



MUNICIPALITY OF BAR

Number : 031-1482

26 October 2012



MUNICIPALITY OF BUDVA

Number: 001-2774/4

Tender Committee for the Sale and Commercialisation of the “Kraljičina Plaža” Location

Pursuant to Article 40 of the Law on State Assets (OGM 21/09), Articles 5, 7 and 13 of the Decree on Sale and Lease of Things under State Ownership (OGM 44/10), Decree on the Sale of Shares and Property through Public Tender (OGRM 65/03), Decision of the Assembly of the Municipality of Bar on initiating the procedure, Decision of the Assembly of the Municipality of Budva on transfer of title over the real estate through international public tender (OGM-municipal regulations 23/12), the Committee for the Sale and Commercialisation of the “Kraljičina Plaža” Location established by means of the Resolutions of the Presidents of the Municipalities Budva and Bar number 001-2774/1 of 8 August 2012 and number 031-996/1 of 31 July 2012, announces:

PUBLIC INVITATION

TO TENDER FOR THE SALE AND COMMERCIALISATION OF THE “KRALJIČINA PLAŽA” LOCATION

1. Subject of the sale and commercialisation

The subject of the Tender is the sale of real estate indicated as the cadastre parcel 1278/7 in the relevant cadastre records, covering the area of 188,779m² registered in the deed of title number 273 CM Mišići in the Municipality of Bar and cadastre parcel 1276/13, covering the area of 234,994m² registered in the deed of title number 234 CM Buljarica II in the Municipality of Budva for the purpose of constructing an up-scale, top quality touristic complex of mixed use including hotel facilities, leisure facilities, villas, apartments and yacht berthing facilities.

2. General conditions

The real estate referred to in section 1 of the Public Invitation is to be sold as seen, with known cultural traits and use of land.

The offered price for the real estate referred to in section 1 of this Public Invitation amounting less than 50 euro/m² shall be considered as not meeting of Tender conditions and shall not be considered.

3. Place, time and conditions of the Tender

Any local or foreign legal or physical person is entitled to take part in the Tender if they purchase Tender Documents, sign the Confidentiality Statement, pay deposit or provide a bank guarantee and submit their bids in line with the Instructions to Bidders and this Public Invitation, as well as a Consortium that may be established even after the purchase of Tender Documents provided that at least one member of the Consortium (Consortium Leader) or all Consortium members jointly meet the requirements envisaged by the Public Invitation.

The price for purchase of Tender Documents for the subject Tender is EUR 50,000 (fifty thousand euro).

The documents may be obtained from the Secretary of the Committee, within five business days after the submission of the evidence of payment of the specified amount to the account no. 535-12783 opened with Prva Banka Crne Gore 1901. AD Podgorica and signing of the Confidentiality Statement.

After the signing of the Confidentiality Statement and purchase of Tender Documents, interested parties may visit the real estate that is the subject of the sale.

Contact persons for arranging the visit of the location are the President and the Secretary of the Committee.

The persons intending to take part in the public Tender are to:

- pay deposit amounting to EUR 500,000 (five hundred thousand euro) to the account br.535-12783-45 with reference – Tender Account for sale of Kraljičina Plaža, opened with Prva Banka Crne Gore 1901. AD Podgorica or submit a bank guarantee for the same amount payable at first call without protest, valid for 180 days from the day specified as the deadline for tender procedure.
Bid Bond must be issued in the form of an unconditional bank guarantee by a bank with a credit rating minimum BBB awarded by the Standard and Poor's or a bank approved by the Committee at its discretion based on a pre-submitted demand of the Tender Participant;
- provide documents evidencing that in the period from 2006 to 2011 they had no less than 3 years of experience as an investor or main developer for construction of hotel, touristic and residential facilities with the total gross built-up area of minimum 300 000m² and the total value of investment of EUR150,000,000 (one hundred fifty million euro). The experience is also to include the construction of the relevant supporting infrastructure and marina, as well as management of marina facilities;
- provide documents evidencing that in the period from 2006 to 2011 they had no less than 3 years of experience in managing hotel, touristic and residential facilities with the total gross built-up area of minimum 300 000m² and the total value of the investment of EUR150,000,000 (one hundred fifty million euro).
- provide a non-binding Letter of Intent or a management agreement signed with a reputable company that manages no less than two 4-star plus hotel resorts according to international standards;

- provide documents verifying their financial capability and assets required for completion of the envisaged project in a comprehensive and timely manner, under the conditions specified in the Tender Documents (in case of the mentioned condition, a Tender Participant must provide an evidence of the financial capability, for example: bank account statement, bank's statement or certificate regarding financial capability of the Tender Participant or auditor's statement-certificate regarding financial capability of the Tender Participant, or evidence of the amount of investment in the same or similar projects);
- provide a Bid for purchase of real estate, as well as an Investment Programme that is to include investments in the development of utility infrastructure (water supply, waste water management, solid waste disposal, energy infrastructure and transport infrastructure on the subject location) with timeframes for completion of works in line with the Instructions to Bidders.

Applications for Participation in the public Tender, documents required by this Public Invitation adjusted to the Instructions to Bidders, draft contract, bank guarantee or evidence of payment of the deposit are to be delivered directly to the authorised person in the premises of the Bar City Hall, Bulevar revolucije broj 1, no later than 15h (local time) or by registered mail in closed envelopes, where the registered mail must reach the mentioned address by the specified deadline.

Bids will be opened on 10 January 2013, at 15h, in the premises of the Bar City Hall, Bulevar Revolucije broj 1. This information is considered to be hereby delivered to Bidders and will be sent to Bidders in no other way.

Within 15 business days from the day of adopting the results of the Tender, the Tender Committee will inform the Bidders in writing about the Tender results, and the first ranked Bidder will be invited to negotiations regarding the concluding of the Contract.

The Bidder who signs the Agreement on the sale of the assets referred to in section 1 of the Public Invitation will be obliged to pay in cash the amount of the purchase price within the timeframe specified in the Agreement.

The Committee reserves the right to amend individual provisions of this Public Invitation including the provisions envisaging specific timeframes.

For any issues related to this Public Invitation, interested parties may contact the Committee at the following addresses:

COMMITTEE:

President of the Committee:

Dragan Simović ,
Address: Opština Bar ,Bulevar Revolucije 1
Telephone: +382 69 021 244
Fax: 030/301-404
E-mail: dragan.simovic@bar.me

Secretary of the Tender Committee

Milanka Otović,

Address: Stanka Dragojevića 2 ,81000 Podgorica

Telephone: +382 69 100 251

Fax: +382 20 248 512

E-mail: milanka.otovic@mif.gov.me