

# Morgan's Point Development Company

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## Request for Proposals (RFP) For Architectural Design and Support Services

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Request for Proposals No.: MPDC/2023/S/001

Issued: **June 2<sup>nd</sup>, 2023**

Submission Deadline: **June 30<sup>th</sup>, 2023 – 5:00 p.m. (ADT – Bermuda Local Time)**

Late proposals will be rejected.  
There will not be a public opening for the RFP.

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## 1.0 INVITATION TO PROPONENTS

The purpose of this Request for Proposals (RFP) is an invitation by Morgan's Point Development Company Limited (MPDC) to prospective proponents to submit proposals for Architectural Design and Support Services, as further described in the RFP Deliverables. MPDC wishes to solicit a statement of qualification and proposal from a qualified and recognized Architectural Design Entity with International, Caribbean, and Bermuda experience, interested in providing planning, design and other support services for the Morgan's Point Development project.

These services will include the following:

1. Redesign of the current precast Hotel Guest Buildings into Service Apartments
2. Final modifications / updates required for previously designed Residential Condominium Buildings
3. Detailed design of Retail and Amenities District
4. Support services as needed during execution of the Project such as oversight and reporting, procurement support, execution planning and other requests that may arise during construction. Item 4 is intended to be requested of the successful bidder on a time and materials basis and outside of their professional fee estimate for Items 1, 2 and 3.

The RFP document will include the specific plans for each of the areas listed within **Section 3.0 of this RFP as well as corresponding Exhibit 1 which provides an overview of the concept and programming requirements**. The design scope of services may commence at various times or in conjunction with each other during the pre-construction stage. Key milestones during the development of these designs will include 30%, 60% and 90% and IFC (Issue for Construction) documentation completion targets.

The contract type will be characterized as design-bid-build and estimated to be a percentage of overall construction budget and level of design to complete. Contract for Architectural Design Services is priced as listed in Section 4.5 of this RFP to include the General Conditions and Fee structure.

### 1.1 Project Background

Morgan's Point, Bermuda, located in the Southampton Parish, is planned to be a mixed-use residential community that will provide a sustainable economic benefit to the citizens of Bermuda. One of the key challenges the project hopes to address is a lack of mixed-use retail and commercial development on the western end of the island. As such, Morgan's Point will hope to cater to a wide cross-section of the local Bermudian economy with access to restaurants, shopping, and outdoor activities beyond the existing services offered.

The current conditions of the project have been characterized as a re-development the Government of Bermuda must repurpose in order to maximize the economic value while restoring the reputation of Morgan's Point as a hallmark destination. For this reason, the newly formed MPDC has emphasized increased governance, controls, transparency, and world class performance standards for the selection of the Architectural Design Entity.

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The mixed-use development project was previously commenced in December 2015 and was designed to include 35 for-sale residential units and a high-end, boutique hotel with 77 rooms and 2 presidential villas. The initial project concept included an extensive amenities village, marina, spa / gym, and the back of house / administration building to complement the residential and hotel operating model. In April 2018, development and construction services on the project were suspended due a lack of project funding.

In early 2023, the Government of Bermuda decided to move forward with the redevelopment of the Morgan's Point Project under renewed direction and broader economic focus and benefits. After several design and cost to complete options were evaluated, a decision was made to redevelop the project with 35 residential units, 42 service apartments, 48 amenities district apartments, and an amenities village that includes both commercial space and dining facilities. A fitness center, spa, back of house (BOH), administrative areas, a central utility plant, beach enhancements, and associated infrastructure will complement the development with the existing marina. Total retail SF has been estimated at 32,000 rentable square feet (RSF). This distribution includes a mix of retail shopping, and food and beverage (as a subset of the 32,000 RSF total, 13,000 RSF are in the BOH).

On site currently are pre-cast guest buildings and corresponding Back of House (BoH) structures with proposed design layout for service apartments will have to be reviewed by a structural engineer. The condition of the pre-cast structures for the service apartments and existing foundations will require an assessment as they have been exposed to the elements for an extended period of time. While not anticipated to impact completion of these partially constructed structures, demolition and redesign of the existing structures may be considered.

## 1.2 RFP Contact

For the purposes of this procurement process, the "RFP Contact" will be: [rfp@developbermuda.com](mailto:rfp@developbermuda.com).

Proponents and their representatives are not permitted to contact any employees, officers, agents, elected or appointed officials or other representatives of the Government, other than the RFP Contact, concerning matters regarding this RFP. Failure to adhere to this rule may result in the disqualification of the proponent and the rejection of the proponent's proposal.

Amendment/addenda (if any) will be communicated via email to the participating bidders. Participating bidders are responsible for checking their emails on a regular basis during the procurement process to ensure they have obtained all addenda issued by MPDC. In the Submission Form (Appendix A), proponents must confirm their receipt of all addenda by setting out the number of each addendum in the space provided.

## 1.3 Intent to Respond

Prior to the Submission Deadline noted in the RFP timetable below, proponents that download this file and intend to respond to this RFP are required to register their interest with the RFP contact by emailing a Letter of Intent, including their company name and contact information before the deadline noted in the RFP Timeline below to [rfp@developbermuda.com](mailto:rfp@developbermuda.com).

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The submission of a "Letter of Intent" is mandatory and will provide an email contact with each prospective respondent. Please include ONLY the following information within the body of the email:

- Company Name
- Point of Contact Name
- Email address
- Physical Address
- Phone Number

Please note that by submitting a Letter of Intent, Proponent explicitly accepts all terms of this RFP, including the confidentiality terms in section 2.14.

#### 1.4 RFP Questions

Please submit all questions pertaining to this RFP process or technical questions regarding the project via email in **(1) one** consolidated response. No phone calls please.

#### 1.5 RFP Timeline – Key dates and events

All times listed are Bermuda local time (ADT). The RFP timetable is tentative only and may be changed by MPDC at any time. For greater clarity, business days means all days that MPDC is open for business.

Key Dates	Event
06/02/2023	Issue Date
06/07/2023	Deadline to Submit Letter of Intent
06/09/2023 at 2:00 p.m. ADT	Pre-Bidders Conference
06/16/2023 at 5:00 p.m. ADT	Deadline to Submit Questions
06/21/2023 at 5:00 p.m. ADT	Bidders Site Walkthrough
06/23/2023	MPDC to Provide Consolidated Response to Questions – Issue Addenda
06/30/2023 at 5:00 p.m. ADT	Deadline to Submit Proposals –
07/07/2023 – 07/11/2023	Final Candidate Interviews
07/18/2023	Notice of Award Expected
07/18/2023 – 08/01/2023	Contract Negotiation Period
08/01/2023	Anticipated Execution of Agreement

#### 1.5 Contract and Contract Term

The agreement between the selected proponent and MPDC shall be AIA Contract Document References B111/112 – 2022, Standard Form of Agreement Between MPDC and Design Architect/Architect of Record respectively. The contract shall be effective on the date indicated on the contract and shall

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continue until the completion of the building and renovation projects, subject to the termination clause in section.

