



FINANCE Real Estate Unit

4TH FLOOR, EMBASSY BUILDING

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CLARIFICATION MEETING ON PROPERTIES ADVERTISED ON 13 SEPTEMBER 2024

DATE: 26 SEPTEMBER 2024

NAME	QUESTION	ANSWER
XOLANI BUTHELEZI [SOKHAYA M TRADING]	CAN A SMME DEVELOP THE PROPERTY WITH THEIR OWN FUNDS/CAPITAL IF THEY DO NOT REQUIRE FUNDING FROM FINANCIAL INSTITUTIONS?	YES, THE BIDDER MAY USE THEIR OWN FUNDS. THE BIDDER WOULD BE REQUIRED TO SUBMIT PROOF OF THEIR AVAILABLE FUNDS (E.G. SUBMIT BANK STATEMENTS, ETC). THE DEVELOPMENT AMOUNT IS NOT PRESCRIBED BY REAL ESTATE, BUT EACH BIDDER SUBMITS THEIR OWN PROPOSAL AND MUST PROVE THAT THEY HAVE THE FUNDS TO DEVELOP THE SUBJECT PROPERTY IN LINE WITH SAID PROPOSAL.
AIDAN DAVID [SCAF FURB PTY LTD]	WITH REGARD TO DAMAGED OR DILAPIDATED PROPERTY/IES, WILL THE BIDDER BE REQUIRED TO FIX THE PROPERTY?	THE PROPERTIES ARE VALUED AS PER MARKET VALUE AND THE VALUATION IS DONE IN TERMS OF THE BULK. OVERALL, VALUATION IS DONE IN TERMS OF THE DEVELOPMENT POTENTIAL OF THE PROPERTY, THE PROPERTY RIGHTS AND LAND, USING THE COMPARABLE SALES VALUATION METHOD.
ATTENDEE	REQUEST FOR CLARITY ON THE SUBMISSION OF BID	SUBMISSION: 1 ORIGINAL, 1 COPY AND 1 USB
ATTENDEE	REQUEST FOR CONTRACT VALUATION	THE COUNCIL RESOLUTION THAT IS ON ALL BID DOCUMENTS PROVIDES DETAILS PERTAINING TO THE VALUE OF THE PROPERTY. MBD 3.1 ALSO LISTS THE CONTRACT VALUE.

THULANI MENGOE [MEPU GROUP]	WHAT KIND OF LETTER FROM A BANK/FUNDER IS REQUIRED AND WHAT WORDING WILL SUFFICE IN TERMS IN ORDER TO SATISFY THE REQUIREMENTS AS PER THE FUNDING MODEL/FINANCIAL CAPABILITY ASPECT?	AT THE BIDDING AND EVALUTION STAGE, REAL ESTATE IS NOT LOOKING FOR A GUARANTEE OR A COMMITMENT FROM A BANK/FINANCIAL INSTITUTION IN TERMS OF FUNDING, BUT AN EXPRESSION OF INTEREST TO FUND. THE BIDDER NEED ONLY PROVIDE PROOF THAT THEY ARE FINANCIALLY CAPABLE TO ACCESS THE SPECIFIED DEVELOPMENT FUNDS.
THULANI MENGOE [MEPU GROUP]	DIFFERENCE BETWEEN A MEMORANDUM OF UNDERSTANDING (MOU) VS JOINT VENTURE (JV)	A MOU IS DIFFERENT FROM A JV BECAUSE IT IS MORE OF A TACIT AGREEMENT, WHEREAS A JV IS A FORMAL AGREEMENT AND IT IS MORE CONCRETE.

