

Expression of Interest (EOI) for Development of Tudor Hill in Southampton



BLDC

BERMUDA LAND DEVELOPMENT COMPANY LIMITED

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Part A – Introduction

1. About the Expression of Interest

The Bermuda Land Development Company Limited (BLDC) invites interested parties to submit Expressions of Interest (EOI) for developing Tudor Hill in Southampton.

The general outline nature of this invitation is designed to elicit innovative and imaginative development approaches that enhance the BLDC's long-term plan to reintegrate the Tudor Hill property into Bermuda's economic fabric while increasing employment opportunities for present and future generations.

The overall intent of the EOI is to gather ideas and approaches for the potential development of Tudor Hill. BLDC will then shortlist firms for further consideration. Ultimately, a Request for Proposal (RFP) may be issued once a preferred use(s) or development idea(s) has been selected.

The scope of this EOI is set out in the following narrative.

2. Objectives

The objectives of the initiative are to:

- Encourage robust development schemes capable of helping to frame the highest and best use for the property.
- Provide for the creation of jobs
- Assist in the long-term growth of the Bermuda economy
- Generally, integrate the BLDC properties into the local economy

3. Land Use and Size (Premises)

Tudor Hill comprises approximately 25 acres of land. It is mostly situated on Middle Road in Southampton, adjacent the Pompano Beach Club and Hotel (see included plan marked for identification purposes only).

More information and photos can be found on our website at <http://www.bldc.bm/bldc-properties/tudor-hill/>.

Part B – Evaluation of Expression of Interest

4. Purposes

This part of the document outlines the evaluation process and specifies the minimum requirements to be met by respondents.

5. Expression of Interest Content

Parties are expected to provide at a minimum, information on the items listed in Item 6, EOI requirements and selection criteria when submitting their Expression of Interest.

6. Expression of Interest Requirements & Selection Criteria

The EOI should include the following:

- 1) A submission that details:
 - a) Business Concept
 - b) Target Market
 - c) Sales & Marketing Concepts
 - d) Management Team with bios
 - e) Financial Plan for sustainability
 - f) Conceptual (sketch) of land use to illustrate use of the property
 - g) Length of Lease Desired
 - h) An indication of employment levels in the first 3-5 years
 - 2) Details of previous business experience as it relates to your proposed development, if any.
 - 3) Any other details that may support your response.
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7. The Expression of Interest should clearly outline the advantages of any proposals to BLDC, the surrounding community, Bermuda generally and the EOI parties.

Part C - Process and Conditions of Expression of Interest

8. Process

The Expression of Interest process will be comprised of three stages:

Stage 1 – Expression of Interest (EOI)

The Expression of Interest documentation will be issued to all respondents requesting the Expressions of Interest. Enquiries should be emailed to info@bldc.bm with the subject heading "Tudor Hill Expression of Interest".

This process requires that EOIs are received no later **than 4 p.m., Thursday, February 8, 2018**. Late submissions will NOT be accepted.

A **site visit** has been scheduled for 9:30 a.m., Thursday January 25, 2018. Attendance is optional. All parties must RSVP no later than January 23rd to info@bldc.bm with the respondent's name, company name, phone number and email address of all individuals to be in attendance.

Following the closing date, a detailed assessment of the EOIs will be undertaken. At the conclusion of the assessment, a shortlist of respondents will be determined for further consideration.

Stage 2 – Selection of Shortlisted Respondents

Respondents shortlisted from the EOI process will be notified and invited to provide additional information to BLDC. Unsuccessful respondents will be notified after all firms have been shortlisted. The targeted notification date for shortlisted parties is March 1, 2018.

Stage 3 – Issuance of a Request for Qualifications (RFQ) or Proposal (RFP)

A Request for Proposal (RFP) may be issued once a preferred use(s) or development idea(s) has been selected. BLDC may or may not proceed with Stage 3 and it is within its right to cancel the EOI, RFQ, and/or RFP process at any time.

9. Conditions

9.1 BLDC's Rights

BLDC and its Representatives make no representations or warranties, and there are no representations, warranties, or conditions, either express or implied, statutory, or otherwise, in fact or in law, with respect to the accuracy or completeness of these EOI Documents or any addenda, appendices, data, materials, or other documents, and BLDC and its Representatives will not be responsible for any claim, action, cost, loss, damage, or liability whatsoever arising from any Proponent's reliance on or use of these EOI Documents or any addenda, appendices, data, materials, or other documents provided, delivered, or made available by BLDC or its Representatives.

