



**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 Site „Bigovo-Trašte“ Kotor**

1. Description

The Government of Montenegro publicly announces an Invitation to Tender for experienced international investors with proven financial capacity and experience in the design, construction and management of complex tourist resorts of mixed use, interested in long-term lease, for a period of at least 31 years and up to 90 years most, of the Site “Bigovo Trašte”, Municipality of Kotor, 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 that is the subject of the Tender includes:

1. land owned by Montenegro of a surface of 38.490m² with 43 buildings, which are located on cadastral plots No. 2788/1 and 2788/2, registered in the Title of Deeds No. 243, cadastral Municipality Glavatičići, Municipality of Kotor
2. land owned by Montenegro of a surface of 1.987m², located on cadastral plot 2786/3, cadastral plot 2786/4, cadastral plot 2786/5 and cadastral plot 2786/6, Cadastral Municipality Glavatičići, registered in the Title of Deeds No. 385, which spreads immediately by the shore, and the corresponding sea area of the maritime zone of 44,249m², Municipality of Kotor.

The Site is elaborated in detail in the State Location Study "Bigova" and the Local Location Study "Trašte."

Detailed information on the Site 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. Bidders

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. Qualification criteria

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

A.

1. A Bidder shall be an international hotel operator and well-known brand, internationally recognized as a successful operator of at least 2 hotel resorts, of a 4+ or 5 star standard;
2. A Bidder shall have at least five years of continuous experience in planning, developing and managing hotels meeting international classification 4+ or 5 star standards;
3. 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; and
4. A Bidder must demonstrate that over the past two years he achieved a positive financial result, and that in the last year he had a total turnover of at least EUR 20 million.

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

B.

1. Bidders shall have under their management capital value of at least EUR 80 million.
2. Bidders shall prove that they achieved positive financial results in the previous two financial years.
3. Bidders shall prove that they had a total turnover of at least EUR 30 million during the last financial year.
4. 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+ or 5 stars.

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

5. Consortium

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 or the Consortium as a whole meets the requirements cumulatively, 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. Bid requirements

Bidders are, among other things, expected to:

- Offer a lease period which cannot be less than 31 nor more than 90 years; the offered lease period will be one of the Bid evaluation Criteria;
- Offer an amount of Fixed Rental Fee per square meter, the guaranteed amount of which may in no case be less than 1 Euro (one euro) per square meter of land and 0.60 euros (sixty euro-cents) per square meter of sea area. The amount of the offered Fixed Rental Fee shall be one of the Criteria for evaluation of Bids.
- Offer an amount of 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 performance bond. The proposed Investment Program shall represent one of the criteria for evaluation of bids.
- Deliver a comprehensive and coherent development and conceptual design of the site „Bigovo-Trašte“ – Kotor, which shall be aligned with the spatial planning documentation and the highest international standards and innovations in architecture, design, planning, technical performance, use of space and sustainability. In this sense, the project is expected to be in line with the development strategy of this part of the Bokokotorski Bay, and to be fully integrated into the natural environment. The Project is expected to complement, not to be in contrast with the natural surroundings and the environment.

7. Purchase of Tender Documents

The request for purchase of Tender Documents with a clear note "Request for purchase of Tender Documents", may be sent by potential Applicants to the Tender Committee for Valorisation of Tourism Locations (hereinafter "Tender Committee") by mail, e-mail or fax.

Tender Documents may be purchased until **February 14, 2014 by 16.00 hours**.

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 10 of this Invitation to Tender) and a Statement of Confidentiality. Upon receipt of the instructions and statement, 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 11 of this Invitation to Tender.

8. Visit to the site

Applicants shall be enabled to visit the site of „Bigovo-Tašte“, Kotor in accordance with the procedure specified in the Tender Documents.

9. Submission of Bids

Bids must be submitted in person or by registered mail to the address listed in item 11 of the Public Invitation.

Bids shall be delivered to the aforementioned address no later than **February 21, 2014 by 12.00 hours** (local time), regardless of the manner of submission.

10. Bid guarantee

Together with the Bid, Bidders shall submit a bank guarantee for the Bid to the benefit of the Privatization and Capital Investment Council, payable at first call, in the amount of EUR 300,000.00 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, or a deposit having the same value 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.

11. Information related to the Tender

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. Karadorđeva 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

12. Modifications

The Tender Committee reserves the right to alter or amend the provisions of this Public Invitation to Tender, before the deadline for submission of Bids, including those provisions that define deadlines.