

Request for Proposal – Clearwater Beach Concessions



BLDC

BERMUDA LAND DEVELOPMENT COMPANY LIMITED

Request for Proposal – Clearwater Beach Concessions

Part A – Introduction

1. About the Request for Proposal

The Bermuda Land Development Company Limited (BLDC) invites interested parties to submit a proposal for the concessions at Clearwater Beach.

The general outline nature of this invitation is designed to elicit innovative and imaginative proposals that enhance the BLDC's long-term plan for Clearwater Beach.

The intent is the BLDC will engage in a lease arrangement with a successful Respondent for 5 years with a 5-year renewable clause. The current leases for two buildings on the property will expire November 30, 2019 and we are seeking interested parties to engage in a long-term lease to provide concessions, activities, retail options, amenity rentals, etc from these locations. Bidders may elect to propose for all buildings or individual buildings.

BLDC's vision for the Clearwater Beach area aligns with the National Tourism Plan to create an alluring beach destination that appeals to locals and visitors year-round.

We anticipate the successful Proposer(s) will address issues such as: price-value, seasonality, and sustainability.

2. Objectives

The objectives of the initiative are to:

- ✓ Improve the beach experience to meet the needs and expectations for beach-goers – locals and visitors
- ✓ Create jobs and opportunities for Bermudians, as per the BLDC mandate
- ✓ Increase traffic to the Clearwater area and the surrounding Southside community
- ✓ Encourage robust development schemes capable of helping to frame the highest and best use for the property
- ✓ Assist in the long-term growth of the Bermuda economy

3. Information on the Concession Area (Premise)

BLDC intends to engage in a lease agreement with the successful Respondent for Building 902 Building 908, the beach cabana, and 925 (small pink bathroom) as outlined on the attached drawing. The Buildings are current tenanted through November 30, 2019.

Proposers may submit proposals for any of the following options for buildings situated at Clearwater Beach, Coopers Island Road, St. George's DD03 in the Islands of Bermuda.:

- **OPTION A** – All buildings - Building 902, Building 908, the beach cabana, and Building 925 (small pink bathroom)
- **OPTION B** – Building 902
- **OPTION C** – Building 908, the beach cabana, and Building 925 (small pink bathroom)

Building 902 is approximately 29,591 square feet including kitchen building, former skating rink, private restroom facilities (located in 908), storage area and designated grass area.

The interior furnishings and fit-out of the interior of Building 902, including the bar are the sole property of the current tenant and are not included in this RFP.

Building 908 consists of 1,200 square feet including a retail/concession/office area with storage and outdoor public showers. The interior furnishings and fit-out of the interior of Building 908, are the sole property of the current tenant and are not included in this RFP.

Public restrooms, outdoor patio and a storage space will also be considered as part of the lease.

Beach Cabana consists of a small covered outdoor patio with storage, located at the water's edge.

Building 925 is a small restroom facility with outdoor public showers.

Note: Restrooms will be cleaned, maintained and opened daily by the Lessee. Restroom must be opened minimally from 7am – 9pm daily from April to November. Opening times for winter months and special events can be negotiated with the landlord.

Part B – Evaluation of Request for Proposal

4. Purposes

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

5. Response to the Request for Proposal Content

Parties are expected to provide at a minimum, information on the items listed in Item 6, RFP requirements and selection criteria when submitting their Proposal

6. Request for Proposal Requirements

The Proposal Submission should include the following:

- 1) A submission that details:
 - a) Business Concept and Plan
 - b) Target Market
 - c) Sales & Marketing Concepts
 - d) Management Team with bios
 - e) Experience operating and/or managing similar ventures
 - f) Description of Proposed offerings
 - g) Financial Plan for sustainability
 - h) Monthly rental offer including proposed lease term in years for either Option A, Option B or Option C.
 - i) An indication of employment levels and types of employment
 - j) Two reference letters
 - k) Bank reference letter
- 2) Details of previous business experience as it relates to your proposed development, if any.
- 3) Any other details that may support your response.

