

# UNDERSECRETARIAT FOR PARTNERSHIPS STATE GOVERNMENT OF SAO PAULO

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## Concession of the Cantareira and Alberto Löfgren State Parks is another step in the consolidation of the Parks and Environmental Assets Concession Program

The Government of the State of São Paulo further consolidates its Parks and Environmental Assets Concession Program (PCPAA) with the Concession of the Cantareira and Alberto Löfgren State Parks. The two parks add to the list of seven assets granted by the PCPAA, which began in 2019 with the concession of Campos do Jordão State Park. In two years, the State initiative has not only led the boom of parks concessions that is spreading all over the country, but also evolved as a program, establishing premises used in all the projects, such as the freedom of prices that expands the autonomy of the concessionaire to explore the asset, without establishing a ceiling or imposing ticketing values.

The solidity of the PCPAA allowed the State to innovate by jointly conceding two assets with different vocations: Cantareira State Park, with a natural park profile and entrance fees, and Alberto Löfgren State Park, with an urban park profile and free entrance. This choice was made because the studies pointed out that, despite their diversity, the two assets were complementary. This was due to the geographic position that physically connects the two parks, and also to the possibility of converging the demand, structures, activities and services of each asset into a single complex composed of the two parks. Thus, the Cantareira and Alberto Löfgren State Park Concession was the first to unite parks with a natural and urban profile in the same project, increasing visitors' contact with nature, as well as the offer of services to users.

In this sense, the concession foresees BRL 45.5 million in minimum compulsory investments over the 30 years of the contract, among which are included, besides infrastructure and trail renovations, the implementation of a Horto-Cantareira Portal to connect the two parks, the provision of internal transportation to facilitate accessibility, the restoration of the Forest Museum to promote environmental education, and the provision of food services and adventure activities in the midst of the flora for greater connection with nature.

### Latest News

## Signing of agreement with Tamoios Concessionaire

On August 27th, the Government of Sao Paulo signed an agreement with the Tamoios concessionaire, which allows for the resumption of work that has been stalled since 2018. The agreement provides for an investment of BRL 1.5 billion, with an execution period of 26 months, including forecast 46 works - between bridges and viaducts, in addition to six sets of tunnels.

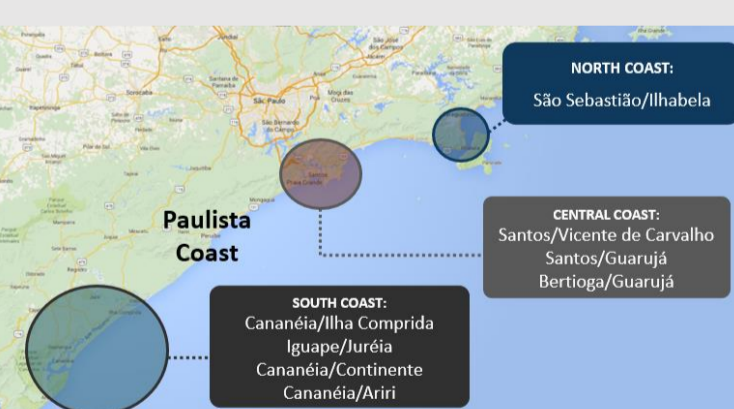
The agreement transfers the execution of the works: (a) of the Contours and (b) of the stretch between the 82+000 km and 83+400 km, to the concessionaire. In order to restore the economic-financial balance, payment of funds from the Granting Authority will be made, by financing from BNDES of approximately BRL 800 million.

The new agreement solves a logistical problem that has been stopped for 3 years and stops imbalances contrary to the State due to the concessionaire's inability to earn revenues without completing the works, which were originally State's responsibility. With the solution, more efficient distribution of incentives and reallocation of risks will allow users to be contemplated and the contract to resume balanced execution.

## Concession of Coastal Crossing System has approval to publish Auction Notice

The Directing Council of State Privatization Program (CDPED), in its 26<sup>th</sup> Joint Meeting, gave the green light for the publishing of Auction Notice related to the Concession of Coastal Crossing system. The Coastal Crossing System is a relevant social asset and the concession should bring more comfort and safety for users.

It is composed by 8 crossings: 1 in the north coast, 3 in the central coast, specially the one between Santos and Guarujá; and 4 in the south coast. The project foresees investments of approximately BRL 272 million in 30 years, mostly destined to recuperate infrastructure and increase efficiency in the system. The Auction Notice is scheduled for October.



In the image, the 8 crossings.

## Council approves Public Hearings and Consultation for the 5<sup>th</sup> round of roadway concessions

Preliminary structure and opening of Public Hearings and Consultation for the 5<sup>th</sup> round of roadway concessions were approved by the Directing Council of State Privatization Program (CDPED) in its 26<sup>th</sup> Joint Meeting. The new round will be composed by roadways that total 1.046 km through 49 municipalities. The 5<sup>th</sup> round also includes roadways that have already been granted but which contracts will soon expire, besides roadway sections that are currently administered by the States's Roadways Department (DER).

