

REQUEST FOR EXPRESSIONS OF INTEREST FOR PARTNERSHIP TO DEVELOP A
MODERN HOTEL AT CLIPSHAM PHASE I – MASVINGO
(Partner Selection)

Subject	Development of an up-market Hotel and Conference Centre at Clipsham Phase I development site in Masvingo.
Brief Description	The Bank seeks to engage credible investor(s) and partners to develop an upmarket 120-bed Hotel and Conference Centre at the top of a mountain overlooking the city of Masvingo and the newly serviced low-density suburb of Clipsham Views Phase I, with a clear view of the soon to be dualised Beitbridge-Harare-Chirundu North-South Corridor Route. The hotel will be sited at a convenient distance from the historical Great Zimbabwe Ruins from which the country of Zimbabwe derives its name, and the magnificent Lake Mutirikwi. Situated approximately 80km from the recently commissioned scenic Tugwi-Mukosi dam, the site is ideal for both through-travellers and holiday makers.
Proposal Reference Number	IDBZ 197 of 2019

The Infrastructure Development Bank of Zimbabwe (“IDBZ/ the Bank”), a Development Finance Institution (DFI) mandated with task of improving the standards of leaving for all Zimbabweans by promoting economic growth through sustainable infrastructure development, wishes to partner credible local and/or international investor(s), private individuals, and other institutions with reputable track record in development of up-market hotels, conference centres, resorts, and related facilities. While the IDBZ as a DFI is not a tourism operator, the proposed development is an initiative by the Bank to support the tourism sector through provision of world class tourism infrastructure and facilities through partnerships with experienced tourism operators who can lead the operations of such infrastructure and facilities. The proposed hotel will be situated at a strategic location at the summit of a mountain range to the north of the soon-to-be dualised Beitbridge-Harare-Chirundu North-South Route to the COMESA region and overlooking the City of Masvingo and the low-density suburb of Clipsham Views Phase I recently serviced by the Bank. Its proximity to the historical Great Zimbabwe Ruins (from which Zimbabwe derives its country name) and the magnificent Lake Mutirikwi and the recently commissioned Tugwi-Mukosi dam makes it ideal for pass through travelers to and from South Africa, the SADC region and COMESA, and other local and international holiday makers.

Zimbabwe’s economy and the tourism sector are expected to grow exponentially in the next few years as the Government moves to expedite reengagement efforts with the international community. The expected economic and tourism growth will translate to an increased demand for hotel accommodation and other associated services in various areas across the country particularly in Masvingo where the current supply cannot meet demand especially at peak times of the year. Masvingo is therefore an ideal location to develop a modern hotel that can accommodate local and international guests together with attendant business events.

The proposed hotel site was fully serviced by IDBZ as part of the Clipsham Views Phase I low-density housing development that included commercial and institutional stands one of which is the proposed hotel site at the summit of the mountain range north of the development. Statutory requirements/ obligations such as certification by the Environmental Management Agency (EMA), development permit by the Local Authority are all in place and the site is accessible through surfaced roads and has connection to water and electricity mains.

The Project Brief

The IDBZ is a development finance institution majority owned by the Government of Zimbabwe and mandated to mobilise long and medium-term funding for key infrastructure projects, with a broad mandate to improve the standard of living of Zimbabweans and achieve sustainable economic growth through investment in infrastructure as well as addressing sector shortfalls across the economy. In recent times, the Bank made a decision to actively participate in the improvement and growth of the tourism sector and the proposed hotel at Clipsham Views I in Masvingo is one amongst a number of similar infrastructure projects the Bank is looking to undertake in the short, medium, and long term to help the country attain its full potential from tourism sector earnings.

The partnership

The Bank seeks JV partnerships with reputable and experienced investors in the tourism sector to develop world class tourism facilities that will attract local regional and international tourists to the country. The Bank as a DFI will not be actively involved in the day to day operations of the facilities but will cede that function to a reputable operator who may be the JV partner or some other operator sourced by the JV.

Characteristics and high-level scope summary of the project

The proposed hotel project has interesting inherent characteristics with a significant amount of planning work

having already been done.

Project value proposition

- The proposed hotel site is about 20km from the historical Great Zimbabwe Ruins from which the country derives its name
- Clipsham hotel site is 24km from the magnificent Lake Mutirikwi dam wall
- The newly commissioned scenic Tugwi-Mukosi dam an asset which can be a huge tourism and holiday attraction is just 80 km south of the site.
- There is an attractive scenic view of the city of Masvingo from the mountain top hotel site especially at night
- Site can be directly accessed in approximately 1.8 km from the busy soon-to-be dualised Beitbridge-Harare-Chirundu section of the North-South route into SADC and the COMESA region from South Africa.