## 2.0 SUBMITTAL INFORMATION

Proponents should structure their proposals in accordance with the instructions in this RFP. Where information is requested in this RFP, any response made in a proposal should reference the applicable section numbers of this RFP.

### 2.1 Proposals to be Submitted on Time

Proposals must be submitted at the location set out above on or before the Submission Deadline. Proposals submitted after the deadline will be rejected.

### 2.2 Proposals to be Submitted in Prescribed Format

Proponents shall submit one (1) electronic copy (e-copy) in PDF format.

The original and all copies of the proposal shall be typed and shall be signed by a person duly authorized to sign on behalf of the Proponent. This authorization shall consist of a written authorization and shall be attached to the Submission Form included in (**Appendix APPENDIX A – SUBMISSION FORM**). The name and position held by each person signing the authorization must be typed below the signature. An Electronic Record of Signature will be accepted in the submission only in accordance with the requirements laid out in the Electronic Transactions Act 1999.

### 2.3 Amendment of Proposals

Proponents may amend their proposals prior to the Submission Deadline by submitting the amendment in PDF format and in accordance with the guidelines mentioned in Sections 2.7 & 2.8 below. Any amendment should clearly indicate which part of the proposal the amendment is intended to amend or replace.

### 2.4 Withdrawal of Proposals

At any time throughout the RFP process until the execution of a written agreement for the provision of the Deliverables, a proponent may withdraw a submitted proposal. To withdraw a proposal, a notice of withdrawal must be sent to the RFP Contact and must be signed by an authorized representative of the proponent. MPDC is under no obligation to return withdrawn proposals.

### 2.5 Proponents Minimum Qualification Requirements

Licensing: All Entities interested in proposing must be registered under the Bermuda Architects Registration Council (ARC) and may be a member of the Institute of Bermuda Architects (IBA) as of March 1, 2023, and throughout the term of the contract.

Insurance: Local Architect of Record must provide evidence that the firm is carrying minimum



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USD \$1 Million in professional liability insurance.

Proponent Profile: Proponent must have the ability to provide design services to Morgan's Point from an office within Bermuda and combined must have a minimum of 1 licensed local architect on staff. Only one submittal will be accepted from each entity, firm, organization, company, or team; competing "branch" offices or competing teams from the same corporate entity may not submit separate proposals.

Design Experience: Proponents must provide evidence of having a minimum of ten (10) years as a professional in Bermuda. The Entity should also have at least 10 years' international experience designing luxury mixed-use hospitality developments in Bermuda.

Proponents must provide at least (2) representative or comparable project examples from the past (5) years, showing new projects worked on with minimum hard construction costs over USD\$100M.

\*Note: comparable projects can be interpreted as similar size, scale, development value with mixed-use retail and benefit to community

***\*Please include the project location, client, and point of contact for client.***

If a proponent wishes to submit additional information above and beyond the scope of this RFP, please address such content under separate cover to the above email address. Additional information must be received before the submission deadline.

The evaluation process will be conducted by the MPDC Project Board and owner's representatives. The Board anticipates awarding a contract to the best qualified entity that will provide the best value that serves the interests of the Project and Bermuda. The Project Board reserves the right to waive informalities or irregularities and to reject any and all bids.

**2.6 Proposals in English**

All proposals must be written in the English language only.

**2.7 Submittal Shall Consist of the Following:**

8 ½" x 11" **Digital Copy of Technical Proposal** consisting of a maximum of 20 pages in PDF format 20MB or less:

- General Information
- References

**Digital Copy of Commercial Proposal**

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## 2.8 Proposals to be Submitted at Prescribed Location

### Address the Proposal Submittal to:

Electronic mail (E-Mail) submissions are accepted at: [rfp@developbermuda.com](mailto:rfp@developbermuda.com).

Attention: Morgan's Point Development Company Limited (MPDC) Procurement

If documents are larger than 20 MB, please send them within a zip file.

In the subject line of the email, please state the RFP title and please ensure to send a copy of your proposal in PDF format.

## 2.9 Proponents to Bear Their Own Costs

The proponent will bear all costs associated with or incurred in the preparation and presentation of its proposal, including, if applicable, costs incurred for interviews, travel, or demonstrations.

Proponents will not be reimbursed for costs associated with responding to or negotiating this RFP.

## 2.10 Proposal to be Retained by MPDC

MPDC will not return the proposal, or any accompanying documentation submitted by a proponent.

## 2.11 Communication After Issuance of RFP

### 2.11.1 Proponents to Review RFP

Proponents should promptly examine all of the documents comprising this RFP and may direct questions or seek additional information in writing by email to [rfp@developbermuda.com](mailto:rfp@developbermuda.com) on or before the Deadline to submit Questions. No such communications are to be directed to anyone other than the RFP Contact. MPDC is under no obligation to provide additional information, and the Government is not responsible for any information provided by or obtained from any source other than the RFP Contact. It is the responsibility of the proponent to seek clarification from the RFP Contact on any matter it considers to be unclear. MPDC is not responsible for any misunderstanding on the part of the proponent concerning this RFP or its process.

### 2.11.2 All New Information to Proponents by Way of Addenda

This RFP may be amended only by addendum in accordance with this section. If MPDC, for any reason, determines that it is necessary to provide additional information relating to this RFP, such information will be communicated to all proponents by addendum. Amendment/addenda (if any) will be communicated via email to the participating bidders. Each addendum forms an integral part of this RFP and may contain important information, including significant changes to this RFP. Participating bidders are responsible for checking their emails on a regular basis during the procurement process to ensure they have obtained all addenda issued by MPDC. In the Submission Form (Appendix A), proponents must confirm their receipt of all addenda by setting out the number of each addendum in the space provided.

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### 2.11.3 Post-Deadline Addenda and Extension of Submission Deadline

If MPDC determines that it is necessary to issue an addendum after the Deadline for Issuing Addenda, MPDC may extend the Submission Deadline.

### 2.11.4 Verify, Clarify, and Supplement

When evaluating proposals, MPDC may request further information from the proponent or third parties in order to verify, clarify or supplement the information provided in the proponent's proposal. The information may include, without limitation, clarification with respect to whether a proposal meets the mandatory technical requirements set out in Section 3.0 of the RFP. MPDC may revisit, re-evaluate, and rescore the proponent's response or ranking on the basis of any such information.

## 2.12 Notification and Debriefing

### 2.12.1 Notification to Other Proponents

Once the Agreement is executed by MPDC and a proponent, the other proponents may be notified directly in writing of the outcome of the procurement process.

### 2.12.2 Debriefing

Proponents may request a debriefing after receipt of a notification of the outcome of the procurement process. All requests must be in writing to the RFP Contact and must be made within sixty (60) days of such notification.

