

The guests fly in. They already know your name.

A 1,200-night-per-year guaranteed feed
for independent lodges across Southern Africa.

THE LODGE PROBLEM

OTAs take 22%. Direct bookings are a coin flip.

Independent African lodges are squeezed by the same forces every year: OTA commissions of 18–22%, unpredictable direct bookings, off-season void, and a guest base that arrives via four different ground operators with no common standard.

SafariSky brings you guests with a pre-paid wallet, a pre-built itinerary, and a single point of contact for the entire group.

THE OFFER

A guaranteed minimum-night contract.

- Guaranteed minimum nights per year — paid quarterly in advance, in EUR
- Zero OTA commission — direct contract with SafariSky BW
- Single dispatcher — Black Heron Hospitality runs the ground side end-to-end
- Off-season utilization — Founder Trips run March / June / October
- Brand placement — your lodge appears on every circuit map and Founder dispatch

WHAT WE NEED

A signed LOI. A bed allocation. A chef who'll do potjie.

We are gathering signed LOIs from anchor lodges in each circuit before finalizing capacity and raising the seed round.

- 6–12 minimum guaranteed nights per quarter
- Block availability published 6 months ahead
- A back-of-house contact who actually answers WhatsApp
- A willingness to host a Founder dinner on the coals

THE ANCHORS

One lodge per circuit, then we lock the route.

- Okavango — 1 anchor camp, 4 satellite
- Mashatu / Tuli — 1 anchor lodge
- Bazaruto — 1 anchor island lodge
- Escarpment — 1 anchor + 1 fly-camp
- Cape Floral — 1 winelands base

Anchors get the founder LOI. Satellites are added quarter by quarter.