## PETAR Concession's Market Sounding

Continuing the agenda of the state program of parks and environmental assets concessions, the Undersecretariat for Partnerships, with the support of the Secretariat of Infrastructure and Environment, and the Fundação Florestal, promoted another market sounding round. The meetings related to the concession of The Parque Estadual Turístico do Alto Ribeira (PETAR) took place between days 01 and 03, and from 15 to 17 September, 2021, with on-site recognition of the asset between September 8 and 10, 2021, enabling stakeholders to better understand the assets that will be the object of future delegation. The next step is the publication of documents for public consultation.

The public session for opening the envelopes and judging the price proposals of the International Bidding Nº 01/2021, referring to the Concession of the Cantareira and Alberto Löfgren State Parks, promoted by the State Secretary of Infrastructure and Environment, took place on September 14, 2021, at B3. The winning bidder was Construcap, which offered BRL 850,000.00 for the granting of the private right to use the two assets. The company is already a consolidated player in the sector, managing, through Urbia Parques, the Aparados da Serra and Serra Geral National Parks, as well as 6 parks in São Paulo, including Ibirapuera Park, the most visited park in South America. The success of the bidding process proves the importance of the assets granted and the market's confidence in the consolidated project portfolio of the State of São Paulo.

The concession is an important instrument to enhance the potential of the two parks as a tourist, leisure and nature connection point, promoting the user's well-being and environmental awareness in one of the largest areas of native tropical forest in the world located in a metropolitan region. Thus, the concession, besides benefiting the State, with the exemption of expenses and the payment of the concession fee, brings several advantages for the users of the parks and for the residents of the region due to the improvement of the infrastructure, the services offered, and the possible generation of income.

After the Concession of the Cantareira and Alberto Löfgren State Parks, the São Paulo State Government has new investment opportunities in the parks and environmental assets sector. Such equipments will be important for the resumption of tourism and economy in the coming years. Among the upcoming projects are the concession of the Alto Ribeira State Tourist Park (PETAR) and the concession of three urban parks (Villa Lobos, Cândido Portinari and Água Branca). The latter is already in the contribution stage, with public consultations open until October 20st. Participate and stay tuned to these opportunities!

### Camila Modesto

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## Signing of the Zoo, Zoo Safari and Botanical Garden concession contract

The State Government of Sao Paulo and the Reserva Paulista group, which comprises 6 companies, signed, on September 8th, the concession contract for a period of 30 years, to carry out investments, conservation, operation, maintenance and economic exploitation of the Zoo, Zoo-Safari, Botanical Garden and Farm located in the municipality of Araçoiaba da Serra. The concession provides for BRL 417 million in investments, of which BRL 200 million in the first five years.

The Group must take over the spaces within four months. The project provides free tickets for children up to 4 years of age and for students and teachers of kindergarten, elementary and high school in the public school system, on specific days. The right of half price is also guaranteed. The research and conservation of endangered species will continue under the responsibility of the State Government, as well as the conservation areas of The Fontes do Ipiranga State Park.



In the picture, area of the São Paulo Zoo.

## Intercity Train (North Axis) market sounding round had high participation of interested companies. Public Consultation extended until October 15<sup>th</sup>.

The Undeserretariat for Partnerships, together with the Secretariat of Metropolitan Transport and CPTM promoted, between September 14 and 17, 2021, another market sounding round, seeking to expand the dialogue with stakeholders and improve the modeling of the project of public-private partnership of the Intercity Train, which will connect Sao Paulo to Campinas, increasing accessibility between metropolises and polo cities. The topics discussed covered aspects such as the structure of the bidding process, investments, financing of the project and possibilities of ancillary revenues. The participants showed great interest in the initiative and, in total, this round had 17 participants. The Public Consultation of the project is in progress, with a deadline extended until October 15, 2021.

## Public Consultation for Concession of Urban Parks extended until October 20<sup>th</sup>.

Public Consultation Nº 02/2021, referring to the Concession Project that encompasses investments in infrastructure, use of the Urban Parks Villa Lobos, Candido Portinari and Dr. Fernando Costa / Água Branca, was extended. As published in the State's Official Gazette in Sempember 18th, the interested parties may now submit their contributions until October 20th, through the following e-mails: [sima.administração@sp.gov.br](mailto:sima.administração@sp.gov.br) or [sima.licitacoes@gmail.com](mailto:sima.licitacoes@gmail.com).

The project aims to grant the parks to the private sector not only for the investments in conservation and betterment of the infrastructure but also so the parks offer activities of environmental education, recreation, leisure, sports, culture and tourism for Sao Paulo's population.

For more information: [www.parcerias.sp.gov.br](http://www.parcerias.sp.gov.br)

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