### 2.12.3 Procurement Protest Procedure

If a proponent wishes to challenge the RFP process, it should provide written notice to the RFP Contact in accordance with the Government's Complaints and Disputes procedures. The notice must provide a detailed explanation of the proponent's concern with the procurement process or its outcome.

## 2.13 Conflict of Interest and Prohibited Conduct

### 2.13.1 Conflict of Interest

For the purposes of this RFP, the term "Conflict of Interest" includes, but is not limited to, any situation or circumstance where:

- (a) in relation to the RFP process, the proponent has an unfair advantage or engages in conduct, directly or indirectly, that may give it an unfair advantage, including but not limited to (i) having, or having access to, confidential information of MPDC in the preparation of its proposal that is not available to other proponents, (ii) communicating with any person with a view to influencing preferred treatment in the RFP process (including but not limited to the lobbying of decision makers involved in the RFP process), or (iii) engaging in conduct that compromises, or could be seen to compromise, the integrity of the open and competitive RFP process or render that process non-competitive or unfair; or
- (b) in relation to the performance of its contractual obligations under a contract for the Deliverables, the proponent's other commitments, relationships, or financial interests (i) could, or could be seen to, exercise an improper influence over the objective, unbiased and impartial exercise of its independent judgement, or (ii) could, or could be seen to,

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compromise, impair or be incompatible with the effective performance of its contractual obligations.

**2.13.2 Disqualification for Conflict of Interest**

MPDC may disqualify a proponent for any conduct, situation, or circumstances, determined by MPDC, in its sole and absolute discretion, to constitute a Conflict of Interest as defined above.

**2.13.3 Disqualification for Prohibited Conduct**

MPDC may disqualify a proponent, rescind an invitation to negotiate or terminate a contract subsequently entered into if MPDC determines that the proponent has engaged in any conduct prohibited by this RFP.

**2.13.4 Prohibited Proponent Communications**

Proponents must not engage in any communications that could constitute a Conflict of Interest and should take note of the Conflict-of-Interest declaration set out in the Submission Form (Appendix A).

**2.13.5 Proponent Not to Communicate with Media**

Proponents must not at any time directly or indirectly communicate with the media in relation to this RFP or any agreement entered into pursuant to this RFP without first obtaining the written permission of the RFP Contact.

**2.13.6 No Lobbying**

Proponents shall not in relation to this RFP or the evaluation and selection process, engage directly or indirectly in any form of political action or other activity whatsoever to influence or attempt to influence Parliament, the Government, or to influence or attempt to influence any legislative or regulatory action, in the selection or evaluation of any proponent.

**2.13.7 Illegal or Unethical Conduct**

The proponent represents, warrants, and covenants that, in connection with activities performed under this Agreement or on behalf of MPDC, the proponent has not and will not offer, promise, authorize, pay, or act in furtherance of an offer, promise, authorization, or payment of anything of value, directly or indirectly, to a Government Official (as hereinafter defined), political party or party official, candidate for political office, or official of a public international organization, in order to obtain or retain business, to secure an improper advantage or benefit of any kind or nature to person(s) related, associated or linked to the Government Official, or to secure or influence discretionary action, inaction or a decision of a Government Official(s). For purposes of this proposal, the term "Government Official" shall mean and include any official, public officer or employee of the Government, as well as an official or employee in the judicial, legislative, or military, anyone acting in an official capacity for the Government, or any immediate family member of such persons. The proponent represents, warrants, and covenants that it has complied and will comply with *The Bribery Act 2016* and all other applicable laws of any relevant jurisdiction in connection with the performance of this Agreement. Without limiting the generality of the foregoing, the proponent represents, warrants, and covenants that it has not and will not take any action that would cause the Government or anyone acting on their behalf to violate or be

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subjected to penalties under *The Bribery Act 2016*, or the applicable anti-corruption laws of other countries.

The proponent acknowledges and agrees that in the event that MPDC believes, in good faith, that the proponent has breached this section, MPDC shall have the right to immediately withdraw and terminate this opportunity and terminate any or all other agreements with the proponent.

#### **2.13.8 Past Performance or Past Conduct**

MPDC may prohibit a supplier from participating in a procurement process based on past performance or based on inappropriate conduct in a prior procurement process, including but not limited to the following:

- (a) illegal or unethical conduct as described above;
- (b) the refusal of the supplier to honor its submitted pricing or other commitments; or
- (c) any conduct, situation or circumstance determined by MPDC, in its sole and absolute discretion, to have constituted an undisclosed Conflict of Interest.

#### **2.13.9 No Collusion**

Proponents must not engage in any collusion and must sign the certificate as set out in the Certificate of Confirmation of Non-Collusion (Appendix B).

### **2.14 Confidential Information**

#### **2.14.1 Confidential Information of MPDC**

All information provided by or obtained from MPDC in any form in connection with this RFP either before or after the issuance of this RFP.

- (a) is the sole property of MPDC and must be treated as confidential;
- (b) is not to be used for any purpose other than replying to this RFP and the performance of any subsequent contract for the Deliverables;
- (c) must not be disclosed without prior written authorization from MPDC; and
- (d) must be returned by the proponent to MPDC immediately upon the request of MPDC.

#### **2.14.2 Confidential Information of Proponent**

- (a) A proponent should identify any information in its proposal or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by MPDC. The confidentiality of such information will be maintained by MPDC, except as otherwise required by the Public Access to Information Act 2010 or by order of a court or tribunal.
- (b) Proponents are advised that their proposals will, as necessary, be disclosed, on a confidential basis, to advisers retained by MPDC to advise or assist with the RFP process,

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including the evaluation of proposals. If a proponent has any questions about the collection and use of personal information pursuant to this RFP, questions are to be submitted to the RFP Contact.

- (c) The Proponent is responsible to ensure that they comply with the *Personal Information Protection Act 2016* ("PIPA"), related to any information in the proponent's custody, care, or control.

## 2.15 Procurement Process Non-Binding

### 2.15.1 No Process Contract and No Claims

This RFP is a request for proposals only and participation in this RFP is not intended to create legal obligations between MPDC and any of the proponents or their representatives. For greater certainty and without limitation:

- (a) Participation in this RFP will not give rise to any preliminary contract or collateral contract.
- (b) No proponent shall have any claim for any compensation of any kind whatsoever (whether in contract, tort, law, equity or otherwise), as a result of participating in this RFP, and by submitting a proposal each proponent shall be deemed to have agreed that it has no claim against MPDC.
- (c) The decision to award or not to award a contract to any proponent is at the discretion of MPDC. MPDC shall have no liability to any proponent with respect to the awarding of a contract or the failure to award a contract to any proponent. Proponents acknowledge that the proponent that submits the proposal with the lowest price might not be awarded a contract.