SIZWE NDLOVU	QUESTIONS RELATING TO CELLS MASTS: 1) IS THERE A BUSINESS VIABILITY STUDY CONDUCTED BY REAL ESTATE REGARDING CELL MASTS SITES AND SIZE? 2) WHAT IS THE BASIS FOR THE RESERVE RENTAL? 3) ISSUE OF COMMUNITY FORUMS? 4) IS THERE A PARTICULAR REASON WHY THE LEASES ARE FOR 9 YEARS AND 11 MONTHS?	THE CELL MAST PROPERTIES THAT ARE UP FOR TENDER ARE PREDOMINANTLY IDENTIFIED BY CLIENTS WHO MAY CURRENTLY BE OPERATING IN THAT SPACE. THIS KICK STARTS THE REAL ESTATE APPLICATION PROCESS FOR LAND RELEASE. THE PROPERTY IS THEN PUT OUT ON TENDER FOR THE GENERAL PUBLIC TO SUBMIT THEIR BIDS. THE RELEVANT INDUSTRY PLAYERS ARE IN A BETTER POSITION TO ASSESS VIABILITY AND WOULD SURELY POSSESS THE EXPERTISE WITH REGARD TO THE LOCATION AND SIZE OF THE CELL MAST. IN TERMS OF THE RENTAL RESERVE, THE VALUATION METHOD USED IS THE COMPARABLE SALES METHOD AND COMPARABLES WERE USED FROM DIFFERENT MUNICIPALITIES, E.G. EKURHULENI, CAPE TOWN, ETC. FROM THESE COMPARABLES, THE RENT BASIS WAS BETWEEN THE RANGE OF R10,000 TO R12,500. AS A PART OF THE VALUATION PROCESS, THE RIGHTS ON THE PROPERTY ARE VALUED AND THE VALUATION METHOD AND PROCESS IS WHAT IS IN LINE WITH CURRENT MARKETS. THE ASPECT OF COMMUNITY FORUMS IS DEALT WITH ON REU MBD 20, WHERE THERE IS PROVISION FOR EMPOWERING THE LOCAL COMMUNITY. THE LEASES ARE 9 YEARS AND 11 MONTHS BECAUSE ONCE THE LEASE IS A 10-YEAR LEASE AND ABOVE, THE LEASE WILL HAVE TO BE REGISTERED AT THE DEEDS OFFICE.
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ATTENDEE	QUESTION: REGARDING THE ESCALATION RATE; THE RENATL REVIEW; REZONING AND PROPERTY VALUATION	VALUATION IS BASED ON CURRENT ZONING AND THEN AFTER DEVELOPMENT, THE PROPERTY WILL BE VALUED TAKING INTO ACCOUNT THE NEW DEVELOPMENT AND LAND VALUE. RENTAL REVIEW: THIS ASPECT IS VITAL BECAUSE IN THE CASE WHERE MARKET TRENDS CHANGE, THIS EXERCISE CREATES SPACE FOR THE REASSESSMENT OF THE RENT AND/OR THE ESCALATION RATE IN ORDER TO BRING IT IN LINE WITH CURRENT MARKET TRENDS. THIS IS BENEFICIAL FOR ALL PARTIES CONCERNED
THULANI MENGOE [MEPU GROUP]	WHO IS RESPONSIBLE FOR STORING TENDER DOCUMENTS AND THE REPORTS PERTAINING TO THE TENDER EVALUATION PROCESS/OUTCOME?	SCM KEEPS THE ORIGINAL TENDER DOCUMENT AND LINE DEPARTMENT KEEPS THE COPY. IN THE EVENT WHERE THERE IS AN AGGRIEVED BIDDER, THERE ARE STEPS UNDER THE PROMOTION OF ACCESS TO JUSTICE ACT (PAJA) THAT THE BIDDER MAY FOLLOW. THE NON-AWARD PROCESS IS DEALT WITH BY SCM.
PRESENTATION BY FINANCIAL INSTITUTIONS		
INSTITUTION	REPRESENTATIVE	
uMASTANDI	ZINHLE KHUMALO	
TUHF	SIREENA RAMPARSAD	
ABSA	VUMI NYAMAZANA	
NEF	NKOSIKHONA KHUZWAYO	
NEDBANK	MPUMELELO CELE	
THULANI MENGOE [MEPU GROUP]	HOW DO BANKS/FUNDERS ASSESS OR VALUE A PROJECT WHEN APPROACHED BY A PERSON OR ENTITY REQUIRING FUNDING; DOES THE FUNDER ASSESS THE PROJECT OR THE INDIVIDUAL?	BOTH THE INDIVIDUAL AND THE PROJECT IS ASSESSED BECAUSE IT IS PEOPLE/INDIVIDUALS THAT RUN COMPANIES AND OVERSEE PROJECTS.

