



## 2. CURRENT FACILITY ASSETS

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<u>GENERAL</u>	Location : ease of access (4km from N3 highway) tarred road to the gate access to 2 primary city centres topography suitable for flying 60 ha property Property perimeter : 2.4m high electrified game fence  Hardened driveway Public Car Park Public Entrance: Walls and electrified gate Entrance signage 3 x Gate security Lights Provincial Road signage x 4 Bill Board Signage (5.4 m x 2.7m, 4.8 high) Cattle / Game grids suitable for buses  Municipal Water (+ stored / pumped rain water back-up) 2 Dams 2 x 10 000 l JoJo tanks large septic tanks and soak always two extra waterlines - 250m of 22in piping 3 phase electricity 400m into property 350m electrified / alarmed house fence 180m <sup>2</sup> house 84m <sup>2</sup> cottage 2 vehicle garage 11m x 5.3m x 3.5m high Carport
<u>INDOOR PUBLIC FACILITIES</u>	Education Centre      2 storey Hall ( 395m <sup>2</sup> ) with drive in options Formal lighting (88 inside light fixtures, 7 outside lights) 7 toilets 5 basin /wash areas 3 x showers 1 x handicapped toilet + basin 2 x tiled kitchens (33.4m <sup>2</sup> ) ---built in granite counters and cupboards ---Gas supply Scullery -wash room 40 seater carpeted lecture room (174m <sup>2</sup> ) 2 x ceiling fans 10 seater 49m <sup>2</sup> boardroom 2 x 21m <sup>2</sup> Storerooms Serving Bar counter and sink reception desk 93 m <sup>2</sup> Thatched Entrance Veranda Shop and reception office (80m <sup>2</sup> ) Shop fittings and reception counter Restaurant area(99.3 m <sup>2</sup> ) Gallery(31.3m <sup>2</sup> ) 27 double electrical points,
<u>OUTDOOR PUBLIC FACILITIES</u>	Playground: jungle gym, 2 swings, cargo net, slide, climbing ramp, fort 1.5 km walking trail 35.2 m <sup>2</sup> Viewing Deck 15 600 m <sup>2</sup> established lawns

370m<sup>2</sup> established gardens  
 19 Tap points  
 Large established shade trees  
 40 planted indigenous trees  
 Facility Features: Vulture Hide (40m<sup>2</sup>)  
 Wishing well  
 2x donation box features  
 Rotating Cube Interactive Display  
 Entrance water feature  
 Enclosure signage  
 Public information/Direction signage  
 CCA dropper fence - carpark

BEHIND THE SCENES Workshop (80m<sup>2</sup>) electrified  
 Tiled Feeding Room / Kitchen 8 m<sup>2</sup> (electrified and plumbed)  
 Walk-In Cold Room (4.32m<sup>2</sup>)  
 Air conditioned Incubation Room 9m<sup>2</sup> (Tiled requirement)  
 Quarantine/ Hospital Enclosures 35m<sup>2</sup>  
 44.1 m<sup>2</sup> Outbuilding (4.4 by 3.5m x 3)  
 75m<sup>2</sup> of red brick walkway  
 Staff Room (electrified - plug and light)

As per new required	19 x small enclosures (20m <sup>2</sup> x 3m high)	plus double door safety entrances
KZMW legal Minimum Standards & Conditions	21 x medium enclosures (54m <sup>2</sup> x 3m high)	
	8 x large enclosures(100m <sup>2</sup> x 4m)	
	5 x Extra large enclosures (150m <sup>2</sup> x4m high)	
	5 x XXL enclosures (180m <sup>2</sup> x 4m high)	
	<b>58 ENCLOSURES IN TOTAL</b>	

3 (162m<sup>2</sup>) rockwork @ R1000/m<sup>2</sup> > R486 000  
 Live Camera feed for BV breeding chambers (x4)  
 External toilet block 4 x normal  
 3 x basins  
 1 x handicapped toilet and basin