### 2.15.2 No Contract until Execution of Written Agreement

This RFP process is intended to identify prospective suppliers for the purposes of negotiating potential agreements. No legal relationship or obligation regarding the procurement of any good or service will be created between the proponent and MPDC by this RFP process until the successful negotiation and execution of a written agreement for the acquisition of such goods and/or services.

### 2.15.3 Non-Binding Price Estimates

While the pricing information provided in proposals will be non-binding prior to the execution of a written agreement, such information will be assessed during the evaluation of the proposals and the ranking of the proponents. Any inaccurate, misleading, or incomplete information, including withdrawn or altered pricing, could adversely impact any such evaluation or ranking or the decision of MPDC to enter into an agreement for the Deliverables.

### 2.15.4 Cancellation

MPDC may cancel or amend the RFP process without liability at any time. Cancellation may occur, for example, if:

- (a) no qualitatively or financially worthwhile offer has been received or there has been no valid response at all;
- (b) the economic or technical parameters of the project have changed fundamentally;

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- (c) exceptional circumstances or force majeure render normal implementation of the project impossible;
- (d) all offers exceed the financial resources available, or are otherwise inconsistent with the principles of economy, efficiency, and effectiveness; or
- (e) irregularities require cancellation in the interest of fairness.

The publication of a procurement notice does not commit MPDC to implement the program or project announced.

## 2.16 Governing Law and Interpretation

### Governing Law and Interpretation

- (a) are intended to be interpreted broadly and independently (with no particular provision intended to limit the scope of any other provision);
- (b) are non-exhaustive and will not be construed as intending to limit the pre-existing rights of the parties to engage in pre-contractual discussions in accordance with the common law governing direct commercial negotiations; and
- (c) are to be governed by and construed in accordance with the laws of Bermuda applicable therein.

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### 3.0 ARCHITECT SCOPE OF SERVICES

The following is a proposed general scope of services to be provided by the Proponent. **The awarded A/E Firm needs to demonstrate their experience in dealing with moderate and complex mixed use real estate development projects. The A/E firm is expected to fulfill the following requirements at a minimum.**

**The proponent is intended to review the attached Exhibit A that include a Scope Statement, the Concept Product Mix (Proposed Concept), and the original product mix (As Built) in order to provide a response to this RFP.**

**A. Scope of work encompassing customary services provided under the umbrella of architectural services for the following phase development:**

- Pre-Design Phase
- Schematic Design Phase
- Design Development Phase
- Construction Drawings and Specifications
- Bid Phase
- Construction Administration Phase
- Post-Completion Phase

**B. Provide a preliminary design and construction schedule for the following Architectural Services:**

- Initial Planning Phase
- Preliminary Plans Phase
- Schematic Design Phase
- Design Development Phase
- Final Working Drawings and Specifications
- District and Agency Reviews
- Cost Estimates
- Site Monitoring During Construction
- Quality Control During Construction

**C. Support Services may be requested to be provided;** entities will be requested to provide a table of professional rates at the time of RFP response; such requests may be made post award. If requested to accomplish the following tasks, entity would be contracted on a task order basis based on a pre-approved estimate of hours:

- Procurement of construction contract(s)
- Support of purchasing activities
- Economic and feasibility studies and related services
- Technical studies
- Value-engineering services
- Owner's representative and related services
- Operational support



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**Note:** The selected proponent will be provided full access to the project data room.

#### 4.0 MANDATORY SUBMISSION REQUIREMENTS

##### 4.1 Architect Experience & Capacity

###### **General Company Information for all Team Member Organizations Experience and Capacity:**

- Company background
- Vision, mission, and values
- Involvement in the island-based communities (including any brochures, process, documentation, and evidence of local participation)
- Years in operation
- Years of relevant experience working with these types of projects (Minimum 10 years of experience with evidence)
- Locations of current operations and which locations shall be doing which portion of the work.
- Years working with other project team organizations.
- Women Business Enterprise (WBE), Minority Business Enterprise (MBE)

###### **Comparable Projects of Similar Size & Scope:**

- Project name – building function.
- Project size (site area, building square footage, number of floors)
- Representative project examples, at least (2) with minimum Construction Hard Cost of \$100M in past (5) years
- Client Name
- Project location
- Project schedule duration (planned / actual) for both design and construction portions of the project as separate durations.
- Project construction budget (planned / actual)
- Mixed-use retail examples
- Project examples citing benefits to community.
- Project team members
  - Role and Involvement
- Owner references to confirm completed work; (provide contact name, title, telephone number and email)

###### **Key Personnel to be Assigned to Morgan's Point:**

- Role
- Resume
- Copy of Licenses & Certifications

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**Project Team Organizational Chart Identifying:**

- Discipline responsibility
- Principal contact person(s)
- Intended organizational reporting structure.
- Partnerships / affiliations with sub-consultant(s)

**Ability to assign staff to the project upon award.**

**Firm and Team's Experience working with government backed projects of this scale.**

**Firm and Team's Experience working with a public agencies.**

- Include 2 references.

**Ability to Provide Professional Services in a timely manner.**

- Examples of projects involving tight schedules
- Innovative means and methods employed to meet the deadline.

**4.2 Financial Health & Reputation**

**Audited Financial Statements** (or) Interim Unaudited Financial Statements (last two fiscal years) with footnotes will be accepted.

If **unable to provide**, provide (for the last three calendar years):

- Revenues
- Interest Expense
- Operating Profit

Answering:

- Have you engaged in any bankruptcy proceedings in the last five (5) years in any capacity?
- Are you currently involved in any lawsuits? Within the last three (3) years?
- How many full-time employees are employed at your company?
- If available, provide your company's credit rating and/or D&B credit report.

**4.3 Approach, Methodology And Workplan**

**Outline Project Methodology describing:**

- Approach to providing the requested services.

**Work Plan / Schedule:**

**Proponent must provide a proposed schedule of services that must include, as minimum the following:**

- Start-up of services
- Estimated timeline of mobilization
- Proposed timeline for completion of each phase, according to Section 3.A.

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- Estimated timeline for development of Issue for Construction Drawings (IFC)

**Identify the approach to project management and communications for the Proponent Team, Client & Key Stakeholders, including the proposed intermediary and final approval process of each deliverable, part of the scope of the work.**

**Quality control processes and best practices**

- How the Design and Construction Documents are reviewed to determine full coordination between disciplines.
- Incorporation of all requirements.
- Definition of the construction required for a complete project.

**Value Added Services**

- Continuous improvement programs, innovation, and cost management.

**Approach to meeting Reporting and Documentation Requirements**

- Provide Sample Documentation

**Template that will be used for reporting on progress, schedule, and cost.**

**Anticipated risks** associated with the project that you foresee and proven methods your team has employed to mitigate these risks to ensure project success.

**Subcontractors:** provide a list indicating all and any subcontractors Proponent intends to use

**Please list any services that you will NOT be able to provide.**

Any services anticipated to be required that are not currently outlined in the SOW to provide complete design services for the Project.