AIDAN DAVID [SCAF FURB PTY LTD]	WHAT KIND OF SUPPORT IS PROVIDED TO ENTREPRENEURS TO HELP THEM NAVIGATE THE PROPERTY/REAL ESTATE SPACE?	THERE ARE FACILITIES IN PLACE TO ASSIST ENTREPRENEURS. IN SOME CASES THERE IS A VALUE THRESHHOLD IN TERMS OF THE KIND AND EXTENT OF THE SUPPORT. ONE IMPORTANT ASPECT IS THAT THE ENTREPRENEUR MUST SHOWCASE A WILLINGNESS AND THE ABILITY TO COMMIT THEMSELVES FINANCIALLY AS WELL - 'SKIN IN THE GAME'. THE INTUTHUKO EQUITY FUND (IEF) IS A UNIQUE INNER-CITY PROPERTY FINANCE INITIATIVE THAT SUPPORTS PREVIOUSLY DISADVANTAGED INDIVIDUALS WHO WANT TO ENTER THE PROPERTY INVESTMENT MARKET BUT FACE CONSTRAINTS IN ACCESSING THE FINANCE NEEDED TO DO SO.
XOLANI BUTHELEZI [SOKHAYA M TRADING]	HOW DO BANKS/FUNDERS DEAL WITH INSTANCES OF SLOW PAYMENTS BY CLIENTS; DO BANKS TAKE INTO ACCOUNT UNDERLYING FACTORS?	THE AIM IS TO CREATE A COLLABORATIVE WORKING RELATIONSHIP, WITH COOPERATION AND COMMUNICATION. BANKS DON'T SHUN AWAY CLIENTS IN THESE INSTANCES WITHOUT LOOKING AT THE OVERALL CASE BECAUSE THERE ARE VARIOUS REASONS OR FACTORS THAT CAUSE SLOW PAYMENTS.
ATTENDEE	DO BANKS REQUIRE SURETYS?	YES, BANKS DO REQUIRE SURETY, Ts&Cs APPLY.
ATTENDEE	WHAT HAPPENS AT THE END OF A LEASE?	AT THE END OF A LEASE, THE LEASED PROPERTY REVERTS TO THE MUNICIPALITY. THE PROPERTY THEN CONTINUES TO BE USED TO GENERATE REVENUE AS A PART OF THE CITY'S PROPERTY PORTFOLIO.
ATTENDEE	WHAT HAPPENS IN THE CASE WHERE A PROPERTY HAS A POOL OR PARK ATTACHED TO IT?	PROPERTIES THAT HAVE A FEATURE UTILIZED FOR PUBLIC SERVICES ARE NOT LEASED OUT. THE HAND PLAN FOR EACH PROPERTY WILL HAVE A CLEAR DEMARCATION, AS SUCH, AREAS THAT PROVIDE OR ARE USED TO PROVIDE A PUBLIC SERVICE ARE NOT UNDER LEASE OPTION.
ATTENDEE	CAN A PERSON/ENTITY BID AND THE SUBLET/DEVELOP WITH THE INTENT TO GET A TENANT ON THE PROPERTY?	NO, REAL ESTATE IS ESSENTIALLY PERFORMING THAT FUNCTION AND THEREFORE THOSE KIND OF BIDS WILL NOT BE ENTERTAINED. SAVE FOR CERTAIN INSTANCES.