Arena Amphitheatre Earthworks  
 Formal Block and Timber seating for 140 people  
 Rock and water feature  
 Formal Perch landing places (cost of locating and transporting hardwood trees )  
 Electrified and plug points  
 Sound Room (14m<sup>2</sup>and electrified)  
 Weighing room (10m<sup>2</sup> , electrified)  
 Treatment room (12m<sup>2</sup> electrified)  
 Storeroom (12m<sup>2</sup>)  
 5 x release boxes + 4 in owl arena

LIVESTOCK 52.2 m<sup>2</sup> Rabbit and Guinea pig facilities  
 shelters from weather  
 nesting houses x12  
 central burrowing pit  
 cemented and fenced off area

Horse facilities

shelter/ stable for two horses

two permanent water troughs

740m of 3-rail Timber fences for 2 Paddocks

3 electric fenced paddocks

Horse Training Ring (3 timber rail fencing)

Rodent breeding rooms (x2) (2.5 x 3 m)

Built in shelves

Including plumbed Sink

Quail breeding requirement (from incubation, rearing under lights to growing-out enclosures)



## 4. STAFF CONSIDERATIONS

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7 ABOPS Staff Plus working director, Shannon Hoffman

Release of Staff - Currently employ 6 local staff who are unlikely to be able to relocate

What Severance Packages would be offered to them? One week for every year worked?  
This doesn't seem enough / There is minimal work in this area

The relocation of key staff members 1/2/3 people

Acquiring new staff members - advertising agencies/ newspapers

Training new staff - very time consuming (in house), so cannot earn income at that time

If the new location doesn't have practical commuter access for staff,  
then additional onsite housing will be required

Replacement Branded uniforms

## 5. MARKETING COSTS

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Market Research - Need to investigate our current income generating clientele  
Understand what brings them to this location  
Discover what would motivate our current repeat visit clientele to frequent a new venue?  
Need to investigate potential markets at possible new venues

There will be marked damage to goodwill as we move from a known into an unknown area of operation

1) We need to value the ABOPS brand, that has been built up over the last 16 years  
There needs to be compensation for the damage to this brand that the move will inflict

2) There is a cost to creating a new clientele = Marketing costs (normally 7% of turnover in a going concern)  
Plus the time it takes to do that  
2 years of monthly costs?

A marketing consultant should be commissioned - to manage the business processes and ensure sustainability going forward  
At a cost of around R15 000 per month

3) Value of the birds....if they die in transit or if they can't adapt to the new venue, then our 'product' is compromised

Cost of incorporation into new tourism routes, telephone books, directories

There is a cost to the replication of asset and brand into a new area  
The Sanctuary requirements need to be sustained till it can create a new income generating clientele  
The metropolitan areas (to which ABoPS is currently close) has a higher market potential.  
If no other suitable venue is located close by, and ABOPS has to move inland, then this potential market will drop.

### Physical requirements:

4 x Road Provincial Signs  
Bill Board Property Sign  
Onsite signage facilitating the general public

Press releases re. relocation x10  
New brochure design and printing  
New business Card design and address

Vehicle Branding changes  
Website, Facebook, Instagram campaigns  
Google maps changes and web address changes  
Onsite Data and Wi-Fi





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## 7. New Venue Considerations for the Bearded Vulture Breeding Programme

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The EEP (European endangered species programme) experience has shown that there is a direct relationship between breeding success and a sense of security for the captive birds.

So, their areas of breeding should not be altered and be as quiet as possible with little disruption to ensure that they successfully and continually breed in captivity

Millions of Rands have been invested in these birds and so any risk threatening their likelihood of breeding should be mitigated

Up to six Bearded Vulture eggs will be harvested and raised annually for the next five to six years.

As time passes therefore, proportionately more birds (of the 20 to 30 required individuals) will be negatively effected by the relocation process.

Additional enclosures (to the value of between R 600 000 and R1 000 000) will be required annually

Bad press - It will not look good to future funders when their contributions are used to build these enclosures which will be destroyed soon after donation.

This will degrade funder confidence in both the African Raptor Trust management and Eskom itself.

