

12.06.2014



**MONTENEGRO**  
**Ministry of Foreign Affairs and European Integration**  
**Directorate General for Economic Diplomacy and Cultural**  
**Cooperation**

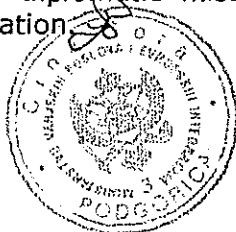
No: 08/2 - 35/22

The Ministry of Foreign Affairs and European Integration of Montenegro presents its compliments to all Diplomatic Missions accredited in Montenegro, and has the honor to inform that the Tender Commission for Valorization of Tourism Locations has announced an INTERNATIONAL PUBLIC INVITATION TO TENDER for long-term lease of land for developing the base settlement of the ski resort "Kolašin 1600".

The Ministry hereby encloses the tender announcement. The text of the tender announcement can be also retrieved from the specialized website on tourism at [www.tourismprojects.me](http://www.tourismprojects.me). In addition, detailed information on the tender procedure and other open tenders can be found at the website of the Privatization and Capital Projects Council of Montenegro at [www.savjetzaprivatizaciju.me](http://www.savjetzaprivatizaciju.me).

The Ministry would appreciate if the information on the above mentioned tender announcement could be shared with interested parties in your respective countries.

The Ministry of Foreign Affairs and European Integration of Montenegro avails itself of this opportunity to renew to all diplomatic missions accredited in Montenegro the assurances of its highest consideration.

Podgorica, 5<sup>th</sup> June 2014

Enclosed: Tender announcement

**To: All Diplomatic Missions accredited in Montenegro**



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

announces an

**INTERNATIONAL PUBLIC INVITATION TO TENDER**

for

long-term lease of land for developing the base settlement of the ski resort  
"Kolašin 1600"

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, marketing and management of tourist resorts, interested in long-term lease of land, for a period of at least 31 years and up to 90 years most, for developing the base settlement of the ski resort „Kolašin 1600“, 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 zone of the ski resort Kolašin 1600 is located in the south part of the Bjelasica area at the territory of the municipality of Kolašin, in the north part of the ski resort at around 1600 meters above the sea level and its surface amounts to 27.19 ha.
- The ski resort base settlement consists of the zone with facilities of the Central settlement with hotels, apartments with receptions and public facilities, the zone of independent groups with single-family accommodation units and the area for the starting point of ski lifts.
- A network of pedestrian communications is planned within the base settlement, which is to connect all the facilities of the settlement and enable natural movement of users, in line with the terrain configuration. The zone of ski trails is interpolated in the settlement zone in the way to ensure ideal accessibility for skiers.
- A network of internal traffic routes is planned inside the zone for access to the groups of planned facilities.
- The access to the base settlement is organised from the direction of Kolašin 1450 and from the direction of the road Lubnice-Berane.
- The land which is the subject of this tourism valorisation comprises of Cadastral Plots No. 900/7, 904/14, 904/15, 904/16, 904/17, 904/18, 904/19, 904/20, 904/21, 904/22, 939/2, 940/2, 1060/11, 1060/12, 1060/13, 1060/14, 1060/15, 1060/16, 1060/17, 1060/18, 1060/19, 1060/20, 1060/21, 1060/22, 1057/2, 1057/3, 1057/4, 1057/6, 1057/7, 1057/8, 1057/9, 1057/10, 1057/11, 1057/12,

1057/14, 1069/2, 1069/3, 1069/4, 1069/5, 1069/6, KO Smrčje, Municipality of Kolašin.

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

3. Participation in the Tender will be enabled to any interested party/s (including Consortia) that submitted a request for obtaining Tender Documents within the Deadline for purchasing of the Tender Documents and which has accordingly paid a fee for obtaining Tender Documents and signed the Statement of Confidentiality in accordance with the Public Invitation to Tender and these Instructions.

The Tender Applicant may be a Consortium. The Consortium may submit the Bid under the condition that at least one member of the Consortium meets the above qualification criteria.

4. Tender Applicants shall be qualified as Bidders if they meet the following qualification criteria anticipated as group A and group B:

A.

- A Bidder shall be an 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 10 million Euros.

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 30 million Euros.
- Bidders shall prove that they achieved positive financial results in at least the previous two financial years.

- Bidders shall prove that they had a total turnover of at least 15 million Euros 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 0.1 per square meter of land. The amount of the offered Fixed 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 Bid 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 developing the base settlement of the ski resort "Kolašin 1600", may be sent by interested Applicants to the Tender Committee for Valorisation of Tourism Locations (hereinafter "Tender Committee") by registered mail, e-mail or fax.

The Tender Documents can be purchased in the period until July 24<sup>th</sup>, 2014.

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 5,000.00 Euros, 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, in person, by mail, e-mail or make it available via the internet ([www.tourismprojects.me](http://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 the ski resort „ Kolašin 1600“ 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 July 31<sup>st</sup>, 201 (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 200,000 Euros, 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.

Costs of payment 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](mailto: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.