



GOVERNMENT OF MONTENEGRO
PRIVATIZATION AND CAPITAL INVESTMENT COUNCIL
Tender Committee for Valorisation of Tourism Locations

announces

INTERNATIONAL PUBLIC INVITATION TO TENDER
for long-term lease of the military tourist resort
"Mediteran", Žabljak

1. The Government of Montenegro publicly announces the Invitation to Tender for experienced domestic and international investors with proven financial capacity and experience in the design, construction and management of tourist resorts, interested in long-term lease, for a period of at least 31 years and up to 90 years most, of the military tourist resort "Mediteran" in Žabljak, including the construction and management of this tourist resort.

2. Basic information about the land that is to be given on long-term lease:

- The Site which is the subject of this Tender covers land with the surface of **13,951m²**. Within this resort there are 20 buildings with the overall gross surface of 487 m².
- The Site is at the altitude of 1,456 m above the sea level in the most attractive zone of the National Park "Durmitor". The tourist resort "Mediteran" is located in the settlement Otoka, in the direct vicinity of the road that leads from Žabljak to the Black Lake, on a mild slope, about 2 km from Žabljak, which has so far been used as a military resort. The Black Lake, which is about 200 m away from the resort, with the mountain massifs and tall conifers in its surrounding is one of the most beautiful landscapes in Europe. In the vicinity of the location there is a ski jumping hill which used to be operational fifty years ago, which witnesses about the skiing tradition of this region. The military resort "Mediteran" is a unit the intended purpose of which is relaxation. It comprises a restaurant, bungalows for accommodation, boiler room and a small parking lot. The location can be accessed by an asphalt road. The bank, post Office, open market, shops and other facilities are in the immediate vicinity of the resort.
- The land which is the subject of this tourism valorisation comprises of cadastral plot **2235, with the overall surface of 13,951 m², registered in the Title of**

Deeds No. 1113 Cadastral Municipality Žabljak I, as the state property of Montenegro 1/1.

- Detailed information on the tourism resort is given in the Tender Documents which shall be available to interested investors following the signing of the Statement of Confidentiality and the purchase of Tender Documents.

3. Participation in the Tender shall be enabled to interested parties (including consortia) that purchased the Tender Documents and signed a Statement of Confidentiality in accordance with this Public Invitation to Tender (hereinafter: Tender Applicant).

4. Tender Applicants shall be qualified as Bidders if they meet the following qualification criteria:

A.

- A Bidder shall be a domestic or international hotel operator and well-known brand, internationally recognized as a successful operator of at least two 4 star hotel resorts.
- A Bidder shall have at least five years of continuous experience in planning, developing and managing of hotels meeting international classification 4 star standards.
- A Bidder shall show and prove that he possesses financial capacity and necessary resources for implementing the planned project in a full and timely manner, in line with the terms from the Tender Documents and the Bid.
- A Bidder must demonstrate that over the past two years he achieved a positive financial result, and that in the last year he had an annual turnover of at least EUR 10 million.

Group A. qualification criteria must be fulfilled cumulatively. Fulfilment of qualification criteria shall be assessed after receiving and opening of Bid packages.

B.

- Bidders shall have under their management capital value of at least EUR 40 million.
- Bidders shall prove that they achieved positive financial results in the previous two financial years.
- Bidders shall prove that they had a total turnover of at least EUR 20 million during the last financial year.
- Bidders shall have a Letter of Intent or a concluded Management Agreement with a reputable company that manages at least two hotel resorts of the international standard of at least 4 stars.

Group B. qualification criteria must be fulfilled cumulatively. Fulfilment of qualification criteria shall be assessed after receiving and opening of Bid packages.

5. Tender Applicants that purchase Tender Documents may enter into a Consortium with other parties, and such a Consortium may submit a Bid under the condition that at

least one Consortium member meets the requirements defined by this Public Invitation to Tender, as well as that members of the Consortium shall be jointly and severally liable for the duties and liabilities of each member of the Consortium. The liabilities and duties of each member of the Consortium in relation to the subject of the Bid shall be explicitly defined and stated in the Bid.