This EOI is not an offer to enter into any contract of any kind whatsoever. This EOI is not intended to create a bidding contract.

At any time, BLDC reserves to right to cancel this Expression of Interest or any future RFQ / RFPs resulting from this EOI processes.

9.2 Delivery of EOIs

An EOI shall be posted or delivered so that it is received at the Reception Desk at Bermuda Land Development Company Limited, "Triton House", 1 Longfield Road, Southside, St. George's DD 03 marked "**CONFIDENTIAL – TUDOR HILL EOI**".

Number of Copies: Two (2) bound copies

Closing Time & Date: 4pm, Thursday, February 8, 2018

9.3 Extension of Deadline

The BLDC reserves the right to extend the Deadline in exceptional circumstances. The Deadline set for delivery of EOIs may be extended only by written notice from BLDC. All respondents who have requested an EOI will be notified on any extension of the deadline. To ensure that you receive all notifications, your contact information should be submitted to BLDC via info@bldc.bm, with the subject heading "Tudor Hill Expression of Interest".

9.4 Late Responses

BLDC will NOT accept late submissions. Any decision will be final.

9.5 Ownership of Documents

EOIs and accompanying documents shall be and remain the property of the BLDC.

9.6 Responsibility for Costs

The BLDC is not responsible for any costs which may be incurred by respondents in the preparation of an EOI.

9.7 Confidentiality

The information contained in the response to this request for EOIs is confidential. Recipients must maintain the confidentiality of discussions and dealings in relation to this request and of any discussions or negotiations occurring between the BLDC and that party, whether before or after lodgment of an EOI.

9.8 Conflict of Interest

Respondents must disclose any actual or potential conflict of interest and how it is proposed that this conflict will be addressed.

Where the BLDC is not satisfied that appropriate action has been taken to address the conflict of interest the EOI will not be accepted.

A response will be excluded from consideration if, in its preparation, any person misuses any position or knowledge or opportunity which the person may have (or may have had) relating to activities of the BLDC or the assessment of responses.

9.8 Selection of Shortlisted Respondents

Successful respondents to the EOIs will be invited to submit additional information to BLDC. A further assessment will be performed, and an interview process may be undertaken thereafter.

9.9 BLDC's Answers to Requests for Further Information

Answers to requests for further information may be given verbally or in writing from the BLDC, at its sole discretion. Where, in the opinion of the BLDC, further information provided to one respondent should be provided to all potential respondents, such information will be given to all respondents to the EOI.

9.10 Ownership of Expression of Interest Documents and Protection of Respondent's Information

All Expressions of Interest documents will become the property of the BLDC. Any subsequent use of similar plans or concepts for the development of Tudor Hill by BLDC or any other party shall not give rise to any claims by any party against BLDC for the use of such plans or concepts.

Where the respondent believes that information provided in response to this EOI meets the criteria below, then notice is to be given at the time of delivery of the information or documents by clearly marking such particular information 'confidential' or 'commercial-in-confidence'. Insofar as its obligations under the law permit, the BLDC will give effect to the respondent's stated wishes.

- Information is, or should be, confidential; or
- Disclosure of the information would unreasonably affect the respondent's personal privacy; or
- Disclosure of the information would unreasonably affect the respondent's business affairs;

9.11 Disclaimer

The BLDC is not bound contractually or in any other way to any respondent to this Expression of Interest. The BLDC is not liable for any costs or compensation in relation to the preparation of this Expression of Interest whether or not the BLDC terminates, varies, or suspends the Expression of Interest process or takes any other action permitted under this Expression of Interest.

Nothing in the Request for Expression of Interest or your Expression of Interest response constitutes a contract with the BLDC.

9.12 Transparency Obligations

The BLDC is committed to ensuring competition for this initiative is fair and open.

If a respondent is found to have made false or misleading claims or statements, or obtains confidential information, or received improper assistance, the BLDC reserves the right to reject at any time any Expression of Interest lodged by or on behalf of the respondent.

Each respondent and its officers, employees, agents and advisers must not engage in any collusive submissions, anti-competitive conduct or other similar conduct with any other respondent or any other person in relation to the preparation or lodgment of the Expression of Interest.

9.13 Disclosure of Information

No respondent shall furnish any information, make any statement or issue any document or other written printed material concerning the acceptance of any Expression of Interest in response to this Request for Expression of Interest for publication in any of the media without the prior written approval of the BLDC. Any such Disclosure of Information may disqualify the response.

