



## REQUEST FOR PROPOSALS (RFP)

### Government of Guyana (GOG)

The Government of Guyana (GoG) through the Ministry of Tourism, Industry and Commerce acknowledges that Guyana has been recognized as a premier eco-tourism destination with much potential for further improvement and invites proposals for the development of eco-lodges and resorts in identified regions.

The GoG invites all persons interested in this development to submit their proposals in accordance with this RFP. The GoG is prepared to offer attractive incentives for the development of the eco-lodge and resort industry including fiscal incentives.

The objective of this project is:

1. To generate employment by engaging the local communities
2. To create business opportunities through collaboration and partnership by engaging the local communities
3. To expand the country's accommodation selection and quality of room stock
4. To encourage the participation of the private sector; to have co-ownership of the tourism product.

The following regions have been identified as suitable for investment:

- Region 1: Development of a new tourism circuit

- Regions 2,3,7: Essequibo Circuit
- Regions 4 & 10: Linden-Soesdyke
- Regions 5 & 6: Development of a new tourism circuit
- Region 8: Kaieteur National Park, Orinduik
- Region 9: The Rupununi

As a guidance note, it is envisaged that the eco-lodges contain elements such as a nature trail, animal reserve, bird trailing, agri-tourism and culinary fusion, entertainment, natural wellness spa, gift shop or indigenous, artesian boutique, among other things.

RFP's must contain the following information to permit a comprehensive evaluation:

- i. Identify the project or land proposed for lodge/resort development specifying size, location, and other details including ownership details such as transport, lease, and associated survey plan. Detail all terms if the proposed land is to be obtained from the Government including basis of valuation and terms of lease, sale, or lease with an option to buy. For clarity, this RFP will deal with both developers using private land or seeking Government land for development.
- ii. Provide evidence of financial capacity to fund such a project. Only parties providing evidence of financial capacity to undertake a project as Principal will be considered.
- iii. Provide a concept design for the project showing proposed site layout, number of floors, associated amenities and a rendering of the proposed project.
- iv. Submit background information on the development group including the investors, contractors, and other parties and how the project will be organised and executed.
- v. Submit experience in designing, constructing, operating, and/or owning a resort/lodge.
- vi. Submit a summary proposal/business plan containing:
  - (1) description of number of rooms and capacity and other amenities that will be catered for
  - (2) type and brand of lodge/resort and any evidence to support same
  - (3) expected investment and proposed capital structure (debt/equity mix and term sheets for debt)
  - (4) summary financial projections for project including room rate and occupancy level
  - (5) employment levels during construction and post construction
  - (6) expected contractors including general, sub-contractors, relevant experience, and overall supervision
  - (7) project schedule showing key milestones to start and complete the project
  - (8) any market studies

- (9) details on the level of local content projected during construction and during commercial operations
- (10) expected incentives and other support requested from GoG.
- vii. Resource use efficiency – water, energy, raw materials.
- viii. Waste minimization, reduction and/or recycling plans and disposal; considerations for procurement of goods and services – with low emissions and to minimize waste.
- ix. Carbon emissions (tourism is a sector identified in Guyana’s National Determined Contribution, NDC, for climate mitigation).
- x. Methods for minimizing construction impacts and waste, particularly in environmentally sensitive areas e.g. forested areas, near rivers/watershed areas, indigenous lands, rural communities etc. (reference: EPA EIA requirements).
- xi. Future or phased expansion plans to consider above points.
- xii. Workers: employment contribution – local (vs. international staff) and worker packages for decent work; workplace safety in light of COVID-19 and/or OSHA requirements.

The GOG will use the responses to this RFP to rank and select those parties, who will be invited to negotiate an MOU including land terms including zoning, development conditions, and other incentives that will be provided.

The deadline for the submission of the RFP is **January 30, 2022**

All RFP’s should be placed in a sealed envelope titled (“**RFP for the Lodge or Resort Development**”) and deposited by the submission deadline at the address below:

**Permanent Secretary**  
**Ministry of Tourism, Industry and Commerce**  
229 South Road, Lacytown  
Georgetown  
Tel. (592) 225-6710

Email: [ps@mintic.gov.gy](mailto:ps@mintic.gov.gy)

For additional information, please write to contact the above.

**GOG is not bound to accept any RFP**