



**GOVERNMENT OF MONTENEGRO  
PRIVATIZATION COUNCIL**

Tender Committee for valorisation of Tourism sites

announces

**PUBLIC INVITATION**

for participation in the international public tender  
for long-term lease of the Military Resort  
"Mediteran", Žabljak

1. The Government of Montenegro invites qualified international investors with substantial financial standing and proven track record in design, construction, marketing and operation of exclusive, environmentally sensitive and economically profitable tourism resorts to submit their bids for the long-term lease of 30 years of the military resort "Mediteran" at Žabljak, involving the development and management of this tourism resort.

2. Basic information about the land that is to be given on long-term lease:

- The Location which is the subject of this Tender covers the land with the surface of **13.951 m<sup>2</sup>**. Within this resort there are 20 buildings with the overall gross surface of 487 m<sup>2</sup>.
- The Location is at the altitude of 1,456 m above the sea level, in the most attractive zone of the National park 'Durmitor'. The tourist resort Mediteran is located in the settlement Otoka, in the direct vicinity of the road that leads from Zabljak to the Black Lake, about 2 km from Zabljak which has so far been used as a military resort. The Black Lake which is 200m away, with the mountain massifs and tall conifers in its surrounding is one of the most beautiful landscapes in Europe. In the vicinity of the location there is a ski jumping hill, which witnesses about the skiing tradition of this region. The military resort "Mediteran" is a unit the intended purpose of which is relaxation with restaurant, bungalows for accommodation, boiler room and a small parking lot. The location can be accessed by an asphalt road.
- The land that is the subject of this tourism valorization comprises of cadastral parcel no. 2235, area 13,951m<sup>2</sup> LN 1113 KO Žabljak, as the state property of Montenegro.
- Detailed information related to the above assets are given in the Tender Documents and will be made available to Tender Participants after signing the Confidentiality Statement and purchase of Tender Documents.

3. Participation in the Tender shall be enabled to interested parties (including consortia) that purchased the Tender Documents and signed a Statement of Confidentiality in accordance with this Public Invitation to Tender (hereinafter: Tender Applicant).

4. A Tender Applicant shall be qualified as a Bidder if they meet the following qualification criteria from the group A or group B:

**A)**

- Bidder shall be a domestic or international hotel operator and well-known brand, internationally recognized as a successful operator of at least one 4 star hotel resorts.
- Bidder shall have at least three years of continuous experience in planning, developing and managing of hotels meeting international classification 4 star standards.
- A Bidder shall show and prove that he possesses financial capacity and necessary resources for implementing the planned project in a full and timely manner, in line with the terms from the Tender Documents and the Bid.
- A Bidder must demonstrate that over the past two years he achieved a positive financial result, and that in the last year he had an annual turnover of at least EUR 10 million.

Group A. qualification criteria must be fulfilled cumulatively. Fulfillment of qualification criteria shall be assessed after receiving and opening of Bid packages.

**B)**

- Bidders shall have under their management capital value of at least EUR 10 million.
- Bidders shall prove that they achieved positive financial results in the previous two financial years.
- Bidders shall prove that they had a total turnover of at least EUR 20 million during the last financial year.
- Bidders shall have a Letter of Intent or a concluded Management Agreement with a reputable company that manages at least one hotel resort of the international standard of at least 4 stars.

Group B. qualification criteria must be fulfilled cumulatively.

Fulfillment of qualification criteria shall be assessed after receiving and opening of Bid packages.

5. Tender Applicants that purchase Tender Documents may enter into a Consortium with other parties, and such a Consortium may submit a Bid under the condition that at least one Consortium member meets the requirements defined by this Public Invitation to Tender, as well as that members of the Consortium shall be jointly and severally liable for the duties and liabilities of each member of the Consortium. The liabilities and duties of each member of the Consortium in relation to the subject of the Bid shall be explicitly defined and stated in the Bid.

6. Bidders are, among other things, expected to:

- Offer a lease period for 30 years;
- Offer the amount of the fixed rental fee per square meter, whose guaranteed amount cannot in any case be less than **EUR 1** per square meter of land. The amount of the offered rental fee shall be one of the criteria for evaluation of Bids.
- Offer the amount of the variable rental fee, expressed as a percentage of the total annual income of the Lessee. The amount of the offered variable rental fee will be one of the evaluation criteria.
- Submit an Investment Program accurately identifying the structure and time schedule of investments and planned source of funds. The Investment Program shall be secured with an admissible bid bond. The proposed Investment Program shall represent one of the criteria for evaluation of bids.

7. The request for purchase of Tender Documents with a clear note "Request for purchase of Tender Documents for tourism valorisation of the tourist resort "Mediteran" in Žabljak, may be sent by potential Applicants to the Tender Committee for Valorisation of Tourism Locations (hereinafter "Tender Committee") by registered mail, e-mail or fax.

Tender documents may be purchased until **October 30<sup>th</sup> 2017, 14.00 hours**.

8. Potential Tender Applicants will receive by mail, e-mail or fax the instructions for paying the fee for purchase of Tender Documents in the amount of **EUR 5,000.00**, to be paid to the account of the Privatization and Capital Investment Council (as outlined in item 11 of this Invitation to Tender) and a Statement of Confidentiality. Upon receipt of the instructions and statement, Tender Applicants shall submit to the Tender Committee a signed Statement of Confidentiality, as well as proof of payment of the fee for purchase of Tender Documents.

Upon receipt of the signed Statement of Confidentiality and proof of payment of the fee for purchase of Tender Documents, the Tender Committee shall submit the Tender Documents to the Applicant, by hand, by mail, or e-mail. In case of submission of Tender Documents by mail or e-mail, Applicants shall acknowledge the receipt of Tender Documents in writing to the address specified in item 10 of this Invitation to Tender.

9. A Tender Participant shall be enabled to visit the Location of "Mediteran" at Žabljak, in accordance with the procedure specified in the Tender Documents.

10. Bids must be submitted in person or by registered mail to the following address:

**Savjet za privatizaciju i kapitalne projekte  
Tenderska komisija za valorizaciju turističkih lokaliteta  
Ulica Karadorđeva bb  
81000 Podgorica**

Bids shall be delivered to the aforementioned address no later than **November 06<sup>th</sup> 2017** by 12.30 hours (local time), regardless of the manner of submission.

11. Together with the Bid, Bidder shall pay the deposit or shall submit a bank guarantee for the Bid to the benefit of the Privatization and Capital Investment Council, in the amount of EUR 150,000.00, payable at first call, and issued by a bank that has at least BBB credit rating by Standard and Poor's, or a bank designated by the Tender Committee according to its discretion and based on the previously submitted application. The deposit shall be paid to the account of the Privatization and Capital Investment Council:

- ME25520420000013830093, Hipotekarna banka AD Podgorica, for payments from abroad, or
- 520 – 2812 - 78 Hipotekarna banka AD Podgorica, for domestic payments.

The cost of the Bid Bond / deposit shall be borne by the Bidder.

12. For any questions concerning this Invitation to Tender, or the Tender in general, it is necessary to contact the Tender Committee, at the following address:

**Savjet za privatizaciju i kapitalne projekte  
Tenderska komisija za valorizaciju turističkih lokaliteta  
Ulica Karadordeva bb  
81000 Podgorica**

Contact person: Nada Pavicevic

Tel: +382 20 446 386

Fax: +382 20 446215

E-mail: [nada.mihailovic@mrt.gov.me](mailto:nada.mihailovic@mrt.gov.me)

13. The Tender Committee reserves the right to alter or amend the provisions of this Public Invitation to Tender, including those provisions that define certain deadlines.