***Ensure that the proposal covers all requirements outlined in the RFP.***

**4.4 Confirmation of Non-Collusion**

The essence of Open Tendering is that the Morgan's Point Ownership shall receive bona fide competitive proposals from suitably qualified persons or entities. In recognition of this principle, each person or entity that submits a proposal will be required, by way of the signature of a duly authorized representative of the company, to confirm that the proposal has been submitted without any form of collusion.

**See Appendix B**, complete Certificate of Confirmation of Non-Collusion, and submit with proposal response.

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#### 4.5 Fee Proposal

The Owner agrees to pay the Selected Proponent as compensation for the Professional's services as outlined in this RFP. Proponent will provide a commercial proposal based on a percentage of Capital Expenditure (CapEx) for the requested scope of work.

Moreover, as stated in the section 3.C, additional "Support Services" may be requested to be provided; proponents shall provide a table of professional rates as part of the RFP submittal.

#### 4.6 Requirements of Legal Entities

Proponents that are corporations, partnerships, or any other legal entity, Bermuda, or U.S based, shall be properly registered or capable to be registered, or capable and willing to be registered to do business in Bermuda at the time of the submission of their proposals, and comply with all applicable laws and/or requirements.

**Submit evidence** that it is duly and properly organized and is qualified to do business in Bermuda or provide a statement confirming that the Proponent will be qualified prior to contract execution, if selected.

#### 4.7 Mandatory Technical Requirements and Qualifications of Proponents

**Information and Certifications** that demonstrate:

- That neither it nor any person or entity who is partnering with it **has been subject of any adverse findings that would prevent them from selecting a Proponent**. MPDC will confirm a background screening of selected participants.
- Such adverse findings include, but are not limited to, the following:
  - Negative findings from an oversight entity within the Government of Bermuda or other governments
  - Pending or unresolved legal action in Bermuda or any other jurisdictions
  - Arson conviction or pending case
  - Harassment conviction or pending case
  - Bermuda and Federal or private mortgage arrears, default, or foreclosure proceedings
  - In rem foreclosure.
  - Sale tax lien or substantial tax arrears
  - Fair Housing violations or current litigation
  - Defaults under any Federal and Bermudian-sponsored program
  - A record of substantial building code violations or litigation against properties owned and/or managed by Proponents or by any entity or individual that comprises the Proponent.
  - Past or pending voluntary or involuntary bankruptcy proceeding.
  - Conviction for fraud, bribery, or grand larceny.
  - Disclose any potential conflicts of interest
  - Document any concerns regarding the qualifications detailed in this RFP.

#### 5.0 PRE-CONDITIONS OF AWARD

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1. Financial Checks

Prior to awarding a contract to the selected proponent, the contracting department will perform financial checks to confirm whether the proponent is delinquent in making payments to the Government for Social Insurance contributions, Payroll Tax or any other debt recorded by the Accountant General's Debt Collection Section and will perform a check with the Bermuda Registrar of Companies to confirm whether the proponent is a proper legal entity that is in good standing.

2. Proof of Insurance – (professional liability, errors and omissions) – Professional liability insurance is coverage that protects an architectural firm and its employees against claims alleging negligent acts, errors, or omissions in the performance of architectural services.

**6.0 FINAL EVALUATION CRITERIA**

The following sets out the categories, weightings, and descriptions of the evaluation criteria of the RFP. Proponents who do not meet a minimum threshold score for a category will not proceed to the next stage of the evaluation process.

Proposal evaluations will include, but not be limited to the following criteria and not necessarily listed in order of importance:

1. The names and qualifications of the design professionals proposed to be assigned to MPDC.
2. Evidence of Local Architect of Record having a minimum of ten (10) years' experience designing luxury mixed-use hospitality developments in Bermuda.
3. At least (2) representative project examples from past (5) years, showing new projects worked on with minimum hard construction costs over USD \$100M.
4. Provide a list of representative projects in the Bermuda and / or Caribbean region.
5. A list of at least five (5) client references for design work completed by the architectural firm/team, with an emphasis on mixed use development and hospitality, if possible. Include all relevant transaction details and the primary client contact's title, email address and phone number.
6. Firm Qualifications & Experience
7. Financial Capacity of the Firm
8. Unique Differentiators: Value Added (including ability/experience working with commercial developers, Local Government and/or Public Agency environment and the unique nature of the reference project)
9. Economic benefit(s) created for communities/areas associated with representative projects and client references.
10. Design Fees (Commercial Proposal)

Proponents are required to respond to each of the following categories in separate paragraphs with written description to support their proposal.

No.	Category	Evaluation Criteria	Points
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<b>1</b>	Technical	Firm Qualifications & Experience	30 points
<b>2</b>	Technical	Proposed Approach, Organization and Unique Differentiators	25 points
<b>3</b>	Technical	Proposed Personnel and Experience	20 points
<b>4</b>	Financial	Financial Capacity	15 points
<b>5</b>	Commercial	Fee Proposal	10 points
<b>Total</b>			<b>100 Points</b>

### 6.1 Evaluation & Selection Committee

The evaluation & selection committee will consist of member(s) who have been selected because of their special expertise and knowledge of the services and/or products that are in the subject of this RFP. Proponents may not contact members of the evaluation committee except as the Request of the RFP contact.

### 6.2 Preliminary Evaluation

The proposals will be initially reviewed to determine if mandatory requirements are met. Failure to meet mandatory requirements shall result in the proposal being rejected. In the event that all proposers do not meet one or more of the mandatory requirements, MPDC reserves the right to continue the evaluation of the proposals that most closely meet the mandatory requirements of this RFP.

### 6.3 Rights to Reject Proposals.

MPDC reserves the right to reject any and all proposals in full and/or in part, waive any informalities, issue subsequent RFPs, cancel the entire RFP, remedy technical errors in the RFP process, and seek assistance in the evaluation process.

### 6.4 Proposal Scoring

Accepted proposals will be reviewed by an evaluation committee and scored against the stated criteria. The committee may review references, request interviews/presentations, conduct demonstrations and/or conduct on site visits. The resulting information will be used to score the proposals. The evaluation committee's scoring will be tabulated, and proposals ranked based on the numerical scores received.

MPDC's Evaluation & Selection Committee will evaluate all (5) categories to assess the proponent's understanding of events associated with the major features of work listed above and completion requirements. The Evaluation & Selection Committee will also evaluate the offeror's capability to complete the project within the required contract duration and the realism of the schedule. **Please note** that the major features of work listed above are the minimum that must be shown in your schedule. If proposing a shorter schedule duration, the offeror must include sufficient information in its schedule and narrative so that the Selection Committee can determine whether the shorter schedule is realistic and achievable.

