
ELIGIBILITY CRITERIA FOR ALLOCATION OF LAND AT PALMAR



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1. Background

The Economic Development Board (EDB) invites Expressions of Interest (EOI) for the development of hotels, eco-tourism related projects, retirement/senior living residences, commercial and leisure facilities including night clubs, pubs, casino, cinema, a handicraft market, a restaurant and a common desalination plant on some 310 arpents of State land at Palmar as per a masterplan approved by the Government of Mauritius.

Economic operators are invited to submit project proposals together with an application to lease a portion of state land, as per the masterplan, that integrate strategy, masterplanning, landscape, architecture and interior design in order to bring and propose a new product that will enhance the tourism offering of Mauritius. Projects have to be designed and developed taking into consideration the physical character of the site and its potential for positive transformation in the context of market expectation. In addition, respective project proposal for each of the plots has to be grounded in solid economic realities, whilst taking into account the visioning and concept development for the site, competitive positioning and feasibility, land use and infrastructure, as well as landscape and the Planning Design Guidance (PPG).

The plots for development will be allocated to the best proposals in line with the eligibility and evaluation parameters established in this document. Project implementation will be strictly monitored.

2. Site Details and Context

The project site is of a total extent of 310 A40 within which some 25 Arpents constitute natural wetland bodies that need to be protected. The site is flat and a major part is covered with bushes and some patches of bedrocks. The existing buildings on the southern part of the site were formerly used in connection with livestock activities. They are now in a disused state and must be removed.

Public Beach as seen from the site on the opposite side of the coastal road



Le Palmeraie Hotel and Resorts Located on the north of the site



Deer Ranch on freehold land on the western side of the site



The site is located in the District of Flacq and on the eastern seaboard of the island where there still exist relatively vast areas of land in State ownership and used mostly for agricultural purposes. It is bounded as follows:-

1. On the north of site are found Le Surcouf Hotel, Villa Palmar Bay, Palmar Resorts Ltd, and it is bordered by the Palmar Land Settlement leased to small planters for foodcrop cultivation and some existing development that include a retreat house, Ashram, an Islamic Council and a Polyvalent Centre;
2. On the eastern part is the Palmar Public Beach which runs along the coastal road;
3. The western part of the site is bordered by freehold land in ownership of Constance La Gaieté Company Ltd. and used as a deer ranch;
4. On the south of the site are found some tourist resorts eg Cilaos Beach Resorts, Les Badamiers and Le Maho Land Settlement leased to small planters for foodcrop cultivation.

The site is accessible from the coastal road along practically the whole stretch of its eastern boundary and may be connected to existing transport and utility services.

3. Planning Context

The site adjoins the limits of the **Eastern Tourism Zone** which is one of the Tourism Growth Zones designated in the National Development Strategy (NDS). Within this zone are two tourist villages, namely Belle Mare and Trou D'eau Douce, being located respectively to the north and south of the site. Several high standard hotels like Touessrok, One & Only St Geran, Belle Mare Plage, Long Beach, Beau Rivage and other smaller hotels, and bungalow development projects are found in this tourism zone.

The strategy advocated in the NDS is to accord priority for strategic tourism development within the designated Tourism Zones. The site also adjoins the settlement boundary coinciding with the limits of the Tourism Growth zone as per Moka Flacq Outline Scheme.

The site is located in the Coastal Road Area D for residential coastal development and Coastal Road Area B for Resort Hotel Development according to the Planning Policy Guidance PPG1 on design Guidance.

The relevant applicable guidelines would be as follows:

- a) The first-row plots fronting the Belle Mare Palmar Trou d' Eau Douce (B59) coastal road should be developed according to the following design criteria:
 - i. Maximum Plot Coverage: 27 %
 - ii. Maximum Building Height: G+1+33% of Ground floor
 - iii. Maximum Building Height in metres: 13m
 - iv. Building setback from plot boundary fronting the Coastal Road: 6m
 - v. Building setback from plot boundary fronting internal access road: 4.5m
 - vi. Building setback from other side and rear boundary of plot boundaries: 3m
- b) The remaining plots for Tourism Related Activities
 - i. Maximum Building Height: G+2
 - ii. Maximum Building Height: 13m
 - iii. Maximum Plot Coverage: 30%

- c) In addition to the above-mentioned development criteria the general guidance provided in PPG1 should be considered.

4. Eligibility Criteria

For an application submitted by a potential investor to be considered, the following conditions must be met:

- a. Documents must be submitted, as set out in the EOI, including:
 - (i). Draft business plan (project description, investment, job creation, company profile, shareholder's information)
 - (ii). Proof of experience in financing and developing similar projects
 - (iii). Proof of financial capacity to undertake the project
 - (iv). Layout plan and artistic impression for the proposed development

- b. The proposed activities must be related to:
 - (i). Hotel projects
 - (ii). Tourism related projects
 - (iii). Eco-tourism project
 - (iv). Commercial projects (shopping complex, night clubs, casino and cinema)
 - (v). Residential care home project
 - (vi). Restaurants

Applications that do not comply with any one of the above conditions will be rejected and shall not be considered for the evaluation process.

You are informed that inaccurate, fallacious or misleading information may result in failure of the application.

