

Expression of Interest (EOI) specification for Development of Ships (Marginal) Wharf, Southside, St. David's

1. Introduction

The Bermuda Land Development Company Limited (BLDC) invites interested parties to submit Expressions of Interest (EOI) for developing Southside Ships Wharf (formerly Marginal Wharf).

The general outline nature of this invitation is designed to elicit innovative and imaginative development approaches that enhance the BLDC's long-term plan to reintegrate the St. David's property into Bermuda's economic fabric while increasing employment opportunities for present and future generations.

The scope of this EOI is set out in the following narrative.

2. Objectives

The objectives of the initiative are to:-

- Encourage robust development schemes capable of helping to frame the highest and best use for the property.
- Provide for the creation of jobs
- Assist in the long-term growth of the Bermuda economy
- Generally integrate the BLDC properties into the local economy

3. Land Use and Size (Premises)

Ships Wharf comprises approximately 16 Acres of land. It is mostly situated north of St. David's Road, St. George's (see included plan marked for identification purposes only).

Part B – Evaluation of Expression of Interest

4. Purposes

This part of the document outlines the evaluation process and specifies the minimum requirements to be met by respondents.

5. EOI Content

Parties are expected to provide at a minimum, information on the items listed in Item 6, EOI requirements and selection criteria when submitting their Expression of Interest.

6. EOI Requirements & Selection Criteria

6.1 The EOI should include the following:-

6.1.1 An Expression of Interest Summary that includes:

- A Business Plan:
 - Business Concept
 - Target Market
 - Sales & Marketing Plan
 - Management Team
 - Conceptual Financial Plan for sustainability
 - Conceptual (sketch) of land use to illustrate use of Ships Wharf
 - Length of Lease Desired
 - In indication of employment levels in the first 3-5 years

6.1.2 Details of Previous Business Experience, if any

6.1.3 Any other details that may support your response.

7. The Expression of Interest should clearly outline the advantages of any proposals to BLDC, the St. David's community, Bermuda generally and the EOI parties.

Part C - Process and Conditions of Expression of Interest

8. Process

8.1 Process of calling for EOI. The EOI process will be comprised of two stages:

Stage 1 – Expression of Interest (EOI)

Request for Expression of Interest documentation will be issued:

- To respondents to the request for Expressions of Interest;
- Enquiries should be mailed, hand delivered or emailed to: eoi@bldc.bm.
- This process requires that EOIs are received no later than 4 p.m., Friday, 17th October, 2014. Late submissions will be accepted at the sole discretion of the BLDC.
- Following the closing date a detailed assessment of the EOIs will be undertaken. At the conclusion of the assessment a shortlist of respondents will be determined for further consideration.

Stage 2 – Selection of Shortlisted Companies

- Applicants shortlisted from the EOI process will be notified and invited to present a more detailed business case to BLDC.

9. Conditions

9.1 Lodgment of EOIs

An EOI shall be posted or delivered so that it is received at the Reception Desk at Bermuda Land Development Company Limited, “Triton House”, 1 Longfield Road, Southside, St. George’s DD 03 marked “**CONFIDENTIAL**”.

Number of Copies: Two (2)

Closing Time & Date: 4pm
October 17th, 2014

9.2 Extension of Deadline

The BLDC reserves the right to extend the Deadline in exceptional circumstances. The Deadline set for lodgment of EOIs may be extended only by written notice from BLDC. The public will be notified of any extension in the same manner as the original EOI.

9.3 Late Responses

BLDC reserves the right to accept late submissions. Any decision will be final.

9.4 Ownership of Documents

EOIs and accompanying documents shall be and remain the property of the BLDC.

9.5 Responsibility for Costs

The BLDC is not responsible for any costs which may be incurred by respondents in the preparation of an EOI.

9.6 Confidentiality

The information contained in the response to this request for EOIs is confidential. Recipients must maintain the confidentiality of discussions and dealings in relation to this request and of any discussions or negotiations occurring between the BLDC and that party, whether before or after lodgment of an EOI.

9.7 Conflict of Interest

Respondents must disclose any actual or potential conflict of interest and how it is proposed that this conflict will be addressed.

Where the BLDC is not satisfied that appropriate action has been taken to address the conflict of interest the EOI will not be accepted.

A response will be excluded from consideration if, in its preparation, any person misuses any position or knowledge or opportunity which the person may have (or may have had) relating to activities of the BLDC or the assessment of responses.

9.8 Selection of Shortlisted Respondents

Successful respondents to the EOIs will be invited to present a detailed business case. A further assessment and interview process may be undertaken thereafter.

9.9 BLDC's Answers to Requests for Further Information

Answers to requests for further information may be given verbally or in writing from the BLDC, at its sole discretion. Where, in the opinion of the BLDC, further information provided to one respondent should be provided to all potential respondents, such information will be given to all respondents to the EOI.

Infrastructure Plans and Reports that may be made available for in-office perusal include:

- Bermuda Land Development Company Cargo Port Preliminary Master Plan dated February 2000. (Barmello Ajamil & Partners Inc.)
- The Johnson Company, Inc. Environmental Site assessment dated December 9, 2004
- Hussey, Gay, Bell & DeYoung (HGBD) – Environmental Screening Investigation – Southside Wharf facility Volumes 1, 2, &3.

9.10 Ownership of Expression of Interest Documents and Protection of Respondent's Information

All Expressions of Interest documents will become the property of the BLDC. Any subsequent use of similar plans or concepts for the development of Southside Ships wharf by BLDC or any other party shall not give rise to any claims by any party against BLDC for the use of such plans or concepts.

Where the respondent believes that information provided in response to this EOI:

- is, or should be, confidential; or
- disclosure of the information would unreasonably affect the respondent's personal privacy; or
- disclosure of the information would unreasonably affect the respondent's business affairs;

Notice is to be given at the time of delivery of the information or documents by clearly marking such information 'confidential' or 'commercial-in-confidence'. Insofar as its obligations under the law permit, the BLDC will give effect to the respondent's stated wishes.

9.11 Disclaimer

The BLDC is not bound contractually or in any other way to any respondent to this Expression of Interest. The BLDC is not liable for any costs or compensation in relation to the preparation of this Expression of Interest whether or not the BLDC terminates, varies, or suspends the Expression of Interest process or takes any other action permitted under this Expression of Interest.

Nothing in the Request for Expression of Interest or your Expression of Interest constitutes a contract with the BLDC.

9.12 Transparency Obligations

The BLDC is committed to ensuring competition for this initiative is fair and open.

If a respondent is found to have made false or misleading claims or statements, or obtains confidential information, or received improper assistance, the BLDC reserves the right to reject at any time any Expression of Interest lodged by or on behalf of the respondent.

Each respondent and its officers, employees, agents and advisers must not engage in any collusive submissions, anti-competitive conduct or other similar conduct with any other respondent or any other person in relation to the preparation or lodgment of the Expression of Interest.

9.13 Disclosure of Information

No respondent shall furnish any information, make any statement or issue any document or other written printed material concerning the acceptance of any Expression of Interest in response to this Request for Expression of Interest for publication in any of the media without the prior written approval of the BLDC. Any such Disclosure of Information may disqualify the response.