It would be beneficial therefore for all involved to move the Sanctuary operations as soon as practically possible

Specialist breeding centres dedicated to the breeding and pair formation of bearded vultures require staff present at all times, so permanent housing at the new location is necessary

Security: Physical /practical considerations and surveillance requirements

Live video surveillance feeds for Breeding Vulture Breeding Enclosures

Two (separated for biosecurity reasons) large flat areas on which to construct dedicated breeding enclosures. (Separate from public areas)

The actual move must take place between breeding season peaks (so somewhere between Jan and May)

Food requirement :   Need access to bones  
                              Rat & Mice for Breeding Season  
                              Rabbits for Breeding season

It might be a serious consideration to set up operations in the area where bearded vultures reside to increase the public awareness and educational possibilities directly to the appropriate target audience

This would, however, change our manner of operation

Eskom might consider evolving this relocation project into a cost that could simultaneously fulfil a CSI requirement

# 8. WISH LIST FOR A NEW VENUE

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A site with soul!!

A venue to double up as both a home and place of work

An old homestead - rock walls, metal gates, wooden floors, big trees

Two or more houses for permanent staff

A property 30ha or greater in area, depending on carrying capacity of environment and neighbouring activities

On site natural assets & photo opportunities (Cliffs, valley vistas, bushveld, rolling hills, Big trees, River frontage)

Wild Vulture feeding station opportunities

A site incorporating both level areas (for enclosure construction) and sloped areas (for flying lift )

Aesthetically pleasing View for arena backdrop - natural or pastoral

Suitable flying arena topography (slope) and large trees for shade

Alien plants under control

Suitable for game - plains game (fencing, H2O and food)

Natural grazing and pasture for livestock

Water onsite - dam, borehole, river frontage

A location on the same longitude or further west to facilitate the bearded vulture breeding program

Tar road access to gate or as near as possible

Adequate undeveloped buffer distance from neighbours

Non-Threatening or complimentary neighbour land use

No large powerlines over or near the new property

Proximity to staffing populous or extra onsite accommodation

Food sourcing : DOC hatchery proximity  
Red meat availability  
Bones for Bearded Vultures  
Quail & Rat breeding or buy in availability

Market accessibility: a local or international Tourism hub  
or Education outreach -School accessibility  
Bearded Vulture territory and therefore community target markets

Complimentary 'visitor drawcards' in the area A birding or environmental hotspot destination  
Location on a Tourist route or @ a known rest stop  
Other Facility draws - Hotel or restaurants

Structural Requirements Bearded Vulture breeding facility (enclosures and workrooms)  
Public viewing - bird park area  
Behind the scenes property maintenance areas  
Hospital and quarantine areas  
Public viewing deck and bird hide  
Public facilities : restaurant/shop, gallery/conference or education  
function areas  
Livestock living areas

Human and bird security considerations

WIFI and Internet Infrastructure availability

Need to investigate wild bird territories at a new site

## 9. COMPARATIVE COSTS AND REQUIREMENTS

### TURNOVER FIGURES

15/2016

R78 696/12 month ave

16/2017

R93 569/10 month ave

### COSTS

	CURRENT : ABOPS	NEW VENUE
Overheads	R 17,249.75	
Rates	R0.00	
Rent/Own	R3802 (last 12mth ave)	
H2O	R 1,406.50	
Eskom	R 6,466.12	
Public Liability	R 434.00	
Bones	butchery access	
RedMeat	No cost ?	
DOC	No cost ?	
Wages /Salaries/UIF	R 26,550.00	
Staff / Volunteer	R 3,347.91	
Birds	R 5,608.45	
Telephones	R 2,045.00	
Vehicles	R 600.00	
Petrol	R 2,017.20	
Stationery/Post	R 322.20	
Marketing	R 928.20	
Small Assests & Equip	R 286.80	
Cleaning Materials	R 295.40	
Materials/Maintenance	R 1,180.70	
Café stock	R 4,318.40	
Shop stock	R 12,164.13	
Restaurant	R 3,668.99	
Members Salaries	R 5,387.86	
Bearded vulture (excluding time)	R 7,382.36	
	R76,103.60	
<b>AVE MONTHLY COSTS</b>	<b>R 93 353.35</b>	