5. Evaluation Parameters

A technical committee will be set up to assess development proposals submitted. The shortlist of all the eligible applicants in order of merit will be determined and the industrial land will be allocated in order of merit to those applicants achieving highest score. This shortlist of successful applicants will remain valid for one year following the publication of the short list, after which date this shortlist will expire and the EOI will no longer be valid.

The evaluation parameters for this EOI will be on the following:

- 5.1 **Compatibility with masterplan** – the project submitted should fall within one of the activities of the masterplan and must comply with PPG
- 5.2 **Sustainable land use** – the proposed development should demonstrate proper/ sustainable land use
- 5.3 **Project proposal** – the proposed project should make use of sustainable and innovative practices, ecofriendly solutions and high energy efficient systems

- 5.4 **Experience/ track record in similar projects** – Evidence showing number of successfully completed projects and experience as developer in execution of similar projects. Applicants may also provide information on operation and management of hotels or real estate activities.
- 5.5 **Financial capability (Capacity to invest)** - The potential investor should demonstrate that the applicant has access to, or has available, liquid assets, unencumbered real assets, lines of credit, and other financial means sufficient to meet the project cash flow. The audited balance sheets for the last five years should be submitted and must demonstrate the soundness of the developer's financial position, showing long-term profitability.
- 5.6 **Resource capability** – the applicant should prove that they have sufficient technical and professional capacity to carry out the project. To that end the applicant must provide documentation which confirms that they meet the following criteria including an organisational structure which shall allow for the delivery of the required services, manpower and qualified staff relevant for the project implementation.
- 5.7 **Work plan and implementation schedule** - The lessees should be able to start construction works within a period of 1 year from the date of the lease agreement and start operations within a period of 2 years from the date of the lease agreement.

The evaluation summary sheet is provided in annex to this document.

6. Application process

In order to be considered as part of the pool of companies that will be evaluated following this EOI, interested undertakings are required to submit their application on the form that may be downloaded from the web site of the EDB.

Those applicants who have previously submitted applications requesting industrial land at Palmar and who are still interested, have to resubmit and update their application through this EOI process.

All applications will be assessed by a Technical Committee made up of representatives comprising the Ministry of Finance and Economic Development, Ministry of Housing and Lands, the Economic Development Board and other relevant authorities.

The Technical Committee will make recommendations to the Ministry of Housing and Lands for Government to decide on the grant of an industrial site lease.

Disclaimer

Unless otherwise specified herein, the allocation of State land at Palmar, following this Expression of Interest, shall be governed, controlled and administered under the provisions of the State Land Act and on approval by the Government of Mauritius for the grant of an industrial site lease over a portion of land at Palmar.

Any lease agreement drawn between the Ministry of Housing and Lands, acting on behalf of the Government of Mauritius as the lessor, and an eventual lessee shall be subject to such covenants, exceptions, reservations and conditions as may be determined by the lessor, in its sole discretion.

It is expressly provided that the submission of an Expression of Interest cannot be deemed that the request for allocation of State land at Palmar has been accepted by the Ministry of Housing and Lands

in as much as the Ministry of Housing and Lands reserves the full right to reject an application without the obligation to assign any reason for doing so.

In no event, shall the Government of Mauritius or any of its institutions including the Economic Development Board be liable for any special, incidental, indirect or consequential damages of any kind, or any damages whatsoever including any liability, arising out of or in connection with this Expression of Interest or as a consequence of the non-obtention of any permits and clearances required or for any other reasons in furtherance of the realisation of the project.

12 December 2018

**SUMMARY EVALUATION SHEET FOR PROJECT PROPOSALS
[ALL SELECTION METHODS]**

Site:

EVALUATION CRITERIA		Max.	Firm 1		Firm 2		Firm 3		Firm 4		Firm 5		Firm 6	
		Weight	Rating	Score	Rating	Score	Rating	Score	Rating	Score	Rating	Score	Rating	Score
I. Experience & Capability:		200												
a.	Experience in similar projects - offer evidence of experience with projects of a similar technical level		50											
b.	Clearly demonstrate the ability to deliver the requirements of the project		50											
c.	Demonstrate sufficient evidence of experience with completing projects within timescales		20											
d.	Does the applicant state that they have sufficient, suitably experienced resources available?		30											
II. Financial Analysis		400												
a.	50% evidence of proof of funds (% of proof of funds showed)		200											
b.	Applicant is in a stable financial position		100											
c.	Applicant has no undeveloped project recently submitted to EDB or MHL		50											
d.	Construction cost within industry norms		50											
III. Planning		250												
a.	Compliance with masterplan - land use		40											
b.	Project complies with PPG		40											
c.	Promoter has earmarked funds to contribute for on-site infrastructure		50											
d.	Project will be developed concurrently with on-site infrastructure		50											
e.	Sustainable features		30											
f.	Innovative features/innovative project		20											
g.	Use of technology and ICT		20											
IV. Hotel Management (applicable to tourism related projects)		150												
a.	Have a letter of intent from a hotel management company		75											
b.	In negotiation with a hotel management company		25											
c.	Hotel grading		50											
TOTAL		1000												
Rating:														
Evaluation Done by: pg. 7			Date Approved:			Evaluation Done by:			Date Evaluated:					