

Self-Regulation Strategy for the Off-Road Sector in South Africa

5 Year Budget

Inflation

	0	1	2	3	4	5	6
<i>y/e March</i>	2008	2009	2010	2011	2012	2013	2014
Estimated inflation	6%	6%	6%	6%	6%	6%	6%
Inflation index	100	106	112	119	126	134	142

Phased Development

	0	1	2	3	4	5	6	
<i>y/e March</i>	2008	2009	2010	2011	2012	2013	2014	
Trails and Tracks								
Registration of existing trails and tracks	430 trails	0	0	0	145	145	140	0
Ongoing registration of newly developed or upgraded trails and tracks	9 trails/year	0	0	0	9	9	9	9
Training of assessors	9 assessors	0	0	5	4	0	0	0
Ongoing training of assessors	1 assessor every 2 years	0	0	0	0	1	0	1
Driver and Rider Competency								
Accreditation/registration of a training service provider for 4x4 clubs	1 provider	0	1	0	0	0	0	0
Accreditation of 4x4 club trainers	50 club trainers	0	25	25	0	0	0	0
Accreditation/registration of a training service provider for quad and motor-bike clubs	1 provider	0	1	0	0	0	0	0
Accreditation of quad bike and motor bike club trainers	20 club trainers	0	10	10	0	0	0	0
Off-Road Tourist Guides								
Registration and training of trail guides	500 guides	0	0	250	250	0	0	0
Registration and training of overland guides	200 guides	0	0	100	100	0	0	0
Ongoing registration and training of trail guides	10 guides/year	0	0	0	0	10	10	10
Ongoing registration and training of overland guides	5 guides/year	0	0	0	0	5	5	5

Expenses

	0	1	2	3	4	5	6
	2008	2009	2010	2011	2012	2013	2014
Regulatory Function							
1 Pre-Planning Activities	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Hold a sector workshop	40	0	0	0	0	0	0
Develop a business case	50						
Determine and set-up the interim body	10	0	0	0	0	0	0
Recruit a director for the regulatory function of the representative body	20	0	0	0	0	0	0
Develop a business plan	40	0	0	0	0	0	0
Recruit staff for the regulatory function of the representative body	30	0	0	0	0	0	0
<i>SubTotal</i>	190	0	0	0	0	0	0
2 Administrative Costs	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Salaries	0	1 717	1 820	1 929	2 045	2 168	2 298
Telephone	0	25	27	29	30	32	34
Accounting and auditing fees	0	32	34	36	38	40	43
Insurance	0	25	27	29	30	32	34
Stationery	0	19	20	21	23	24	26
Rent and office costs	0	107	114	121	128	136	144
Information technology	0	191	202	214	227	241	255
Travel	0	191	202	214	227	241	255
Entertainment	0	64	67	71	76	80	85
Payment of external board members	0	102	108	114	121	128	136
Staffing breakdown	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Director	0	509	539	572	606	642	681
Trail and track environmental officer	0	382	404	429	454	482	511
Process manager	0	382	404	429	454	482	511
Information officer	0	191	202	214	227	241	255
Secretarial function	0	127	135	143	151	161	170
Legal (retainer)	0	127	135	143	151	161	170
Total Salaries	0	1 717	1 820	1 929	2 045	2 168	2 298
<i>Total Regulatory Function Administrative Costs</i>	0	2 473	2 622	2 779	2 946	3 123	3 310
3 Environmental Norms and Standards	Cost (R'000)	R'000	R'000	R'000	R'000	R'000	R'000
Develop Norms and Standards	300 in total	100	100	0	0	0	0
4 Environmental Compliance / Registration of Trails and Tracks	Cost (R'000)	R'000	R'000	R'000	R'000	R'000	R'000
Registration subsidies for existing trails and tracks	25 per trail	0	0	4 317	4 576	4 684	0
Ongoing registration subsidies for new and upgraded trails and tracks	25 per trail	0	0	268	284	301	319
Training of assessors	5 per assessor	0	0	28	24	0	0
Ongoing training of assessors	5 per assessor	0	0	0	6	0	7
<i>SubTotal</i>		0	0	28	4 609	4 985	326
5 Driver & Rider Competency	Cost (R'000)	R'000	R'000	R'000	R'000	R'000	R'000
Accreditation/registration of a training service provider for 4x4 clubs	25	0	27	0	0	0	0
Accreditation of 4x4 club trainers	5 per trainer	0	133	140	0	0	0
Accreditation/registration of a training service provider for quad and motor-bike clubs	25	0	27	0	0	0	0
Accreditation of quad bike and motor bike club trainers	5 per trainer	0	53	56	0	0	0
<i>SubTotal</i>		0	239	197	0	0	0
6 Capex Costs		R'000	R'000	R'000	R'000	R'000	R'000
Start-up capex		0	314	0	0	0	0
Ongoing	10%	0	0	33	35	37	40
<i>Total</i>		0	314	33	35	37	40
Total Regulatory Function		290	3 125	2 980	7 424	7 850	8 147
		3 678					