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**Note:** The Evaluation & Selection Committee will evaluate the offeror's schedule using days, not dates. If an offeror includes dates in the schedule, the dates will be used to calculate days and the dates will not be considered to create binding dates.

**6.5 Final Evaluation**

Upon completion of any interviews/presentations and/or demonstrations by proposers, MPDC's evaluation team will review their evaluations and make adjustments to the scores based on the information obtained in the interview/presentation, demonstration, possible reference checks, and any other pertinent proponent information.

**6.6 Award and Final Offers**

Award will be granted in one of two ways. The award may be granted to the highest scoring responsive and responsible proponent after the original evaluation process is complete. Alternatively, the highest proponent or proponents may be requested to submit best and final offers. If MPDC requests best and final offers, they will be evaluated against the stated criteria, scored, and ranked by the evaluation committee. The award will then be granted to the highest scoring proponent following that process. However, a proponent should not expect that MPDC will request a best and final offer.

**7.0 NOTIFICATION OF INTENT TO AWARD**

All proponents who respond to this RFP will be notified in writing of MPDC's intent to award the contract(s) as a result of this RFP.

**8.0 NEGOTIATE CONTRACT TERMS**

MPDC reserves the right to negotiate the terms of the contract, including the award amount, and/or refinement of the scope or work, with the selected proponent prior to entering into a contract. If contract negotiations cannot be concluded successfully with the highest scoring proponent; MPDC may negotiate a contract with the next highest scoring proponent.

**Thank you for your consideration and interest in this project.**

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**9.0 APPENDIX A – SUBMISSION FORM**

**1. Proponent Information**

<p>Please fill out the following form, naming one person to be the proponent's contact for the RFP process and for any clarifications or communication that might be necessary.</p> <p>If the company is incorporated and registered, then a Certificate of Incorporation and a Certificate of Incumbency is required and must be submitted with the Submission Form.</p> <p><b>Declaration of Interest:</b> The proponent shall provide details of its ownership and/or managerial structure upon request from Morgan's Point Development Company Limited (MPDC). The proponent shall also provide a statement of whether or not it has any relevant and material interest relevant to the provision of the Goods and Services. Such statement shall be provided at least annually or if there is any change in the interest of the proponent.</p>	
Full Legal Name of Proponent or Personal/Given Name:	
Representative Name (Person with Signing Authority) / Title:	
Any Other Relevant Name under which Proponent Carries on Business:	
Street Address:	
City, Province/State:	
Country:	
Postal Code:	
Phone Number:	
Proponent's Social Insurance Number or payroll tax number issued by the Government of Bermuda:	
Proponent's Tax Payroll Number issued by the Government of Bermuda:	
Proponent's Registration Number issued by the Bermuda Registrar of Companies (if incorporated):	
Company Website (if any):	
Proponent Contact Name and Title:	
Proponent Contact Phone:	
Proponent Contact Fax:	
Proponent Contact Email:	



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**2. Acknowledgment of Non-Binding Procurement Process**

The proponent acknowledges that the RFP process will be governed by the terms and conditions of the RFP, and that, among other things, such terms and conditions confirm that this procurement process does not constitute a formal, legally binding bidding process (and for greater certainty, does not give rise to a Process Contract bidding process), and that no legal relationship or obligation regarding the procurement of any good or service will be created between MPDC and the proponent unless and until MPDC and the proponent execute a written agreement for the Deliverables.

**3. Ability to Provide Deliverables**

The proponent has carefully examined the RFP documents and has a clear and comprehensive knowledge of the Deliverables required. The proponent represents and warrants its ability to provide the Deliverables in accordance with the requirements of the RFP for the rates set out in its proposal.

**4. Non-Binding Pricing**

The proponent has submitted its fee structure in accordance with the instructions in the RFP. The proponent acknowledges that any inaccurate, misleading, or incomplete information, including withdrawn or altered fee structure could adversely impact the acceptance of its proposal or its eligibility for future work.

**5. Addenda**

The proponent is requested to confirm that it has received all addenda by listing the addenda numbers, \_\_\_\_\_ to \_\_\_\_\_ (if applicable) issued by MPDC, or if no addenda were issued by MPDC write the word "None". The onus is on proponents to make any necessary amendments to their proposals based on the addenda. The proponent confirms it has read, received, and complied with these addenda. Proponents who fail to complete this section will be deemed to have received all posted addenda.

**6. No Prohibited Conduct**

The proponent declares that it has not engaged in any conduct prohibited by this RFP.

**7. Conflict of Interest**

Proponents must declare all potential Conflicts of Interest, as defined in section 3.4.1 of the RFP. This includes disclosing the names and all pertinent details of all individuals (employees, advisers, or individuals acting in any other capacity) who (a) participated in the preparation of the proposal; **AND** (b) were employees of the Government within twelve (12) months prior to the Submission Deadline.

If the box below is left blank, the proponent will be deemed to declare that (a) there was no Conflict of Interest in preparing its proposal; and (b) there is no foreseeable Conflict of Interest in performing the contractual obligations contemplated in the RFP.

Otherwise, if the statement below applies, check the box.

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- The proponent declares that there is an actual or potential Conflict of Interest relating to the preparation of its proposal, and/or the proponent foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the RFP.

If the proponent declares an actual or potential Conflict of Interest by marking the box above, the proponent must set out below details of the actual or potential Conflict of Interest:

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**8. Disclosure of Information**

Any information collected or used by or on behalf of MPDC under this solicitation document is subject to the Public Access to Information Act 2010 ("Act"). The information belongs to a class of information that might be made available to the general public unless it is contained in a record that is exempt from disclosure under the Act. Any questions regarding the collection, use, or disclosure of the information should be directed to the public authority that issued this solicitation document.

\_\_\_\_\_  
Signature of Witness

\_\_\_\_\_  
Signature of Proponent Representative

\_\_\_\_\_  
Name of Witness

\_\_\_\_\_  
Name of Proponent Representative

\_\_\_\_\_  
Title of Proponent Representative

\_\_\_\_\_  
Date

I have the authority to bind the proponent.

**End of Appendix A**

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**10.0 APPENDIX B – SAMPLE CERTIFICATE OF INCUMBENCY**

The undersigned being the Secretary of the company as named below (the "Company"), a company duly organized and existing under the laws of the Islands of Bermuda and having its registered office as set out below **DO HEREBY CERTIFY** that the following is a true and correct listing of the Directors and Officers of the Company in full force and effect as of the date hereof.

DIRECTORS

List

ALTERNATE DIRECTORS

List

OFFICERS

List

IN WITNESS WHEREOF I have hereunto set my signature in accordance with the Byelaws of the Company.

Company Name: .....

Date: .....

