

REQUEST FOR EXPRESSIONS OF INTEREST FOR PARTNERSHIP TO DEVELOP A HOTEL AND CONFERENCE CENTRE IN BINGA (Partner Selection)

Subject	Development of an up-market Hotel and Conference Centre in Binga, Matabeleland North province.
Brief Description	The Bank seeks to engage credible investor(s) and partners to develop an upmarket 32- bed Hotel and Conference Centre accommodating at least 100 guests on a 6Ha piece of land overlooking the Zambezi River. The site for the hotel and conference centre is part of a proposed ultra-low-density housing scheme with a magnificent view of the mighty Zambezi River and is adjacent to a built-up area already serviced with electricity and water. The site is envisaged to be a tourism getaway and a centre of leisure activities such as fishing and boat cruising.
Proposal Reference Number	IDBZ 196 of 2019

The Infrastructure Development Bank of Zimbabwe (“IDBZ/the Bank”), a Development Finance Institution (DFI) mandated with task of improving the standards of living 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(s) 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 in Binga on the shores of the mighty Zambezi River, Matabeleland North Province. Binga is often stated as an underestimated tourism destination with vast potential. The district has several tourist attractions which are mostly visited by tourists on house boats due to lack of suitable accommodation and the remoteness of the district. With cold and hot springs traversing the district, Binga has the added advantage of being the only place where a sand beach which stretches for about a kilometre naturally occurs in Zimbabwe. Thus, the proposed project is expected to plug the gap existing in accommodation facilities in the area and spur economic growth centred on tourism activities which dovetails with the Government policy on decentralization of both administrative and economic activities to devolved local provincial structures of governance.

The launch of the Okavango-Zambezi conservation zone is set to increase tourism activity in the Northern parts of the area and Binga is likely to be the biggest beneficiary given the saturation already obtaining in Victoria Falls. The proximity of Binga being halfway between Kariba and Victoria Falls will pitch it as a perfect base for tourists wanting to experience both resorts in an economic way. Binga has experienced a rise in house boats docking on its shores due to congestion in Victoria Falls and with plans to set up a new border post linking Zimbabwe and Zambia in Binga, it is envisaged that there will be increased demand for hotel accommodation in tandem with the anticipated rise in traffic.

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

The proposed hotel is an intervention by the Bank in partnership with Binga Rural District Council (BRDC) to improve the delivery of tourism accommodation and enhance economic growth in the district.

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 through sustainable economic growth through investment in infrastructure and 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 in Binga is one of 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 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

- Development of a masterplan on a 6Ha piece of land with water, sewer, electricity, roads and stormwater reticulation to facilitate the development.
- Design and construction of 32bed hotel accommodation facility
- Design and construction of a conference facility with capacity to accommodate at least 100 people,

High-level Scope and commitments

- 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 investor shall submit Company profiles, Company registration documents, profiles of key personnel, brochures, description of similar developments, investors must demonstrate that they have fully established business offices. Prospective investor 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 who has 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 partners and profiles of key personnel within the organization; and
- 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;
- detailed curriculum vitae of key personnel and professional staff (including certified educational certificates of the professional staff);
- proof of registration with PRAZ; and
- Verifiable summary of the investor’s previous undertakings of a similar nature. Experience in similar assignments, together with the names and contact details of persons connected with these assignments who will provide references.

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 completing two similar assignments in the past and such and the developments shall be ongoing concerns.
- 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 commercial proposals, as described in Part 1 of the Request for Proposals Procedures in the Standard Request for Proposals for the Selection of Investor Services. 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

The Consulting Firm must be a registered entity and registered with PRAZ.

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 investor 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 196 of 2019: Hotel and Conference Centre in Binga.”** 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.

Attn: Kenneth Geyi
Head – Procurement Management Unit
Procurement Management Unit
IDBZ House
99 Rotten Row Road
PO Box 1720
Harare, Zimbabwe
Tel: +263-242-750171/8
Email: procurement@idbz.co.zw
Website: www.idbz.co.zw

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.

