



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

announces

PUBLIC INVITATION

**for participation in the international public tender for sale
of former military barracks “Radoje Dakic”, in Zabljak**

1. Description

The Government of Montenegro hereby invites experienced domestic and international investors with proven financial capability and experience in the design, construction and operation of large-scale and complex mixed-use tourism resorts, interested in purchasing the land at the location of former military barracks “Radoje Dakic” in Zabljak, to submit their bids.

2. Basic information about the land offered for sale

The location that is the subject-matter of the Tender includes the state-owned land covering an area of 20,616 m², registered in the Deed of Title 199, as Cadastral Parcel No. 3637/2, in Cadastral Municipality of Zabljak I. There are no recorded encumbrances or restrictions on this property.

The location that is subject to sale is located in the centre of Zabljak, at 1,456 m above sea level, in the close vicinity of Hotel Zabljak, and at about 500 m from Hotel Planinka, bordering on the Public Medical Centre and the Zabljak Hospital. At a distance of about 2 km is the Black Lake (Crno Jezero), which is surrounded by mountain ranges and high coniferous forests, making one of the most beautiful sceneries in Europe. Close to the location is a ski jump that used to be in function some 50 years ago, witnessing of the ski tradition in this region.

There are 14 buildings on the location, of which 4 in ruins. The area of 10 buildings is 1,721 m² and the area of 4 (ruined) buildings is 813 m². They were constructed in the 1950-ies.

Access to the location is provided by asphalt road. Close to the location are: a bank, a post office, green market, retail outlets and other town facilities.

The location is elaborated in detail in the Detailed Urban Plan (DUP) of Zabljak, which is in the process of adoption.

Detailed information regarding the complex is given in the Tender Documents that will be available to the Tender Participants upon signing the Confidentiality Statement and purchasing the Tender Documents.

3. Bidders

Participation is open to the interested parties (including consortia) that have purchased the Tender Documents and signed the Confidentiality Statement in accordance with the Public Invitation ("Tender Participant").

4. Qualification Requirements

Tender Participants will be qualified as Bidders if they fulfil the following Qualification Requirements:

"A":

- The Bidder must be a domestic or international hotel operator/brand that is known and recognized internationally as a successful operator of 3-star or 4-star tourism resorts;
- The Bidder must have at least 5 (five) years of continuous experience in planning, developing and managing hotels of 3-star or 4-star category under international standard;
- The Bidder must demonstrate that it has the financial capability and resources necessary for the complete and timely implementation of the envisaged project under the terms stipulated in the Tender Documents and the Bid; and
- The Bidder must demonstrate that in the past 2 (two) years it achieved positive financial results and that in the last year it had a turnover of at least EUR 20,000,000 (twenty million euro).

The Qualification Requirements under A. must be met cumulatively. The fulfilment of Qualification Requirements will be evaluated upon the receipt and opening of the bids.

"B":

- The Bidder must have capital under its management of at least EUR 40,000,000 (forty million euro);
- The Bidder must prove that it achieved a positive financial result in the last 2 (two) business years;
- The Bidder must prove that in the last business year it had a total turnover of at least EUR 20,000,000 (twenty million euro);
- The Bidder must have a Letter of Intent or a signed management contract with a reputable company that manages at least 2 (two) hotel resorts of international standard of at least 3 or 4 stars.

Qualification Requirements under B. must be met cumulatively. The fulfilment of Qualification Requirements will be evaluated upon the receipt and opening of the bids.

5. Consortium

A Tender Participant who purchases the Tender Documents may form a consortium with other entities and such consortium may submit a Bid under the condition that at least one member of the consortium meets the requirements defined in this Public Invitation and Instructions to Bidders as well as that members of the consortium share unlimited joint and several liability for all of them with respect to the subject-matter of the Bid. Responsibilities and duties of each member of the Consortium should be explicitly defined and stated in the Bid.