Secretary/Director \_\_\_\_\_

**End of Appendix B**

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**11.0 APPENDIX C – CERTIFICATE OF CONFIRMATION OF NON-COLLUSION**

**11.1.1 Notes for the Proponents.**

The essence of Open Tendering is that Morgan's Point Development Company Limited (MPDC) shall receive bona fide competitive proposals from suitably qualified persons or entities. In recognition of this principle, each person or entity that submits a proposal will be required, by way of the signature of a duly authorized representative of the company, to confirm that the proposal has been submitted without any form of collusion.

All proponents must complete and sign a Certificate of Confirmation of Non-Collusion. Any proposals submitted which do not include a signed copy of the Certificate will be wholly rejected and will not be included in the evaluation process.

If it is later found that the undertakings made below have been breached at any stage of the procurement process, then the proponent will be expelled from the process immediately. In the event that this is discovered after a contract award, legal action may be taken against the proponent and/or any party involved in the matter.

Any proponent that submits false information in response to this Request for Proposals (RFP), and any other person or entity involved in collusion, may be excluded from competing for future contracts tendered by the Government of Bermuda.

**11.1.2 Confirmation of Non-collusion**

I/We certify that this is a bona fide proposal, intended to be competitive and that I/We have abided by the terms and conditions related to this proposal and that I/We have not fixed or adjusted the amount of the proposal or the rates and prices quoted by or under or in accordance with any agreement or arrangement with any other person.

I/We confirm that we have not received any information, other than that contained within the RFP pack, or supplementary information provided to all proponents.

I/We also certify that I/We have not done and undertake that I/We will not do at any time any of the following acts:

- (a) communicating to a person other than the RFP Contact the amount or approximate amount of my/our proposed proposal (other than in confidence in order to obtain quotations necessary for the preparation of the proposal for insurance).
- (b) entering into any agreement or arrangement with any other person that he shall refrain from competing or as to the amount of any proposal to be submitted; or
- (c) offering or agreeing to pay or give or paying any sum of money, inducement, gift /hospitality, or valuable consideration directly or indirectly to any person in relation to this procurement.

By signing this document, I/we have read and agree to its terms and conditions.

(1) \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

(2) \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

for and on behalf of \_\_\_\_\_

**End of Appendix C**

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## 12.0 EXHIBIT A: SCOPE STATEMENT

### Project Location

The Morgan's Point development is located in the Southampton Parish, one of the nine parishes of Bermuda. It is located on the Southwest of the island chain, occupying all of the Western part of the main island, except for the Westernmost tip.

### Project Benefits

Morgan's Point Development Company Limited (MPDC) envisions the project to provide a sustainable economic benefit to the citizens of Bermuda. One of the key challenges the project hopes to overcome is the lack of mixed-use retail and commercial development on the Western end of the island.

As such, MPDC plans to cater to a wide cross-section of the local Bermudian economy with access to restaurants, shopping, and outdoor activities beyond what currently exists.

### Current Conditions

The current conditions of the project have been characterized as a re-development, brownfield opportunity that the Government of Bermuda must repurpose to maximize the economic returns while restoring reputation of Morgan's Point as a hallmark destination. For this reason, MPDC has emphasized increased governance, transparency, and world class performance standards for the revamped development.

The mixed-use development project commenced in December 2015 and was designed to include 35 for-sale residential units, 77 hotel rooms and 2 presidential villas (See section – [Original Product Mix – As Built](#) below). The project included an extensive amenities village, marina, spa / gym, and the back of house / administration building to complement the residential and hotel operating model. In April 2018, development and construction services on the project were suspended due a lack of project financing.



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**Project Development Proposal**

In early 2020, the Government of Bermuda decided to move forward with the redevelopment of Morgan's Point under renewed direction. After several design and cost to complete options were evaluated, a decision was made to redevelop the project with 35 residential units, 42 service apartments, 48 amenities district apartments, and an amenities village that includes both commercial space and dining facilities (See section – Concept Product Mix – Proposed Concept below).

The Project Development Proposal consists of an unfinished hotel development, which going forward will include both residential condos and apartments as mentioned above.

The project is designed to provide a modern and luxurious living experience for residents, with state-of-the-art amenities and facilities. The development will feature a range of one, two, and three-bedroom apartments, as well as spacious villas that will cater to the needs of different households.

The apartments will offer a modern and contemporary lifestyle, with ample living space and cutting-edge facilities. The development will also include a range of communal facilities, including swimming pools, fitness centers, and landscaped gardens. With a focus on sustainability, the development will also feature green spaces and environmentally friendly features. Overall, the new development promises to be an exciting addition to the area, offering residents a unique and luxurious living experience.

The scope of the project includes:

- Integrated Site
- Residential Block: R1 & R5 Residences + Recreational Amenities
- BOH + Food Hall/Farmer's Market + Gym Facilities
- Hotel Block: H-2 to H-8 + Recreational Amenities
- Amenity District + A Block Apartments



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**ORIGINAL PRODUCT MIX**

**(As Built)**

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## RESIDENTIAL CONDO BUILDINGS

	<i>ONE</i>	<i># OF</i>	<i>TOTAL #</i>
<b>ROOM MIX - RESI BLDG</b>	<i>BUILDING</i>	<i>BUILDINGS</i>	<i>OF ROOMS</i>
Two Bedroom	2	5	10
Three Bedroom	4	5	20
Penthouse	1	5	5
<b>TOTALS</b>	<b>7</b>	<b>8</b>	<b>35</b>

<b>ROOM AREAS - RESI BLDG</b>	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 1</b>	<i>(SF)</i>	<i>(SF)</i>	<i>(SF)</i>
Level 1 Three Bedroom - Type A	2,300	765	3,065
Level 1 Three Bedroom Type A	2,300	765	3,065
<b>TOTAL LEVEL 1</b>	<b>4,600</b>	<b>1,530</b>	<b>6,130</b>

	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 2</b>	<i>(SF)</i>	<i>(SF)</i>	<i>(SF)</i>
Level 2 Two Bedroom - Type A	2,300	575	2,875
Level 2 Two Bedroom - Type A	2,300	575	2,875
<b>TOTAL LEVEL 2</b>	<b>4,600</b>	<b>1,150</b>	<b>5,750</b>

	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 3</b>	<i>(SF)</i>	<i>(SF)</i>	<i>(SF)</i>
Level 3 Two Bedroom - Type B	2,035	765	2,800
Level 3 Two Bedroom - Type B	2,035	765	2,800
<b>TOTAL LEVEL 3</b>	<b>4,070</b>	<b>1,530</b>	<b>5,600</b>

	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 4</b>	<i>(SF)</i>	<i>(SF)</i>	<i>(SF)</i>
Penthouse	3,400	1,150	4,550
<b>TOTAL LEVEL 4</b>	<b>3,400</b>	<b>1,150</b>	<b>4,550</b>

	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
	<i>(SF)</i>	<i>(SF)</i>	<i>(SF)</i>
<b>TOTAL SINGLE RESI BLDG</b>	<b>16,670</b>	<b>5,360</b>	<b>22,030</b>
<b>TOTAL FOR FIVE (5) RESI BLDGS</b>	<b>83,350</b>	<b>26,800</b>	<b>110,150</b>

\*Above quantities do not include public corridors, stairs, common spaces, etc..



