

**Response to Pre-Bid Queries [ Pre-bid meeting held on 31.08.2020]**

**Development, Completion, Operation and Maintenance of Circuit Houses in Amritsar on PPP mode in the State of Punjab**

<b>S.No.</b>	<b>Changes/Clarification requested</b>	<b>Response</b>
<b>1.</b>	<b>Participant 1</b>	
(I)	Request you to extend the tenure from 30 years to 30+ 30 years. Being capital intensive project the return on the project will be slow and longer period will be preferred.	No Change.  After completion of Concession Period, the Authority may consider to bid the Project for its O&M through an open and competitive bidding process by giving the Concessionaire a first right of refusal on terms and conditions as specified by the Authority and mutually agreed between the Parties. Please refer Article 34 (k) of the DCA.
(II)	Expansion of the hotel, by means of adding more rooms, spa, swimming pool and landscape should be allowed. We propose making a separate block for 17 rooms for government use, to reduce the disturbance to them by other hotel guests.	No Change. Please refer Schedule II- Project Facilities of the DCA
(III)	More weightage via bidding criteria should be given to the Indian developers with experience in similar projects and in International markets.	No Change
<b>2.</b>	<b>Participant 2</b>	
(I)	Please share as built / sanctions drawings for the area in consideration.	Drawings in AutoCAD and PDF format for the new wing of Circuit House are uploaded. For AutoCAD/PDF drawings please visit link <a href="https://drive.google.com/drive/folders/1UPU4B5XU-aTWbV_yCgFHiyPiiq7IVkmH?usp=sharing">https://drive.google.com/drive/folders/1UPU4B5XU-aTWbV_yCgFHiyPiiq7IVkmH?usp=sharing</a>
(II)	Could you share the current location / sizes of the following areas:	Please refer the drawings attached/ uploaded.

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	<ol style="list-style-type: none"> <li>1. Coffee Shop / All Day Dining.</li> <li>2. Bar</li> <li>3. Banqueting Space (Indoor &amp; Outdoors). Are the lawns connected to the banqueting space?</li> <li>4. Parking bays / area – designated.</li> <li>5. Rooms Category – Size.</li> </ol>	
(III)	Financial Model – Expectations: - <ol style="list-style-type: none"> <li>1. Fixed.</li> <li>2. Variable: - Linked to Turnover, Profits etc</li> </ol>	The bidder shall quote Annual Concession Fee (ACF) to be paid to the Authority in accordance with Article 5, Clause 5.1 of the Draft Concession Agreement (DCA)
<b>3.</b>	<b>Participant 3</b>	
(I)	Can we use Garden space for banquet purposes?	Yes. Garden spaces can be used for banquet purposes
(II)	No. of rooms already existing for security guards and drivers and do we have to increase these as mentioned in RFP.	Following staff quarters and dormitory exists and form part of the Project site. <ul style="list-style-type: none"> <li>• 8 sets – Class IV</li> <li>• 2 Set – Class III</li> <li>• One 3 room set for Supervisor</li> <li>• 9 rooms as dormitory</li> </ul> The Concessionaire may review requirement and can increase provision of rooms for security guards/ drivers need based.
(III)	Revenue we are going to get on 17 rooms, how are we going to share taxes and the liability on that ?	The Concessionaire shall carry Development, Completion, Operation and Maintenance of all 70 (seventy) rooms and be responsible for collection of the tariff from all the rooms including the 17 (seventeen) rooms for the Authority. Rate of 17 rooms will be determined by the Authority. The Concessionaire shall be required to deposit the revenue collected in respect of these 17 (seventeen) rooms i.e room tariff along with the applicable taxes to the Authority. The Authority/ GAD will deposit taxes for these 17 rooms with the concerned authority.