ATTENDEE	HOW DO YOU (FUNDERS/BANKS) DEAL WITH A CLIENT THAT HAS A BAD TRACK RECORD?	EACH MATTER IS DEALT WITH ON A CASE-BY-CASE BASIS. BANKS/FUNDERS ALSO LOOK INTO WHAT STEPS THE CLIENT HAS TAKEN TO REMEDY THE BAD TRACK RECORD. WHEN ONE FINDS THEMSELVES IN THIS SITUATION, IT IS IMPORTANT TO COMMUNICATE AND BE PROACTIVE RATHER THAN REACTIVE.
AIDAN DAVID [SCAF FURB PTY LTD]	IS THERE A SERVICE FEE CHARGED BY NEF AGENTS? ARE THE NEF OFFICES AND STAFF EASILY ACCESSIBLE?	NEF DOES NOT WORK WITH AGENTS. IF ANYONE WAS CHARGED A FEE, IT WAS MOST LIKELY A SCAM. NEF STAFF IS EASILY ACCESSIBLE. CONTACT DETAILS FOR MR KHUZWAYO: 078 855 6671
ATTENDEE	DOES NEF OFFER GRANTS FOR ENTREPRENEURS WHO DEAL IN THE SOLAR/ALTERNATIVE ENERGY SPACE/MARKET?	YES, NEF DOES OFFER GRANT FACILITIES. PLEASE GET IN TOUCH WITH NEF FOR MORE DETAILED SPECIFICS ABOUT THE SERVICE OFFERING.
ATTENDEE	WHAT ARE THE TIMEFRAMES THAT THE BANKS NEED IN ORDER TO PROCESS FUNDING APPLICATION?	FOR AN EXPRESSION OF INTEREST TO FUND DOES NOT TAKE TOO LONG TO ISSUE AS LONG AS THE BANK IS FURNISHED WITH ALL THE REQUIRED DOCUMENTS/INFO IN ORDER TO CARRY OUT THEIR INTERNAL ASSESSMENT. REAL ESTATE: WITH REGARD TO THE TENDER PROCESS, THERE IS AN ALLOWANCE OF 90 (NINETY) DAYS AFTER AN AWARD TO FINALIZE AND SECURE FUNDING THAT IS REQUIRED.
ATTENDEE	SUBLETTING: E.G. VIRGIN ACTIVE?	REAL ESTATE IS NOT PREPARED TO ENTERTAIN SUBLETTING BIDS WITH REGARD TO STAND-ALONE RESTAURANTS/RETAIL DEVELOPMENTS. IN THE INSTANCE WHERE THERE IS A DEVELOPMENT OF A MALL OR COMPLEX/CENTRE, THERE WILL BE PROVISION FOR SUBLETTING IN THOSE KIND OF SCENARIOS.
ATTENDEE	QUESTION FOR ABSA & NEDBANK: WHAT IS THE PERCENTAGE OF TENANT COMMITMENT IS REQUIRED UPFRONT IN ORDER FOR FUNDING TO BE GRANTED BY THE BANKS?	THIS VARIES FROM BOTH BANKS. KINDLY ENGAGE BANKS FOR MORE DETAILED SPECIFICS.
ATTENDEE	IS THERE PREFERENCE GIVEN TO CURRENT TENANTS/LESSEES?	NO PREFERENCE IS GIVEN TO CURRENT TENANTS/LESSEES. THE ENTIRE TENDER PROCESS IS CONDUCTED FREELY AND FAIRLY.

MR SHANGASE	IS THERE A POSSIBILITY/POTENTIAL FOR MIXED-USE DEVELOPMENT WHERE A PROPERTY IS ZONED FOR COMMERCIAL USE?	THE PAGE ON THE TENDER DOCUMENT THAT HAS ALL THE ZONING INFORMATION. THE ZONING INFORMATION PAGE SPECIFIES PRIMARY RIGHTS, SECONDARY RIGHTS AND PRECLUDED DEVELOPMENTS/USAGES. ALL PROPOSALS MUST BE IN LINE WITH ZONING REQUIREMENTS.
ATTENDEE	IS IT POSSIBLE FOR THE MUNICIPALITY/REAL ESTATE TO CONSIDER A LOWER LEASE PERIOD AND THE REMOVAL OF THE 'DEVELOPMENT CLAUSE' FOR TENDERS THAT HAVE BEEN OUT BEFORE BUT HAVE HAD NO RESPONSIVE BIDS?	NO, IT IS NOT POSSIBLE BECAUSE WE ARE BOUND BY THE PROVISIONS OF A COUNCIL RESOLUTION. FOR INFORMATION PURPOSES, THERE IS A COUNCIL RESOLUTION PROVIDED IN EACH TENDER DOCUMENT.

DATE: 14 NOVEMBER 2024

IT IS SPECIFICALLY BROUGHT TO THE ATTENTION OF ALL ATTENDEES THAT CONTRACT 7E-29338 AND 7E-29088 HAVE ADDENDUMS. ALL TENDERERS ARE INSTRUCTED TO MAKE ALTERATIONS AS LISTED IN THE ADDENDUMS, TO THEIR RESPECTIVE TENDER DOCUMENTS. A SIGNED VERSION OF THE ADDENDUMS MUST ACCOMPANY THE TENDER DOCUMENT.