6. Bidders are, among other things, expected to:

- Offer a lease period which shall not be less than 31 nor more than 90 years; the proposed lease period will be one of the Bid evaluation criteria;
- Offer the amount of the fixed rental fee per square meter, whose guaranteed amount cannot in any case be less than EUR 1 per square meter of land. The amount of the offered rental fee shall be one of the criteria for evaluation of Bids.
- Offer the amount of the variable rental fee, expressed as a percentage of the total annual income of the Lessee. The amount of the offered variable rental fee will be one of the evaluation criteria.
- Submit an Investment Program accurately identifying the structure and time schedule of investments and planned source of funds. The Investment Program shall be secured with an admissible bid bond. The proposed Investment Program shall represent one of the criteria for evaluation of bids.

7. The request for purchase of Tender Documents with a clear note "Request for purchase of Tender Documents for tourism valorisation of the tourist resort "Mediteran" in Žabljak, may be sent by potential Applicants to the Tender Committee for Valorisation of Tourism Locations (hereinafter "Tender Committee") by registered mail, e-mail or fax.

Tender Documents may be purchased until **January 24, 2014 by 16.00 hours**.

8. Potential Tender Applicants will receive by mail, e-mail or fax the instructions for paying the fee for purchase of Tender Documents in the amount of EUR 10,000.00, to be paid to the account of the Privatization and Capital Investment Council (as outlined in item 11 of this Invitation to Tender) and a Statement of Confidentiality. Upon receipt of the instructions and statement, Tender Applicants shall submit to the Tender Committee a signed Statement of Confidentiality, as well as proof of payment of the fee for purchase of Tender Documents.

Upon receipt of the signed Statement of Confidentiality and proof of payment of the fee for purchase of Tender Documents, the Tender Committee shall submit the Tender Documents to the Applicant, by hand, by mail, e-mail or make it available via the internet (www.tourismprojects.me). In case of submission of Tender Documents by mail or e-mail, Applicants shall acknowledge the receipt of Tender Documents in writing to the address specified in item 10 of this Invitation to Tender.

9. Applicants shall be enabled to visit the site of „Mediteran“ in Žabljak in accordance with the procedure specified in the Tender Documents.

10. Bids must be submitted in person or by registered mail to the following address:

Privatization and Capital Investment Council

Tender Committee for Valorisation of Tourism Locations
Ul. Karađorđeva bb
81000 Podgorica
Montenegro

Bids shall be delivered to the aforementioned address no later than **January 31, 2014 by 12.00 hours** (local time), regardless of the manner of submission.

11. Together with the Bid, Bidders shall pay the deposit or shall submit a bank guarantee for the Bid to the benefit of the Privatization and Capital Investment Council, in the amount of EUR 150,000.00, payable at first call, and issued by a bank that has at least BBB credit rating by Standard and Poor's, or a bank designated by the Tender Committee according to its discretion and based on the previously submitted application. The deposit shall be paid to the account of the Privatization and Capital Investment Council:

- ME25520420000013830093, Hipotekarna banka AD Podgorica, for payments from abroad, or
- 520-2812-78, Hipotekarna banka AD Podgorica, for payments from Montenegro.

The cost of the Bid Bond / deposit shall be borne by the Bidder.

12. For any questions concerning this Invitation to Tender, or the Tender in general, it is necessary to contact the Tender Committee, at the following address:

Privatization and Capital Investment Council
Tender Committee for Valorisation of Tourism Locations
Ul. Karađorđeva bb
81000 Podgorica
Montenegro

Contact person: **Tamara Pešič**, Secretary to the Committee
Tel: +382 (0) 20 446 390
Fax: +382 (0) 20 446 215
E-mail: tamara.pesic@mrt.gov.me

13. The Tender Committee reserves the right to alter or amend the provisions of this Public Invitation to Tender, including those provisions that define certain deadlines.