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(iv)	In case that 17 rooms are not occupied, can we get to sell them?	Not allowed. These rooms shall be reserved for the government/authority's use and shall not be used for any other purposes
(v)	Capacity of Restaurant on ground floor to be clear and meeting room capacity also needs to be cleared.	Please refer the drawings attached/ uploaded.
(vi)	Back of the House / Service area is not mentioned . Do we allowed to construct that on specified area	The Concessionaire may construct service area after seeking prior approval of the Authority.
(vii)	Duration of Concession Period needs to increased keeping in mind the kind of investment.	No Change
(viii)	The defined construction period of 18 months needs to be a minimum of 24 months.	No Change
(ix)	All the permission required to operate hotels would be made available under single window clearance.	Punjab has a 'Single Window Clearance' as per guidelines of 'Invest Punjab'. All the approvals and clearances shall be as per the Invest Punjab guidelines, a copy of which is attached herewith.
(x)	Any old liabilities during construction is to be cleaned by government.	Yes, old liabilities during construction, if any, will be cleared by the Government.
(XI)	Request for AutoCAD drawings to be shared.	The AutoCAD/PDF drawings attached/ uploaded. PI refer link <a href="https://drive.google.com/drive/folders/1UPU4B5XU-aTWbV_yCgFHivPiig7IVkmH?usp=sharing">https://drive.google.com/drive/folders/1UPU4B5XU-aTWbV_yCgFHivPiig7IVkmH?usp=sharing</a>
(XII)	Would you please share the hotel feasibility survey carried out	For hotel feasibility survey, may contact M/s Grant Thornton India LLP, the Transaction Advisor for this Project.
(XIII)	Benefits and Investment subsidies eligible from the Punjab State Government	Please refer the guidelines of 'Invest Punjab' attached herewith.
(XIV)	Is there a possibility to add rooms/other feature	Not allowed. Please refer Schedule II – Project Facilities of the DCA.
(XV)	Is there a restriction of building height?	The New Circuit House is a G+5 building. Increasing the height of the building shall not be permitted. Dome is required to be constructed above the hall at the 5 <sup>th</sup> floor.
(XVI)	Is there a flexibility of make changes in the building façade?	No, change in façades of the old and new circuit house building shall be allowed
(XVII)	Old Building Structural audit report to be shared.	Structural Audit Report for old wing of Circuit House is not available. The bidder may visit the project site and do its own assessment.

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(XIX)	Flexibility to make changes under proposed layouts.	The concessionaire shall be allowed to develop facilities as may be necessary and required to establish and operate and the Project in accordance with the specifications and standards of a 4-star property as per the Ministry of Tourism. However, requisite approvals shall be required to be taken from the Authority prior to starting any construction on the Project site.
(XX)	Provision for back of the house areas 5000-6000 sq. Ft needs to be incorporated in the plan.	The concessionaire may utilize the space and construct on the specific area. However, necessary approvals shall be required to be taken from the Authority prior to commencement of any construction.
(XXI)	Building plan approval of the authorities should be coordinated by PIDB	The Authority shall provide all the necessary assistance to the Concessionaire to get the approval of the Building Plan from the competent authorities
<b>4.</b>	<b>Participant 4</b>	
(I)	Please share a detailed bifurcation of 23 crores (Project cost)	For the bifurcation of project Cost, may contact M/s Grant Thornton India LLP, the Transaction Advisor for this Project.
(II)	Please share business projection along with cost revenue breakup	Please contact M/s Grant Thornton India LLP, the Transaction Advisor for this Project.
(III)	30 years tenure is too less. We would be keen to bid if the tenure is extended upto 90 years	No change
(IV)	Increment of Annual Concession fee at 5% every year is very high.	No change
	<b>Other points</b>	
(I)	RFP : Notice Inviting Bids- Pt. (iii) DCA: Schedule I – Project Site Description	Please refer the Addendum 1, Pt. (I)
(II)	RFP: Clause 1.1, Background, Sub Clause 1.1.1	Please refer the Addendum 1, Pt. (II)
(III)	DCA: Schedule II- Mandatory Project Facilities, Pt. 2, Sub-Point ii.	Please refer the Addendum 1, Pt. (III)