NAME	QUESTION	ANSWER
MBALI ZONDI CRANE TRUCK) (FAKAZI	39 WESTMEAD ROAD PINETOWN- PAGE 5 OF THE TENDER DOCUMENT REQUIRES THE BIDDER TO PROVIDE FINANCIAL STATEMENTS FOR THE PAST THREE YEARS, MUST ALL FINANCIAL STATEMENTS BE ABOVE 10 MILLION?	NO, THE VALUE OF THE PROPERTY IS ABOVE 10 MILLION, YOU JUST NEED TO SUBMIT YOUR COMPANY FINANCIALS. IT IS A REGULATION 21 REQUIREMENT INTERMS OF THE SUPPLY CHAIN REGULATIONS.
SIMPHIWE MBHELE CRANE TRUCK) (FAKAZI	UMLAZI-H - IF YOU DECIDE TO SET- UP A NEW VENTURE FOR A NEW COMPANY FOR BIDDING, YOU WON'T HAVE FINANCIAL STATEMENTS BUT A BANK LETTER FOR FUNDING. THE SITE HAS BUILDINGS, ARE THEY INCLUDED ON THE ADVERTISEMENT?	ON THE LIST WE DO HAVE A PROVISION FOR AN SPV THAT IS OWNED BY A COMPANY THAT IS SUCCESSFUL, THE FINANCIALS REQUIRE A TRACK RECORD, SETTING UP A NEW COMPANY WOULD BE SUICIDAL. YOU CAN SET IT UP POST AWARD AS WE DO ALLOW AS A CONDITION OF CONTRACT. RATHER DEAL WITH IT POST AWARD, AS LONG AS THAT SPV IS 100% OWNED BY THE COMPANY THAT WAS AWARDED. THE RED LINE ON THE PHOTO SHOWS THE BOUNDARY OF THE PROPERTY.

BONGANI KHUMALO COMMUNICATIONS)	(ALPHA	SITES FOR TOWERS - ARE THEY APPROVED BY SERVICE PROVIDERS?	WE DO NOT ENGAGE WITH TOWER OPERATORS, WHAT WE HAVE MADE AVAILABLE IS LAND THAT CAN BE DEVELOPED INTO TOWERS. APPLICATIONS RECEIVED ARE USED AS A GUIDE INTERMS OF WHAT COULD BE USED IN THOSE SPECIFIC PROPERTIES.
SIMPHIWE MBHELE CRANE TRUCK)	(FAKAZI	UMALZI-D - THERE'S A LOT OF ACTIVITY ON THE PROPERTY, IS IT THE SAME LOGIC AS THE ANSWER TO THE QUESTION BASED ON UMLAZI-H? WIGGINS -	THE SAME PRINCIPLE APPLIES. THERE'S NO HARM IN YOU DEVELOPING AND USING THE GROUND FLOOR AS PARKING. IF YOU WANT YOUR DEVELOPMENT TO BE FEASIBLE AND STILL TO A CERTAIN DEGREE ACCOMMODATE THE EXISTING ACTIVITIES, ULTIMATELY IT'S YOUR DEVELOPMENT, WHAT WE WANT IS THE RENTAL.
MBALI ZONDI CRANE TRUCK)	(FAKAZI	39 WESTMEAD PINETOWN - IS IT ONLY THE PART SHADED IN PINK OR THE BACK SPACE OF THE PROPERTY THAT IS ADVERTISED? IN TERMS OF DEVELOPMENT FINANCIALS, LET'S SAY 30 MILLION, ARE WE SUPPOSED TO SPEND THAT 30 MILLION OR IT WILL DEPEND ON WHAT WE ARE BUILDING? THE TENDER DOCUMENT REQUIRES THAT THE PLACE BE FULLY DEVELOPED WITHIN A PERION OF 3 YEARS, IF NOT YOU NEED TO SEND SOMETHING TO THE OFFICE FOR EXTENSION. DOES THE AMOUNT NEED TO BE 30 MILLION?	THE PINK COLOUR IS SHOWING THE BOUNDARIES, AT THE BACK IT IS ENVIRONMENTALLY SENSITIVE. THE 30 MILLION IS TO INCENTIVISE YOU TO SPREND MORE MONEY BECAUSE WE WILL GIVE YOU A RENTAL HOLIDAY WHILE YOU ARE CONSTRUCTING, FOR THE PERIOD OF CONSTRUCTION, IT CANNOT BE LONGER THAN 26 MONTHS. IN THE CASE OF THIS ONE IT WILL PROBABLY TAKE YOU BETWEEN 12 AND 18 MONTHS TO DEVELOP. THE 30 MILLION IS WHERE WE WILL CONSIDER GIVING YOU A RENTAL RELIEF. FOR THE PERIOD YOU ARE BUILDING YOU ARE NOT GONNA BE PAYING RENTAL. THE 30 MILLION IS THERE TO INCERNTIVISE PEOPLE WHO ARE WILLING TO SPEND MORE MONEY.
KEVIN LLOYD		ITEM 31 (7E-29827) BLUE LAGOON - IS IT JUST THE BUILDING OR THE PROPERTY ADJACENT AS WELL?	THE TENDER DOCUMENT WILL HAVE THE HANDPLAN. THE PINK PORTION WHICH IS ON THE DIAGRAM IS ESSENTIALLY JUST THE BUILDING.
BONGANI KHUMALO COMMUNICATIONS)	(ALPHA	DEMOGRAPHIC PROFILE - WHAT IS THE REASON OF SHOWING US THE DEMOGRAPHIS GRAPH, ARE THE BLACKS GOING TO HAVE AN ADVANTAGE?	TO GIVE AN EFFECT TO SECTION 25(5) OF THE CONSTITUTION. BY LAW REQUIRED WE ARE REQUIRED TO BE FAIR, EQUITABLE AND TRANSPARENT. THIS IS DISCLOSED TO BE TRANSPARENT.THE CONSTITUTION REQUIRES TO PROVIDE THAT EQUITABLE ACCESS.