7. Evaluation Criteria Categories

<u>Item</u>	<u>Points</u>
Demonstrates successful prior experience in operating/managing similar ventures	10
Demonstrates safety, security, cleanliness plans	5
Provides solutions for transport, traffic & logistical connectivity	5
Addresses seasonality	5
Provides ideas for new events and experiences to the destination	5
Provides business plans that demonstrate financial capability and viability	10
Provides products to meet resident and guest expectations	10
Demonstrates ability to provide sustainable, revenue stream to landlord	10
Provides considerations for environmentally-friendly and "sustainable" planning	5
Demonstrates capability to scale growth and meet flux in demand	5
Contributes a positive and reputable image to Bermuda's hospitality and culture	5
Total Points*	_____ of 75 Points

* BLDC is not bound to select the highest scoring Respondent or the lowest-priced proposal.

- The Proposal Submission should clearly outline the advantages of any proposals to BLDC, the surrounding community, Bermuda generally and the RFP parties.

Part C - Process and Conditions of Request for Proposal

9. Process

The Request for Proposal process will be comprised of three stages:

Stage 1 – Request for Proposal (RFP)

The RFP documentation will be issued to all respondents requesting the Request for Proposal. Enquiries should be emailed to info@bldc.bm with the subject heading "Clearwater Beach Concessions RFP"

This process requires that **submissions are received no later than 4 p.m., Tuesday, July 23, 2019. Late submissions will NOT be accepted.**

A **site visit** has been scheduled for **9:30 a.m., Tuesday July 9, 2019**. Attendance is optional. All parties must RSVP no later than July 5 to info@bldc.bm with the respondent's name, company name, phone number and email address of all individuals to be in attendance.

Following the closing date, a detailed assessment of the RFP Submissions will be undertaken. At the conclusion of the assessment, a shortlist of respondents will be determined for further consideration.

Stage 2 – Selection of Shortlisted Respondents

Respondents shortlisted from the RFP process will be notified and invited to provide additional information to BLDC. Unsuccessful respondents will be notified after all firms have been shortlisted. The targeted notification date for shortlisted parties is September 2019.

Stage 3 – Negotiation and Selection of a Concessionaire

BLDC may or may not proceed with Stage 3 and it is within its right to cancel, postpone or withdraw the RFP process at any time. This RFP does not commit BLDC to engage or execute a contract or lease with any Respondent. It is BLDC's goal to select a lessee(s) prior to November 30, 2019. The successful proposers are expected to be open and operational starting March 2020.

10. Conditions

10.1 BLDC's Rights

BLDC and its Representatives make no representations or warranties, and there are no representations, warranties, or conditions, either express or implied, statutory, or otherwise, in fact or in law, with respect to the accuracy or completeness of these RFP Documents or any addenda, appendices, data, materials, or other documents, and BLDC and its Representatives will not be responsible for any claim, action, cost, loss, damage, or liability whatsoever arising from any Proponent's reliance on or use of these RFP Documents or any addenda, appendices, data, materials, or other documents provided, delivered, or made available by BLDC or its Representatives.

This RFP is not an offer to enter into any contract of any kind whatsoever. This RFP is not intended to create a bidding contract.

At any time, BLDC reserves the right to cancel this RFP or any future activities resulting from this RFP processes.

10.2 Delivery of RFP Submissions

All proposals must be submitted electronically to info@bldc.bm by the closing date. No handwritten proposals will be accepted.

Closing Time & Date: **4pm, Tuesday, July 23, 2018**

10.3 Extension of Deadline

The BLDC reserves the right to extend the Deadline in exceptional circumstances. The Deadline set for delivery of RFP Submission may be extended only by notice from BLDC. All respondents who have requested an RFP will be notified on any extension of the deadline. To ensure that you receive all notifications, your contact information should be submitted to BLDC via info@bldc.bm, with the subject heading "Clearwater Beach Concessions RFP".

10.4 Late Responses

BLDC will NOT accept late submissions. Any decision will be final.

10.5 Ownership of Documents

RFP Submissions and accompanying documents shall be and remain the property of the BLDC.

10.6 Responsibility for Costs

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

10.7 Confidentiality

The information contained in the response to this Request for Proposal 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 RFP.

10.8 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 RFP Submission 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.

10.9 Selection of Shortlisted Respondents

Successful respondents to the RFP will be invited to submit additional information to BLDC. A further assessment will be performed, and an interview process may be undertaken thereafter.

Satellite view of Clearwater Beach





Aerial view of Building 902, 908 and Beach Cabana



Site Plan of Clearwater Beach