NOTE: If you have received this Expression of Interest from a third party or downloaded from our website, please send an email with your contact information to BLDC at info@bldc.bm, with the subject heading "Tudor Hill Expression of Interest". This will ensure that you receive all notifications regarding this EOI, such as addenda, deadline extensions, etc.

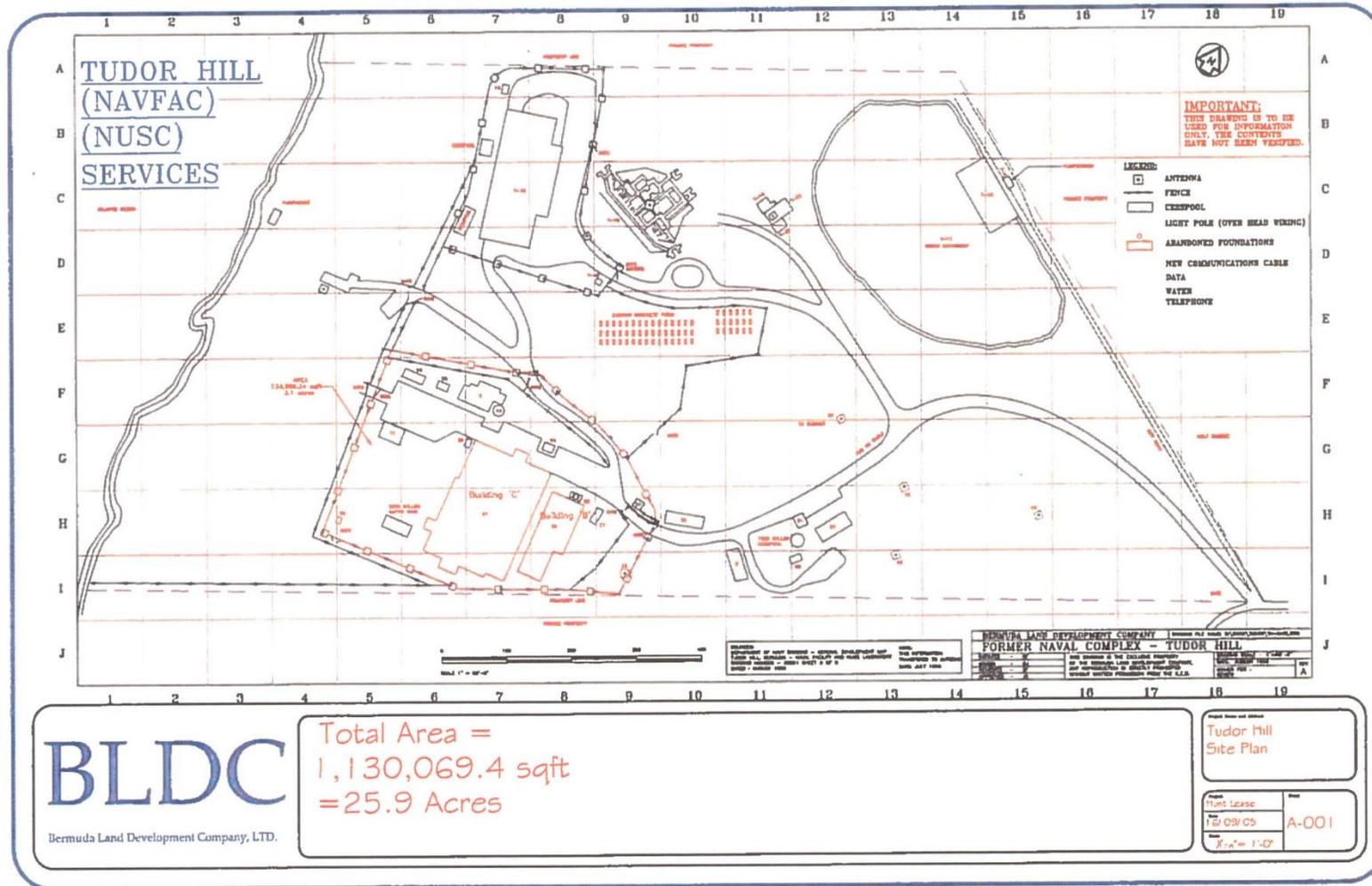
Satellite view of Tudor Hill Property

(Outline is for representation purposes and does not reflect actual survey boundaries.)



Site Plan of Tudor Hill Property

(Please note some buildings have been demolished since site plan has been drawn. Respondents are expected to verify current site conditions.)



Current Survey of Tudor Hill Property

(Survey completed in 2017)

