



The Fine-Line between a Dream Realised and a Dream Shattered

Presentation by Glynn O'Leary
CEO: Transfrontier Parks Destinations to the AHEAD-GLTFCA
Working Group Meeting

3 March 2011



TFPD – Community Partnerships

- What TFPD does
 - Manage, market & operate lodges and wilderness activities in or adjacent to Transfrontier Parks on behalf of Community or National Park owners
 - Assist communities to raise funds for upgrade of their asset
- Community benefits
 - Retain ownership of the asset & benefit from its growth
 - Receive % of turnover
 - Sustainable job opportunities created
 - Local business procurement
 - Catalyst for subsidiary projects
- Result
 - World-class tourism operations offering a high quality experience and on par with comparative commercial Lodges

Transfrontier Parks Destinations | www.tfpd.co.za



Transfrontier partnerships



Transfrontier Parks Destinations | www.tfpd.co.za



!Xaus Lodge
Kgalagadi Transfrontier Park

Khomani San and Mier Owners



Transfrontier Parks Destinations | www.tfpd.co.za



Witsieshoek Mountain Lodge
Maloti Drakensberg Transfrontier Conservation Area

The Batlokoa partners



Transfrontier Parks Destinations | www.tfpd.co.za



Covane Fishing & Safari Lodge
Great Limpopo Transfrontier Conservation Area

Covane Fishing & Safari Lodge



Transfrontier Parks Destinations | www.tfpd.co.za

Massingir & Canhane Owners



Transfrontier Parks Destinations | www.tfpd.co.za

Community asset development



Transfrontier Parks Destinations | www.tfpd.co.za



Machampane Wilderness Camp
Great Limpopo Transfrontier Park

Machampane Wilderness Camp



Transfrontier Parks Destinations | www.tfpd.co.za



Transfrontier Wilderness Trails
Great Limpopo Transfrontier Park

Shingwedzi self-drive 4x4 trail



Transfrontier Parks Destinations | www.tfpd.co.za

Hiking & Wilderness Trails



Transfrontier Parks Destinations | www.tfpd.co.za

Rio Elefantes Canoe Trail



Transfrontier Parks Destinations | www.tfpd.co.za

The Dream

Dream, like us, of experiencing Africa wild and free. Where people can reap the benefits of nature and in turn support her

...This is the dream of the Peace Parks Foundation

Nine Southern African countries united through their passion for nature, culture and community.

...This is the dream of Boundless Southern Africa

In a world beset by conflicts and division, peace is one of the cornerstones of the future. Peace Parks are a building block in this process, not only in our region, but potentially in the entire world.

...These are the words of Dr Nelson Mandela

The Peace Parks concept not only has tremendous benefit for ecosystem protection across international boundaries but also for regional integration of a continent divided at the turn of the 19th century

...These are the words of Werner Myburgh, CEO of PPF

Transfrontier Parks Destinations | www.tfpd.co.za

The Reality in PNL

Environment:

- The fence remains
- Animal numbers are still low and not sufficiently dispersed
- Poaching continues

People:

- Relocation programme seriously behind schedule
- Incidents of Tourist/Community conflict

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

The Reality in PNL

Operational cost and complexity

- Sources of supply, distances & road conditions
- Cost: Duties, border crossings

Visitor Logistics to visit PNL

- “Impulse buy” opportunities precluded
- Border formalities
- passports, visas & vehicle papers

Car Hire companies

- limited number allow their vehicles to enter Mozambique
- Cross border permission letters

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

The Reality in PNL

High cost to visit PNL especially for foreign guests

- Park entry fees charged by KNP (R180) and PNL (R50)
- Vehicle entry fee (R50 +R10)
- Visa Fees (R563)
- Vehicle Third Party fee for Mozambique (R150)
- Car Hire company cross-border permission letter fee (R600)
- Open Safari Vehicle entry fee charged by KNP (R180 pp)

Typically a foreign guest travelling through KNP for a three night stay at Machampane in PNL pays R1378pp in addition to their accommodation charge i.e. more than R450 per night!!

