the rest of the training interventions that CEG is accredited for.

CEG is expected to run into red in the first year due to the overheads associated with the set-up costs and have three months where no income is projected during the renovations period. The tented camps are only forecasted in the 2<sup>nd</sup> year.

Year	Main source of income	Total Income	Profit/loss
2018/19	Training	R736 505.00	-R884 100.00
2019/20	Accommodation + Training	R1 334 600.00	R4 461.00
2020/21	Accommodation + Training	R1 568 560.00	-R81 369.00
2021/22	Accommodation + Training	R1 675 420.00	R25 491.00
2022/23	Accommodation + Training	R1 682 020.00	R32 091.00

Detailed financial projections have been provided for a period of three years (2018-2023). The negative amount (2018/19) financial year is due to the initial loan amount to be applied for with focus on renovations once this proposal has been approved. In the year 2020/21 CEG experiences more loss due to staff costs that would have increased. However, there is a steady profit in the years that follow.

### **11.1. Facility rental**

CEG is willing and prepared to pay The Department a rental fee as per DAFF's rental tariffs.

### **12. Current and past projects**

1. Field Ranger Training Programme: Grootbos Nature Reserve (past)
2. Conservation Resource Guardianship: City of Cape Town (current)
3. Field Ranger Training: CapeNature (current)
4. Supervisory and staff development Training: Moreson Trust and Valley Farms (current)
5. Invasive Alien Species Training: Table Mountain Fund (current)
6. Environmental and Fire Awareness: Groenlandberg Conservancy (current)
7. Environmental Risk Assessment: Valley Farms and Dennegeur Farms (current)
8. Tourism Guiding: Green Mountain Trail (past)

### **13. Business Funding**

CEG is currently in operation and in its 2<sup>nd</sup> year in operation the company is expecting a turn-over of R716 000.00 with a minimal profit of R80 000.00 based on active contracts. When CEG receives the go-ahead for this project from DAFF it therefore intends to apply for a business loan for both the set-up costs that include the renovations as well as operations. The National Department of Tourism and the National Empowerment Fund through Tourism Transformation Fund are seeking young black owned tourism businesses to apply for funding for projects such as this one before the end of July 2018. It is our intention therefore to make use of this opportunity should this application receive favour from DAFF. To ensure that CEG

is able to secure a business loan and provided sufficient time to recover the initial capital investment a minimum license period of 9 years, 11 months would be required from DAFF.

#### **14. Financial Projections**

The following table demonstrates the business set-up costs as identified in 2017, this picture has now completely changed, and a new assessment would have to be done. The rest of the projections are accompanying this document and this figure is estimated in the region of R800 000.00.

<b>Business set-up costs</b>			
<b>Section</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
<b>Furniture</b>			
Desks	10	R 625	R 6,250
Chairs (plastic)	15	R 99	R 1,485
Bunk Beds	10	R 2,499	R 24,990
Matresses	20	R 599	R 11,980
Gas cooking stove	1	R 5,000	R 5,000
<b>IT Equipment</b>			
<b>Renovations</b>			
Toilets	2	R 685	R 1,370
Paint (roof)	2	R 698	R 1,396
Paint (inside)	2	R 499	R 998
Shower set	2	R 1,150	R 2,300
Handwash basin	1	R 440	R 440
Burglar gates	3	R 1,250	R 3,750
Blinds (1.3 x 1.6m) (bamboo)	2	R 450	R 900
Blinds (1.3 x 1m)	14	R 350	R 4,900
Paint brushes	4	R 500	R 2,000
Fire Extinguishers (9kg)	2	R 640	R 1,280
Rhino ceiling boards (1.2x36m)	13	R 161	R 2,093
Outside doors	3	R 1,550	R 4,650
Geyser (150l)	1	R 2,300	R 2,300
Window handles	16	R 55	R 880
Door handles (3 lever)	3	R 365	R 1,095
Hinges	3	R 110	R 330
Electrical renovations	1	R 25,000	R 25,000
Septic tank (or enviro loo's?)	1	R 50,000	R 50,000
Labour	1	R 20,000	R 20,000
Other		R 5,000	R 5,000
Road maintenance	2	R101 618	R 101 618.00
<b>Sub-total</b>			<b>R 282 005.00</b>
<b>Total set-up costs</b>			
			<b>R 383 623.00</b>

## **15. Conclusion**

Contour Enviro Group is a well experienced conservation and tourism company. CEG believes that the Hottentots Holland Mountains particularly this site has the greatest potential for providing a spectacular tourism experience, and that the proposed activities will grow to become a positive contributor in the Elgin Valley.

CEG therefore seek a long-term concession / license from DAFF for the operation of all the activities as explained above.

Should any more information be required, please do not hesitate to contact the undersigned. The CEG website [www.contourgroupp.co.za](http://www.contourgroupp.co.za) contains further information as well as some good images should anyone wish to get a better idea of this company.

Regards  
Sabelo Lindani  
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Cell: +2774 534 7189  
Contour Enviro Group

## Appendix A: Accreditation status

Postal Address  
PO. Box 1329, Rivonia,  
2128, South Africa

Physical Address  
01 Newtown Avenue,  
Kilimney, Johannesburg,  
2193

Contact:  
Call Centre: 0860 100 221  
Telephone: 011 217 0600  
Fax: 011 293 7745



**Date:** 18 April 2018

**Organisation:** Contour Training Academy

**Contact Details:** 0734453285

[sabelo7@hotmail.com](mailto:sabelo7@hotmail.com)

**Your Reference:** 613/P/000290/2015

(Provider Accreditation number)

**Our Reference:** K. Malemela

Dear Sabelo Lindani

### Confirmation of Provider Accreditation

In accordance with the ETQA Regulation R1127 of the South African Qualifications Authority Act number 58 of 1995 (SAQA Act No. 58 of 1995) Culture, Arts, Tourism, Hospitality and Sport Sector Education and Training Authority (CATHSSETA) is pleased to inform **Contour Training Academy** that it has been awarded the status **Re-accreditation** as a provider for the period **01/04/2018 to 31/03/2020** or for the lifespan of the unit standards, **subject to prevailing legislation**.

**Contour Training Academy** has been Re-accredited to offer the following programmes:

SAQA ID	Title(s)	Level	Programme Type
CONS/BIERANGPROTAREA/2/0050	SP: Field Ranger: Protected Area (Armed or Unarmed)	2	Skills programme
17174	National Certificate: Tourism: Guiding	2	Full Qualification
59389	National Certificate: Nature Conservation: Resource Guardianship	2	Full Qualification

Any additions in accreditation scope will be communicated via a letter of extension.

Full detail of accreditation status and scope of accreditation will be printed on the Provider Accreditation certificate.

Kind Regards

A handwritten signature in black ink, appearing to read 'Dimpho Phungwayo'.

Dimpho Phungwayo  
ETQA Manager  
Tel: (011) 217 - 0600  
Email: [dimpho@cathsseta.org.za](mailto:dimpho@cathsseta.org.za)

## Appendix B: Enlarged Map 1





## Appendix C: Map 2