6. Bid Requirements

Among other things, the Bidders are expected to:

- propose the amount of the land purchase price per square metre, the guaranteed amount of which in any case shall not be less than EUR 114.18 per square meter of land or EUR 2,353,935 for the overall location. The amount of the offered land purchase price will be one of the criteria for the evaluation of the Bid;
- deliver the Investment Program that precisely define the structure and dynamics of investments by years and planned source of investment capital for the period of 4 (four) years. The Investment Program must be secured by an acceptable performance guarantee. The proposed Investment Program will be one of the criteria for the evaluation of the Bid;
- deliver a comprehensive and coherent developmental and conceptual design of the location of former military barracks "Radoje Dakic" in Zabljak, which will be in accordance with the principles set forth in the spatial planning documentation and the highest international standards in architecture, design, planning, technical execution, use of space and sustainability. In that sense, the project is expected to be in line with the strategy of development of that part of Zabljak, and to be fully integrated with the natural environment. The project is expected to be complementary and not in opposition to the natural surroundings and the environment;
- pay the purchase price, as a Buyer, in euros.

7. Purchase of Tender Documents

Request for the purchase of the Tender Documents clearly marked with "Request for the purchase of the Tender documents for the purchase of the location of former military barracks "Radoje Dakic" – Zabljak" („Zahtjev za otkup Tenderske dokumentacije za kupovinu lokaliteta bivše kasarne "Radoje Dakić" - Žabljak"), may be sent by interested bidders to the Tender Committee for Valorisation of Tourism Locations (" The Tender Committee ") via registered mail, e-mail or fax.

Tender documents may be purchased by **February 14, 2014, by 16:00 hours** (local time).

Interested bidders shall receive instructions for payment of a fee for Tender Documents in the amount of EUR 5,000 (five thousand euro), to the account of the Privatisation and Capital Investment Council, as well as the Confidentiality Statement. Tender Participants shall submit to the Tender Committee the signed Statement and evidence of payment of the fee for Tender Documents.

The Tender Committee shall send the Tender Documents to the Tender Participants by personal delivery, by mail, e-mail by making it available on internet (www.tourismprojects.me). In case that Tender Documents are received by Tender Participant via mail or e-mail, the Tender Participant shall send back a written acknowledgment of receipt to the address referred to in paragraph 11 of this Invitation.

8. Location visits

The Tender Participants will be given the opportunity to visit the location of military barracks „Radoje Dakic“, Zabljak, in accordance with the procedure laid down in the Tender Documents.

9. Bid submission

The Bids shall be submitted personally or via registered mail at the address referred to in paragraph 11 of this Invitation.

The Bids must be received by no later than **February 21, 2014, by 12:00 hours** (local time) at the specified address, regardless of the way of sending.

10. Bid Bond

Together with the Bid, the Bidder must submit an unconditional and irrevocable bank guarantee in favour of the Privatisation and Capital Investment Council for EUR 200,000 (two hundred thousand euro) payable at first demand, issued by a bank with a credit rating of at least BBB awarded by Standard and Poor's or a bank approved by the Tender Committee, at its discretion, based on prior written request. Alternatively, the Bidder shall pay a deposit in the same amount to the account of the Privatisation and Capital Investment Council:

- ME25520420000013830093, Hipotekarna banka AD Podgorica, for foreign payments, or
- 520-2812-78, Hipotekarna banka AD Podgorica, for local payments in Montenegro.

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

11. Tender related information

For any questions regarding this Public Invitation or the Tender, it is necessary to contact the Tender Committee at the following address:

Privatisation and Capital Investment Council
Tender Committee for Valorisation of Tourism Locations
Karadjordjeva bb, 81000 Podgorica, Montenegro

Contact person: Tamara Pesic, Secretary of the Tender Committee

Tel: +382 20 446 390

Fax: +382 20 446 215;

E-mail: tamara.pesic@mrt.gov.me

12. Amendments

The Tender Committee reserves the right to change certain provisions of this Public Invitation, before the Bid Submission Deadline, including the provisions that prescribe timeframes.