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

The Reality in PNL

Destination marketing

- Undertaken by the operator who in reality should only be responsible for product marketing

Very limited destination marketing undertaken by:

- National Parks forming the Great Limpopo Transfrontier Park
- Respective Country Tourism Authorities

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

Highway to the Coast or Dream?

Giriyondo – realisation of a dream or the start of the highway to the coast??

Can the challenges posed by the realities on the ground be resolved so that the Dream of a true Transfrontier Park can be realised??

The answer is “Yes” if there is a “collective will” and reference is made to the precedence established in the Kgalagadi Transfrontier Park.

Transfrontier Parks Destinations | www.tfpd.co.za

The Solutions

Access:

- Implement system similar to or adapted from Kgalagadi Transfrontier Park
- Allow tourist access without passports, visas and motor vehicle papers (but record visitor details) **provided** tourist has confirmed booking in GLTP **and** returns through Giriyondo to country of origin without exiting GLTP
- If vehicle theft a concern, then permit accredited operators/accommodation providers to collect and return guests to Border Post
- Allow visitor’s to park overnight at the Border Post

Transfrontier Parks Destinations | www.tfpd.co.za

The Solutions

Fees:

- Implement single Transfrontier Park entry fee for “visitors to GLTP” i.e. a tourist that has spent at least three nights in one or other or a combination of the Parks not someone simply using Giriyondo as a transit point
- Provide a “Wild Card” exemption for guests of Transfrontier Park operators using Open Safari Vehicles for transfer of guests between Camps

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

The Solutions

Environment and people:

PNL is dealing with relocation of people living in Park within constraints faced and means available

Slow pace however results in fence remaining in place and perception of “no game” in the area

- Remove 9kms of fence from Giriyondo in a southerly direction to the old sanctuary road
- Unlikely to impact on PNL’s programme of relocation any more than existing holes in the fence
- Will contribute significantly to changing perceptions about the game product

[Transfrontier Parks Destinations | www.tfpd.co.za](http://www.tfpd.co.za)

The Solutions

Commercial success of the GLTP requires marketing of the “Destination”

Product marketing alone is inadequate

- Destination marketing is the responsibility of the Tourism Authority and National Park Authority
- Funds or support for this purpose have to be sought
- Inatur should provide a table (free of charge if necessary) at Regional and International Trade Shows for this purpose that can be shared by PNL and its operators

Transfrontier Parks Destinations | www.tfpd.co.za





The Dream requires collaboration

The Dream should be of “one Transfrontier Park” and not three separate abutting National Parks

To achieve this requires collaboration and a positive relationship between: Governments, National Parks, Customs and Immigration; Police Services, Tourism Authorities **and** Operators

What is required to fulfil the Dream is:

- A seamless “one park” tourist experience
- A fair fee for the tourist’s use of the infrastructure
- A conducive operating environment for concessionaires

The Dream brings trade to rural areas



Transfrontier Parks Destinations | www.tfpd.co.za

The Dream benefits communities



Transfrontier Parks Destinations | www.tfpd.co.za

A shattered Dream is not an option



Transfrontier Parks Destinations | www.tfpd.co.za

Contact details

CEO: Glynn O'Leary | glynn@tfpd.co.za | +27 (0)82 56 56 56 9 | skype: glynnoleary

Transfrontier Parks Destinations

Postal address: P O Box 30919 Tokai 7966

Physical address: Cirtech House, Stibitz Street, Westlake Business Park, Cape Town

Phone: +27 (0)21 701 7860

Fax: +27 (0)21 701 7870

Flickr photosets: www.flickr.com/photos/TFPD/sets

Websites:

Transfrontier Parks Destinations: www.tfpd.co.za

!Xaus Lodge: www.xauslodge.co.za

Machampane Wilderness Camp: www.dolimpopo.com

Covane Fishing & Safari Lodge: www.covanelodge.com

Great Limpopo Transfrontier Park Wilderness Trails: www.dolimpopo.com

Witsieshoek Mountain Lodge: www.witsieshoek.co.za

Transfrontier Parks Destinations | www.tfpd.co.za