NOW / Representative Function

	0	1	2	3	4	5	6
	2008	2009	2010	2011	2012	2013	2014
<i>y/e March</i>							
7 Pre-Planning Activities	R'000	R'000	R'000	R'000	R'000	R'000	R'000
Part-time convener	50	0	0	0	0	0	0
Marketing	50	0	0	0	0	0	0
<i>SubTotal</i>	100	0	0	0	0	0	0
8 Administrative Costs							
Full-time convener		0	509	539	572	606	642
480 per annum							681
Travel		0	38	40	43	45	48
3 per month							51
Entertainment		0	64	67	71	76	80
5 per month							85
Secretarial Services		0	38	40	43	45	48
3 per month							51
<i>SubTotal</i>	0	649	688	729	773	819	868
9 Marketing							
Initial marketing campaign	0	25	0	30	0	0	0
Ongoing marketing	0	100	106	112	119	126	134
<i>SubTotal</i>	0	125	106	142	119	126	134
Total NOW	100	774	794	871	892	945	1 002

Other Associations

	0	1	2	3	4	5	6
y/e March	2008	2009	2010	2011	2012	2013	2014
	R'000	R'000	R'000	R'000	R'000	R'000	R'000
10 SAROOF: Facilitating Trail Compliance							
Interaction with the Sensitive Areas Project team							
Input into determining sensitive areas access levels							
Input into the development of the trail registration framework							
Input into the development of Norms and Standards							
Develop a generic EMP							
Develop guidelines on environmental compliance							
Provide support to trail owners on compliance							
Assist trails in submitting Section24(G) applications							
Assist in identifying and training assessors							
<i>SubTotal</i>	0	100	106	112	119	126	0
11 4WDGA: Off-Road Tourist Guide Registration and Training							
Input into the development of unit standards	60	20	20	0	0	0	0
Registration and training of trail guides	3 per guide	0	843	893	0	0	0
Registration and training of overland guides	4 per guide	0	449	476	0	0	0
Ongoing registration and training of trail guides	3 per guide	0	0	0	38	40	43
Ongoing registration and training of overland guides	4 per guide	0	0	0	25	27	28
<i>SubTotal</i>	20	20	1 312	1 370	63	67	71
12 AMID: Establishment of a National Quad and Motor Bike Association							
Workshop & Lobbying	60	0	0	0	0	0	0
<i>SubTotal</i>	60	0	0	0	0	0	0
13 SANOTA: Assistance to Independent Training Providers							
Capacity building, development of materials etc.		159	140	0	0	0	0
<i>SubTotal</i>	0	159	140	0	0	0	0
14 Association Funding							
Driving increased association membership							
Developing community upliftment strategies							
Tourism development							
BBBEE							
<i>SubTotal</i>	0	100	106	112	119	126	0
Total Other Associations	80	379	1 665	1 594	301	319	71
TOTAL EXPENSES BEFORE CONTINGENCY	470	4 278	5 438	9 889	9 043	9 412	4 751
Contingency for additional expenses	47	428	544	989	904	941	475
TOTAL EXPENSES	517	4 706	5 982	10 878	9 947	10 353	5 226

Funding**1 Funding from DEAT****2 Quad Bike & Off-Road Bike Sales**

Vehicles sold per annum

Cost per vehicle

Total

12 000

R 50

3 Additional Funding to be Sourced

	0 2008	1 2009	2 2010	3 2011	4 2012	5 2013	6 2014
	R'000	R'000	R'000	R'000	R'000	R'000	R'000
	500	1 500	2 500	2 000	1 000	0	0
		636	674	715	757	803	851
	0	636	674	715	757	803	851
	17	2 570	2 808	8 164	8 190	9 550	4 375
TOTAL FUNDING	517	4 706	5 982	10 878	9 947	10 353	5 226
CUMULATIVE CASHFLOW	0	0	0	0	0	0	0

	R'000
Total Required Funding (2008 to 2013)	42 383
Total Funding Income (2008 to 2013)	42 383
DEAT	7 500
Quad Bike & Off-Road Bike Sales	3 585
Additional Funding to be Sourced	31 298

	R'000
Total Required Ongoing Funding	5 226
Total Ongoing Funding	5 226
Quad and motor bike sales	851
Additional Funding to be Sourced	4 375