



Asa Wright Nature Centre

P.O. Box 4710, Arima, Trinidad and Tobago, West-Indies

REQUEST FOR PROPOSALS CONCESSION TO OPERATE ECO-LODGE

Clarifications and Responses

Version 1

Clarification 1

- a) Can we get the last 5 years audited financials please?
Response: We do not have separate audited financial statements for the eco-lodge – our audited financials are for the entire Trust. We are prepared to have the figures for the eco-lodge extracted from the audited financial statements if absolutely necessary, in which case our accountant will require time to prepare. We have already extracted the revenue for overnight guests at the eco-lodge and the restaurant and provided as Annex 1 in the RFP. As mentioned, the revenue figures provided are, in our opinion, an under-representation the revenue potential of the eco-lodge due to the business model at the time.
- b) Can the closing time for this RFP be extended to end of October instead of end of September?
Response: We note your request and will take it into consideration. Any notice of extension of the submission deadline will be posted next week (week of Sept 13).
- c) Can we get copies of the TTEC, WASA and all other statutory bills for at least 12 months of an operating period before the facility was closed in March 2020?
Response: Our documents are at our accountant and auditor. We are working on retrieving them and will share in a reply later on.
- d) Is the generator a full backup for the compound, and what are the specs on it like KVA rating, voltage etc?
Response: The generator is a full backup to every area/building on the compound when it kicks in, which is a few seconds after a power outage. We will provide the specifications in a reply later on.
- e) Do you have Town and Country and EMA approvals for the facility and are there any issues unresolved with regards to any statutory bodies?
Response: Many of the buildings at the Centre were in existence before the T&CP Act came into force and so never required planning permission. Some of the structures built on the compound subsequently would have required planning permission, but we do not have any records to show whether such approval was expressly sought or granted. However, none of the buildings on site have been



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constructed within recent years so they are all immune from enforcement action and have been legitimized by the passage of time. No development has taken place on the site since the EM Act came into force and there are no unresolved issues with regards to any other regulatory bodies.

- f) What is the status with the Union and is it that the lessee is expected to hire the person that worked previously under the union?

Response: Despite the AWC's repeated attempts to resolve outstanding labour issues in the interest of our former employees, the Trade Disputes filed against the AWC by the Union are still unresolved. We would be happy to recommend many of our former staff for employment by the Concessionaire if asked to do so.

Clarification 2

- a) Can existing structures be remodeled

Response: Under the concession agreement, the Trust retains ownership of the facilities therefore any internal or external remodeling will need to be approved by the Trust. The Concessionaire will be responsible for all statutory approvals (if any) required for remodelling.

- b) Can additional structures be constructed on the premises?

Response: The Concessionaire will not be entitled to construct any additional buildings or other facilities on the premises without the prior consent of the Trust. Any structures that are erected on the lands of the Trust will be the property of the Trust; however, if they are constructed at the expense of the Concessionaire, the Concessionaire will be entitled to occupy them during the term of the Concession Agreement, subject to the terms and conditions of that Agreement.

- c) What is the size of the green house and its current rate of usage?

Response: The approximate dimensions for the green house is 16 ft x 47 ft. The Centre is closed and has been since March 2020 so the current rate of usage is nil.

- d) What were the costs of individual utilities during peak months?

Response: Our documents are at our accountant and auditor. We are working on retrieving them and will share in a reply later on.

- e) What were the costs associated with maintenance, security and landscaping and other general operations?

Response: As we do not have separate audited financial statements for the eco-lodge (our audited financials are for the entire Trust), we are prepared to have the expenses associated with the eco-lodge extracted from the audited financial statements. Our



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accountant will require time to prepare and a response will be posted before the end of this week (week Sept 13).

- f) What was the full list of recreational activities available in the Centre before it was closed?

Response: Information about the Nature Centre's activities prior to closure can be found on our website, specifically, <https://asawright.org/conservation-education/>.

- g) Is there a comprehensive list of all sites and naturally occurring phenomena on the property recorded?

Response: Information about the ecology at the Nature Centre can be found on our website, specifically, <https://asawright.org/tropical-nature/>

- h) Were there any patrols for wildlife security in place

Response: The AWNC employs a security force comprised of personnel appointed as Estate Constables under the *Supplemental Police Act, Ch.15:02*. Some of these officers serve as Honorary Game Wardens appointed under the *Conservation of Wildlife Act, Ch.67:01*.

- i) Were the Cocoa Houses also operational before closure of the Centre?

Response: The cocoa houses were converted to offices and accommodations. One cocoa house is dedicated to offices and the 2nd cocoa house is used as a guest accommodation – as illustrated in Annex 3 of the RFP.

- j) Can the other unspecified operations of the Trust interfere with the operations of the concessionaire?

Response: As is stated in the RFP, the Trust will continue to carry out various operations on the premises at Springhill Estate, including the operation of a Visitor Centre for day visitors, involving outdoor and indoor activities. It is expected that both parties will work together in ensuring the success of any concession and resolving any issues that may arise from time to time. Further provision will be made for defining spaces, use of common areas, permitted activities and dispute resolution in the final contract.