MARCUS HOLDINGS) (VHAPFUMI	PREFERENCE POINTS (FOLWENI) - WE ARE PROPERTY DEVELOPERS AND DON'T HAVE PRESENCE IN FOLWENI, IT IS DIFFICULT TO SCORE PREFERENCE POINTS.	SCHEDULE 5b OF THE CONSTITUTION GIVES MUNICIPAL FUNCTIONS, IN TERMS OF OUR SCM POLICES. BY IMPLICATION WE HAVE AN OBLIGATION TO EMPOWER FIRST BUSINESSES THAT ARE REGISTERED WITHIN THE ETHEKWINI JURISDICTION. WE WOULD PREFER TO DEAL OR DO BUSINESS WITH COMPANIES SITUATED WITHIN OUR MUNICIPAL JURISDICTION, AS IT TALKS TO WHAT SCHEDULE 5b OF THE COSTITUTION SAYS WE MUST DO IN TERMS OF ECONOMIC DEVELOPMENT. IT IS ONLY APPLICABLE IN THE FINAL STAGE.
MARCUS HOLDINGS) (VHAPFUMI	FOLWENI - THERE ARE VACANT MUNICIPAL OWNED SITES NEXT TO THE PROPERTY, CAN WE USE THOSE SITES AS PARKING TO MAKE THE DEVELOPMENT FEASIBLE?	COUNCIL RESOLVED WHAT IS ON THE TENDER ADVERT. ADDITIONAL SPACE IS A POST AWARD ISSUE.
MBALI ZONDI CRANE TRUCK) (FAKAZI	39 WESTMEAD ZONING CERTIFICATES (PROPERTY ZONED AS GENERAL INDUSTRY) - CONTAINER DEPO REQUIRES A SPECIAL CONSENT, WHAT DOES THAT MEAN?	YOU WILL NEED PERMISSION FROM TOWN PLANNING TO USE IT AS A CONTAINER DEPO. SPECIAL CONSENT IS A SHORTER VERSION OF REZONING.
SIMPHIWE MBHELE (FAKAZI CRANE TRUCK)	LOCALITY - WHAT DO YOU USE FOR LOCALITY? WHAT IF YOU HAVE OFFICES IN DIFFERENT LOCATIONS?	WE WILL USE YOUR CSD AND CPIC. YOU MUST PROVIDE YOUR LEASE AGRREMENT AND RENTAL INVOICE.
SIMPHIWE MBHELE (FAKAZI CRANE TRUCK)	KWAMASHU-P- THE BOUNDARY COLOUR ON TENDER DOCUMENT, SOMETIMES IT'S BLUE SOMETIMES IT'S RED. HOW DO YOU CONFIRM BOUNDARIES? THERE'S A LOT OF ACTIVITIES WITHIN THE BOUNDARY, DO I GET A VACANT OCCUPATION?	WHETHER IT IS BLUE OR RED, IT DEPICTS THE COLOUR OF THE BOUNDARY OF THE PROPERTY. IT'S A LEASE OBLIGATION ISSUE. IF WE HAVE TO EVICT SOME PEOPLE, IT MAY BE IN BOTH OUR INTEREST TO JOINTLY DO THAT APPLICATION. IN SOME INSTANCES, IT'S A SUBJECT OF NEGOTIATION WHERE WE CAN NEGOTIATE HOW WE CAN DEAL WITH IT. WE HAVE A CONSTITUTIONAL OBLIGATION TO MAKE SURE THAT THEY DO NOT LOSE THEIR LIVELIHOODS WITH THE KIND OF DEVELOPMENT THAT IS HAPPENING. IT MAY HAVE AN IMPACT ON YOUR CAPITAL COST WHICH MAY AFFECT YOUR FUNDING AVAILABILITY. ULTIMATELY, THE DECISION IS YOURS AS THE DEVELOPER AND THE FUNDER.
SIMPHIWE MBHELE (FAKAZI CRANE TRUCK)	KWAMAKHUTHA - WHAT IS THE SIZE OF THE PROPERTY?	IT IS A CELLMAST.

