

· BH-MOU-001 · v1 ·

Hospitality Anchor Partnership

Black Heron Group as the anchor hospitality partner across the SafariSky dual-hub network.

PREPARED FOR

Black Heron Group

Lodge Operator

Southern Africa

PREPARED BY

SafariSky (Pty) Ltd · Botswana

safarisky.africa

partners@safarisky.africa

POSITION

Why Black Heron, why first

Black Heron is the only hospitality partner that sits inside SafariSky's launch programme on day one. Every Founder-tier circuit overnights at a Black Heron property, the Longmere dam-side lounge is operated by Black Heron, and every member ground transfer is hosted at a Black Heron threshold.

In return, SafariSky brings a curated 60-member EU founding cohort directly through your front doors — high-yield, low-volume, repeat travellers.

WHAT'S INCLUDED

Scope of the relationship

- **Anchor properties:** Khwai Camp, Chief's Camp, Tswalu, Mashatu, Mapungubwe Heritage Camp.
- **Longmere dam-side lounge:** arrival lounge, splash-and-go overnight rooms (Hub 02 reception experience).
- **Ground hosting standard:** Black Heron-trained host meets every Sprinter and Cruiser arrival.
- **Member rates:** committed annual room nights at preferred member rates.
- **Co-marketing:** joint content, joint photography, joint press.

OUTLINE

Commercial terms

Pre-paid annual block of room nights against the SafariSky lodge wallet. Minimum guaranteed room nights per quarter. Quarterly review of utilisation and rate.

VALUE EXCHANGE

What Black Heron gets

- 60 founding EU members feeding directly into Black Heron lodges from Year 1.
- Naming presence on every circuit page (*'Hosted by Black Heron'*).
- Operator of the Longmere dam lounge — a permanent EU-facing destination address.
- Full content rights to all SafariSky founder-trip media filmed on Black Heron properties.
- First right of refusal on any new SafariSky property partnership.

TIMELINE

Next steps

- **Week 1:** Draft MOU exchanged.
- **Week 2–3:** Site walk Longmere lounge footprint.
- **Week 4:** Signed MOU. Lounge build-out scoped.
- **Month 3:** Lounge operational, ready for first Founder arrivals.