

**LUSAKA GOLF CLUB
EXPRESSION OF INTEREST**



**LUSAKA GOLF CLUB
DEVELOPMENT PROJECT 2019**

REQUEST FOR EXPRESSIONS OF INTEREST

**FOR THE REDEVELOPMENT OF
THE LUSAKA GOLF CLUB**

1.0 Introduction

This Request for Expressions of Interest (“EOI”) is issued with a view of engaging a development partner(s) for the Lusaka Golf Club Infrastructure Development Project concept and partnering in the redevelopment process. In view of the aforesaid, Lusaka Golf Club Infrastructure Development Project (LGCIDP) seeks to engage a reputable firm(s) to undertake a redevelopment of the Lusaka Golf Club.

Interested parties are invited to provide information on their ability to fulfil the requirements set out in this EOI, in whole or in part, as required by this EOI.

2.0 Confidentiality

This EOI, any attachments hereto and any other documents or information disclosed pursuant to this EOI constitute confidential and proprietary information of the relevant Party and shall not be disclosed in whole or in part by the firm(s) to any third party or to any employees or officers of the firm, other than those employees who have a need to know such information for the purpose of responding to this EOI, and shall not be duplicated or used by the firm for any other purpose than to evaluate and respond to this EOI. The Consultant shall be liable for any breach of this clause by its employees.

3.0 Disclaimer

The Parties make no representations or warranties as to the accuracy of the information contained or referred to in this EOI. The Parties reserve the right to supplement or amend the information contained or referred to in this EOI from time to time. The Firm shall rely absolutely on its own professional competence in evaluating and verifying the information contained or referred to in this EOI or provided pursuant to this EOI.

4.0 Background

The Lusaka Golf Club was officially opened in 1935 and the golf course as it is known today, was first established in developed in 1958 and by 1962, the entire golf course was fully developed. The Club intends to redevelop the property into a world standard golfing estate that will include first class golfing facilities and may include a hotel, residential apartments, offices and retail.

It is with this background that The Lusaka Golf Club Infrastructure Development Project (LGCIDP) was tasked with finding a prospective development partner who will undertake the re-development of part of the Lusaka Golf Club precinct into a mixed use development with contemporary architecturally aesthetic structures.

The property is located on Los Angeles Boulevard (see attached macro location plan on page 4).

5.0 The Project

The approximately 83.7 hectares LGC is located in a prime area of Lusaka, across from the State House on Los Angeles Boulevard and with the residential area of Sunningdale on the east side of the premises.

Of this space, approximately 11.4 hectares is available for development. The focus of the overall development is on improving the golf course, the club house, and creating annuity income for LGC through the rental of available adjacent land via long term leases.

LGC accordingly will invite Proposals to lease adjacent land (except for the golf course, club house and car park facility) for creative and long-term development and operation of mixed uses, including

recreation, events, hospitality, mitigation, and other potential uses. Based on the evaluation of Proposals, a Primary and/or Multi Proposals will be recommended to the LGC Membership for selection and authorisation to negotiate the terms of a Lease Agreement(s) for the Projects.

6.0 Scope of Work

The objectives of the project are as follows:

Undertake the redevelopment of the Lusaka Golf Club in order to improve the current facilities of the club through the redevelopment of a contemporary architecturally aesthetic, mixed-use development generating a constant and future source of income for the Club.

The Club is held on Title and they will offer a sub lease on terms to be agreed to a development partner or firm, for an agreed portion of land, in return for a mix of an upfront payment and an annual royalty or similar terms as proposed by the developer.

7.0 Methodology

The firm shall clearly state the methodology to be used in the development including a clear and concise project plan with time-lines indicated.

8.0 Roles and Responsibilities within LGCIDP

LGCID will provide all contextual information available as requested by the bidder, as well as coordinate meetings with other stakeholders.

9.0 Experience and Capability

The bidding firm needs to prove long-standing experience and reputation as a developer and submit the following information:

- > Company profile, track record and development experience.
- > Minimum 5 years project experience in Africa and Zambia.
- > CVs showing experience of key staff in similar assignments.
- > Examples of similar projects in the last ten (10) years.
- > References of completed projects and those in progress including names of clients, contact persons and contract sums.
- > Company registration details.

10.0 Evaluation

Criteria system for the evaluation on the proposals to be submitted are:

- > Experience of the firm relevant to the assignment (must have proven record of success in at least 3 previous assignments of similar scale).
- > Adequacy of the proposed methodology and work plan in responding to the Terms of Reference.
- > Key professional staff qualifications, experience and competence for the Project.

11.0 Site Visitations

Initial visitation: The Bidder is advised to visit and examine the Lusaka Golf Club and its surroundings and obtain for itself on its own responsibility all information that may be necessary for preparing the proposal. The costs of visiting the Site shall be at the Bidder's own expense. Site visits will be organised and conducted, upon request of the bidder, by the LGCIDP .

To familiarise yourselves with the project and the local conditions you may wish to visit the project area. In this case you should contact the LGCIDP by email at moseschungu@ymail.com and ensure that, you advise of your desired visit in adequate time to allow LGCID to make appropriate arrangements. However, it should be clearly understood that any costs incurred by you for collection of preliminary information, for preparation of the proposal or for the subsequent negotiations will not be reimbursable as a direct cost of the assignment.

12.0 Contact Information

Each firm must provide the name, title, address, telephone and e-mail address for the contact person representing it in the response to this EOI.

13.0 Submission of Applications

Interested firms should submit their applications comprising the following:

- > A covering letter.
- > Company profile and CVs of key team members and indication of their area of speciality.
- > The firm's initial proposal for undertaking the development.
- > Proof of experience as outlined above.

14.0 EOI Terms and Conditions

This EOI is not an offer capable of acceptance but represents a description of specific requirements and an invitation to submit a response addressing such requirements.

Issuance of the EOI, your preparation and submission of a response, and subsequent receipt and evaluation of your response by the Parties does not commit the Parties to award a contract to you or any other respondent even if all requirements stated in the EOI are met. Further, nothing in this EOI shall be seen as a guarantee of the volume or value of work arising from an appointment.

The Parties reserve the right to either award the scope of work or part thereof or to withdraw this enquiry. The Parties do not bind themselves to accept the lowest proposal or any other proposal nor to assign any reason for the rejection of any proposal.

Each Firm assumes all risks for commitment and expenses, direct or indirect, of EOI response preparation and participation throughout the solicitation process. The Parties are not responsible directly or indirectly for any costs incurred by the Firm and the Firm shall nominate a person for the purpose of answering queries, which may arise during examination of the responses.

15.0 Details for Submission

The Firm is requested to submit the EOI for the engagement of a Firm to undertake a redevelopment of the Lusaka Golf Club.

The EOI should be sent via email in PDF format clearly marked: "LGCIDP - FOR THE REDEVELOPMENT OF THE LUSAKA GOLF CLUB" on or before Friday, 22nd March, 2019 at 11:30hrs to the following:

Primary contact

Dr. Moses Chungu

Mobile: +26 0976 72 2024

E-mail: moseschungu@ymail.com

All questions on the EOI should be sent by email to the email addresses shown above with the subject: "Questions on LGCID".

LOCATION MAP



Macro Location Plan

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|--------------------------|------------------------|-----------------|---------------------------|
| 1. Lusaka Golf Club | 2. City Airport | 3. Mass Media | 4. Long Acres Retail Node |
| 5. Judicial Precinct | 6. Government Precinct | 7. Embassy Park | 8. State House |
| 9. Kabulonga Retail Node | | | |