MBALI ZONDI CRANE TRUCK)	(FAKAZI DO I GET SOMETHING IN RETURN AFTER THE LEASE EXPIRES? WHY IS THE PROPERTY NOT SOLD?	ONCE THE LEASE EXPIRES, IT WILL BE RE-ADVERTISED ON TENDER. PROPERTY/LAND PRICES ARE EXPENSIVE. A LEASE GIVES YOU AN ADVANTAGE IN THAT YOU DO NOT HAVE TO PAY THE FULL MARKET VALUE OF THE PROPERTY.
	WILL THE RENT BE REVIEWED EVERY 5 YEARS?	THE RENTAL OF THE LAND IS REVIEWED, IT CANNOT BE LOWER THAN WHAT YOU BID. THE REVIEW IS MEANT TO PROTECT THE BEST FOR BOTH PARTIES.
TYRONE	DCC- DO WE GET AN EXTENSION OF THE LEASE PERIOD. THE COUNTRY CLUB HAS ABOUT 20 YEARS LEFT ON THEIR LEASE. WILL THAT LEASE BE EXTENDED?	NO. IT IS A 50 YEAR LEASE WITH NO RENEWAL. THE COUNTRY CLUB WILL GO OUT ON TENDER AFTER THEIR LEASE EXPIRES. THE GOLF COURSE WILL REMAIN AS A GOLF COURSE.
	WITH REGARDS TO SUBMISSION, MUST I PUT IT TOGETHER IN ONE ENVELOPE?	YES, YOU MUST SUBMIT ONE ORIGINAL, ONE COPY AND ONE USB., PLEASE NOTE TENDERS ARE TO BE SUBMITTED TO SCM NOT EMBASSY BUILDING.
MFUNDO	WE ARE GETTING FUNDING FROM THE DEPARTMENT OF SCIENCE & TECHNOLOGY. WILL THIS WORK AGAINST OR FOR US?	IT IS A PRIVATE SECTOR DEVELOPMENT. FAIRNESS & EQUITY DICTATES THAT WE TREAT ALL PRIVATE DEVELOPERS EQUALLY.
AHMED AKOOB	I WANT THE LAND FOR STUDENT ACCOMMODATION? WILL THE MUNICIPALITY CONSIDER SELLING THE LAND?	NO. THE TENDER IS ONLY FOR A LEASE.