High-level Scope and commitments

- Carry out site scoping to establish requirements and specifications for development.
- Carry out a feasibility study for the project;
- Project design and preparation including the planning permission;
- Project Appraisal;
- Project Execution;

The IDBZ now invites eligible Zimbabwean and Foreign potential investors to indicate their interest by way of an Expression of Interest (EOI) in accordance with requirements stated herein in providing the services as specified in this document. Interested investors should provide information demonstrating that they have the required experience, competences, skills, and qualifications relevant for performance of the services whether and capacity as individual firms, joint ventures or as consortia. The investors shall submit Company profiles, Company registration documents, profiles of key personnel and professional staff, brochures, description of similar assignments developments., experience under similar environment or conditions. The investors must demonstrate that they have fully established business offices. Prospective investors may constitute joint-ventures where necessary to enhance their capacity to undertake the assignment.

The Bank is thus seeking to partner with a reputable investor with proven previous experience in the development of similar facilities and in particular the following attributes will be key:

- The investor shall be properly incorporated according to the laws of Zimbabwe
- Shall show evidence of capacity (financial, technical, experience) to deliver projects of this nature
- Shall be willing to comply with the labour laws of Zimbabwe
- Provide an impeccable verifiable company profile showing the experience of the partner and the profiles of key personnel within the organization.
- For the intended partnership, the Bank will conduct a due diligence exercise on all investors in line with protocols governing regional and international DFIs

The following documents should also be submitted:

- detailed company profile;
- company registration documents;
- Verifiable summary the investor’s previous undertakings of a similar nature.

The minimum criteria for short-listing of the Firm shall entail:

- i. Demonstration of availability of funding by submitting original supporting letters for funding with traceable references and contacts
- ii. The investor should make available traceable information relating to its investment experience in similar projects in type and size. Firms must provide evidence of undertaking completing two similar assignments in the past and such developments shall be ongoing concerns. up to completion in the last ten (10) years.
- iii. Audited Financial Statements for the past 3 years

- iv. A minimum of three (3) reference letters from traceable organisations must be submitted.

Short-listed investors will be invited to submit detailed technical and financial proposals, as described in Part 1 of the Request for Proposals Procedures in the Standard Request for Proposals for the Selection of investor. The investor submitting the successful proposal will be engaged on the contractual terms set out in that document and in the General Conditions of Contract for investor. Copies of the Act and Regulations and the standard documentation are available on the website of the Procurement Regulatory Authority of Zimbabwe (PRAZ); URL <http://www.praz.gov.zw/index.php?lang=en>

Investors may associate with other firms in the form of a joint venture.

This opportunity is open to all investors who meet the criteria for eligibility as stated herein subject to compliance with laws governing investment in Zimbabwe. as stated in Section 28 of the Public Procurement and Disposal of Public Assets Act [Chapter 22:23], which is downloadable from the PRAZ website. Eligibility criteria shall include the following

- v. The investors firm must be a registered entity and registered with PRAZ.
- vi. Proof of payment of an administration fee payable by consultants to the Procurement Regulatory Authority of Zimbabwe for this Expression of Interest in line with Section 54 of the Act as set out in Part IV of the Fifth Schedule to the Public Procurement and Disposal of Public Assets Regulations (SI 5 of 2018). Zimbabwean Firms shall pay to PRAZ One Hundred United States Dollars (US\$100.00). Foreign Firms shall pay Two Hundred United States Dollars (US\$200.00)

Potential investors must accompany their expressions of interest with CR14 certificates in the case of Zimbabwean Firms or detailed company corporate information in case of Foreign Firms as proof of nationality

Zimbabwean and Foreign Firms are required to pay an administration fee to the Procurement Regulatory Authority of Zimbabwe for this tender in line with Section 54 of the Act as set out in Part IV of the Fifth Schedule to the Public Procurement and Disposal of Public Assets Regulations (SI 5 of 2018).

The IDBZ will reject an expression of interest if it determines that the investor has, directly or through an agent, engaged in corrupt, fraudulent, collusive, coercive or obstructive practices in competing for the proposed development or been declared ineligible to be awarded a procurement contract under Section 99 of the Public Procurement and Disposal of Public Assets Act (PPDPA). An expression of interest shall be rejected in this procurement process if a Consulting Firm engages in anti-competitive practices:

- i. no bidder may submit more than one bid, either individually or as a joint venture partner in another bid, except as a subcontractor; and
- ii. a conflict of interest will be deemed to arise if bids are received from more than one bidder owned, directly or indirectly, by the same person;

Further information can be obtained at the address below during office hours from 08:00 hours to 16:30 hours.

An investor may submit only one expression of interest. The expression of interest must be submitted in a clearly marked envelope and deposited in the tender box to the address below on or before **06 August 2019 by 10:00hrs local time** and clearly labelled **“EOI Ref 197 of 2019: Hotel and Conference Centre at Clipsham Phase I development site in Masvingo.”** Late expressions of interest will be rejected. Electronic submissions to the procurement e-mail below shall also be accepted and shall clearly be referenced as indicated above.

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About IDBZ

IDBZ, is a development finance institution (DFI), established through the IDBZ Act [Chapter 24:14] to champion sustainable infrastructure development in Zimbabwe through: mobilization of resources; capacity building; and knowledge generation and sharing in support of national efforts for inclusive socio-economic development. More specifically, its statutory mandate focus is on the development of infrastructure in energy, transport, water and sanitation, information and communication technology, and housing sectors.

