

Charlene Weber

From: Mariette Steynberg <mariette@urban-econ.com>
Sent: 11 August 2015 03:39 PM
To: charlene.weber@acerafrica.co.za
Cc: Paul Scherzer (paul@edcs.co.za)
Subject: Hennie Heyns 7 July 2015

Categories: Blue Category



The image shows a business card for Mariette Steynberg. On the left is the Urban-Econ logo, featuring the letters 'UE' in a stylized blue font above the text 'URBAN-ECON Development Economists'. The main body of the card is dark blue with white text. It lists Mariette Steynberg's name, title 'Innovation & Sustainable Development Development Economist', and her qualifications 'BCom Hons (International Trade & Development)'. Contact information includes a cell number (079 029 5586), email (mariette@urban-econ.com), telephone (+27 12 342 8686), and fax (+27 12 342 8688). The address is 1056 Pretorius Street, Hatfield, 0028, and the website is www.urban-econ.com. On the right side, there is a circular logo for 'URBAN-ECON 30 YEARS OF EXCELLENCE' featuring a green plant growing from a tree stump. At the bottom of the card, it says 'Celebrate Development Diversity' and includes a small copyright notice: 'Urban-Econ Development Economists (Pty) Ltd | Reg No: 2010/220865/07 | © Copyright 2015'.

From: Hennie Heyns [mailto:hdheyns@icloud.com]
Sent: Friday, July 10, 2015 9:35 AM
To: Mariette Steynberg <mariette@urban-econ.com>
Subject: Re: Isundu sub-station Tourism and Economic Development Impact Assessment

Kind regards

Hennie Heyns
hdheyns@icloud.com
082 975 6100

On 09 Jul 2015, at 11:14 AM, Mariette Steynberg <mariette@urban-econ.com> wrote:

Hi Mr. Heyns,

Just checking that you have received the below e-mail. Please contact me should you wish to discuss any of my queries further.

I look forward to your response.

Best regards,
Mariette

<image001.jpg>

From: Mariette Steynberg

Sent: Tuesday, July 7, 2015 5:06 PM

To: 'hdheyns@icloud.com'

Subject: Isundu sub-station Tourism and Economic Development Impact Assessment

Hi Mr. Heyns,

Thank you for your time on the phone. As mentioned, I need clarification / verification of some issues to adequately assess any potential impact on the Aloe estate development resulting from the proposed Isundu sub-station. I would therefore appreciate it if you could assist me with providing the following information/documents as soon as possible:

1. Layout plan for the development, indicating the locality of the residential/old age home stands, the landing strip, the proposed lodge etc. **Whilst the layout plan has been sent to you/land use, there are amendments being made all the time, as the demand dictates. For example; I have been concerned about the high density near the Mayoboyo boundary (big five development), and felt that it would impact on them. I have been approached by someone to purchase the portion on the east of the tar road, for retirement, and a hotel overlooking the game reserve. This will replace the high density use as on the 'plan'. Please take note of this.**
2. Do you have the scoping report or Bid document for the EIA application? These documents should provide me with good background information of the development. **You would have to get this from my town planner and enviro guys, Owen Green, and Rebecca Bowd. you can get his e-mail off the land use plan.**
3. With regards to the residential development, I would like to confirm:
 - Will these be High, middle, low income housing?
 - Confirm that you envision 150 sites of 3000 sqm? **Yes.** At a selling price of R1 million each? **Yes. this could be the average price** And two retirement villages with 100 sites each? **Yes.. R500,000 per site.**
 - When is the estimated start date for selling of these land parcels? **Hopefully by the end of the year.**
4. Please clarify the following issues related to the tourism/lodge development:
 - What is the target market? Local or International tourists? Leisure or Business tourism? **I had a fly in day, and conducted a brief survey of my own, and the interest is vast, from both local and inland for aircraft owners to have their aircrafts, hanged here, as well as having a home on the estate. Virginia is moving, and some of those people would prefer to come here. There are many parents who have children schooled in the midlands, wishing to have a place to fly in to be with their children at a second home. Cato ridge is to be the cargo hub of KZN. Business people are scrambling to own industrial land in the area. This all impacts on the demand for housing. There is a growing demand for retirement. Howick, the renowned retirement centre can not cope with the demand. Aloe wild life estate, is closer to Durban, the climate is warmer, and the experts confirm it will be successful.**
 - What will the capacity of the lodge be – number of beds? **Not yet determined.**
 - Expected price per person, per night? **Not yet determined .**
 - Activities or facilities offered? Will the lodge have game viewing if aimed at leisure tourism? If business tourism is the target market, will there be conference facilities? **Yes.. game viewing, cycling , walks in nature. conference and wedding venue is planned.**
5. What is meant by Aero and Equestrian estate? What is the vision for how these relate to the rest of the project? **Persons that have aeroplanes, that wish to have a hanger near their home .. Fly in..and away directly from home. There will be equestrian facilities, Stabling for horses, for recreational rides etc.**

6. The loan of R25.8 million which you have secured, it is assumed that this has not been spent? As stated in consultation, roughly R750 000 has been spent on the EIA application. Is it reasonable to assume that the remainder of the loan will only be spent once the construction of the required infrastructure takes place? **NO. I funded the project as from 2005, when it was Kingthorpe estate. I had to liquidate the company in 2009, at that stage my loan account was confirmed at 25, 8 million. This was for the purchase of the land, improvements, running a holding costs, and the original EIA /ROD expense 1,5 million. Since 2009, i have had the same costs. New EIA, running and holding cost, improvements, all in excess of R20 mill.**

Beside s the initial sale of sites, there will be great spinoffs for business whether we as developers are involved in construction or not.

Land adjacent to the freeway in the Durban/maritzburg corridor, is selling for up to a million rand per hectare. Local Municipality have insisted that all land northeast be used for residential and tourism. The substation would render this 'land use', a total waste of time and money, and may spell disaster for any investor/developer.

Should you require any further info please feel free to call.

Please do not hesitate to contact me should you wish to discuss any of my questions further. I look forward to your response.

Kind regards,
Mariette

<image001.jpg>