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## HOTEL GUESTROOM BUILDINGS

<b>ROOM MIX - GUESTROOMS</b>	<i>ONE BUILDING</i>	<i># OF BUILDINGS</i>	<i>TOTAL # OF ROOMS</i>
King Standard	5	7	35
Queen Queen	3	7	21
King Suite	2	7	14
King Suite with Rooftop Terrace	1	7	7
<b>TOTALS</b>	<b>11</b>	<b>7</b>	<b>77</b>

<b>ROOM AREAS - GUESTROOMS</b>	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 1</b>	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>
Level 1 King Suite - 101	965	620	1,585
Level 1 Queen Queen - 102	637	309	946
Level 1 King Typical - 103	573	252	825
Level 1 King Typical - 104	577	239	816
<b>TOTAL LEVEL 1</b>	<b>2,752</b>	<b>1,420</b>	<b>4,172</b>

<b>LEVEL 2</b>	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 2</b>	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>
Level 2 King Suite - 201	964	586	1,550
Level 2 Queen Queen - 202	637	302	939
Level 2 King Typical - 203	577	239	816
Level 2 King Typical - 204	577	294	871
<b>TOTAL LEVEL 2</b>	<b>2,755</b>	<b>1,421</b>	<b>4,176</b>

<b>LEVEL 3</b>	<i>INTERIOR</i>	<i>EXTERIOR</i>	<i>TOTAL</i>
<b>LEVEL 3</b>	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>
Level 3 King Suite - 301	966	1,286	2,252
Level 3 Queen Queen - 302	637	303	940
Level 3 King Typical - 303	573	254	827
<b>TOTAL LEVEL 3</b>	<b>2,176</b>	<b>1,843</b>	<b>4,019</b>

<b>TOTAL SINGLE GUESTROOM BLDG</b>	<i>INTERIOR (SF)</i>	<i>EXTERIOR (SF)</i>	<i>TOTAL (SF)</i>
<b>TOTAL SINGLE GUESTROOM BLDG</b>	<b>7,683</b>	<b>4,684</b>	<b>12,367</b>
<b>TOTAL FOR SEVEN (7) GUESTROOM BLDGS</b>	<b>53,781</b>	<b>32,788</b>	<b>86,569</b>

*\*Above quantities do not include public corridors, stairs, common spaces, etc..*

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### PRESIDENTIAL VILLAS

<b>AREAS - SINGLE PRES. VILLA</b>	<i>INTERIOR</i>	<i>EXT. COVERED</i>	<i>EXT. UNCOV</i>	<i>POOL</i>	<i>TOTAL</i>
	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>	<u>(SF)</u>
<i>LEVEL 1</i>	1,238	116	537	68	1,959
<i>LEVEL 2</i>	1,803	361	1,498	403	4,065
<i>LEVEL 3</i>	354	0	0	0	354
<b>TOTAL FOR SINGLE VILLA</b>	<b>3,395</b>	<b>477</b>	<b>2,035</b>	<b>471</b>	<b>6,378</b>
<b>TOTAL FOR TWO (2) PRESIDENTIAL VILLAS</b>	<b>6,790</b>	<b>954</b>	<b>4,070</b>	<b>942</b>	<b>12,756</b>

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**CONCEPT PRODUCT MIX**

**(Proposed Concept)**

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Building	Type	Floor	Sq ft.			Bedroom	Bath	Private Pool (Y/N)	Units per build.	Selected Unit Option
			Int.	Ext.	Total					
<b>Residential Block</b>										
Residential	3 Bed	1	2,300	765	3,065	3	3.5	Y	2	10
Residential	2 Bed - Type A	2	2,300	575	2,875	2	2.5	Y	2	4
Residential	2 Bed - Type A	2	2,300	575	2,875	2	2.5	N	2	6
Residential	2 Bed - Type B	3	2,035	765	2,800	2	2.5	Y	2	4
Residential	2 Bed - Type B	3	2,035	765	2,800	2	2.5	N	2	6
Residential	Penthouse	4	3,400	1,150	4,550	3	3.5	Y	1	2
Residential	Penthouse	4	3,400	1,150	4,550	3	3.5	N	1	3
<b>Total Residential</b>					<b>110,150</b>					<b>35.0</b>
<b>HGB Block</b>										
Apt (HGB)	King Suite	1-2	1,930	1,583	3,513	3	2	Y	1	3
Apt (HGB)	King Typ - King Typ	1-2	1,154	623	1,777	3	2	Y	1	3
Apt (HGB)	King Typ - King Typ	1-2	1,154	623	1,777	3	2	Y	1	3
Apt (HGB)	Queen - Queen	1-2	1,274	742	2,016	3	2	Y	1	3
Apt (HGB)	Queen - King Typical	3	1,214	557	1,771	2	2	N	1	3
Apt (HGB)	King Suite w. terrace	3	966	1,283	2,249	2	2	Y	1	3
<b>Total Apt (HGB)</b>					<b>39,309</b>					<b>18.0</b>
<b>Total (without Retail Apartments)</b>										<b>53.0</b>
<b>Amenity Village Apartments</b>										
All Apartments Incl. Affordable Housing										
Apartments (Retail Area)										
	1 - Bed		600		600	1	1	N		12
Apartments (Retail Area)										
	2- Bed Type		850		850	2	2	N		28
Apartments (Retail Area)										
	3 - Bed		1,100		1,100	3	3	N		8
<b>Total Apt (Retail Apartments)</b>					<b>39,800</b>					<b>48.0</b>

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**Total (incl. Retail Apartments)**

**101.0**

**Restaurant Spaces**

Type	Unit Count	Unit Net Area (Sq ft.)
Restaurants	4	2,000
Café	1	600
<b>Total Culinary</b>		<b>8,600</b>

**Retail Stores**

Type	Unit Count	Unit Net Area (Sq ft.)
Branded Stores	4	1,000
Boutique Shops	5	600
Cultural & Souvenir Shops	2	400
<b>Total Culinary</b>		<b>7,800</b>

**Supporting Stores**

Type	Unit Count	Unit Net Area (Sq ft.)
Grocery Store	1	1,500
Mini Pharmacy / Convenient Store	1	1,000
<b>Total Supporting Shops</b>		<b>2,500</b>

**Circulation**

Type	Net Area (Sq ft.)
Circulation Approximately (17%)	3,850
<b>Total Circulation</b>	<b>3,850</b>

**Parking**

Type	Total Unit
Parking Space - Vehicular	82
Accessible Parking - Vehicular	4
Electric Charging Point - Vehicular	6
Parking Space - Cycle	82
<b>Total Parking</b>	<b>174</b>