

**Khyber Pakhtunkhwa Board  
of Investment & Trade  
(KP-BOIT)**

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## **TERMS OF REFERENCES (TORS)**

**Subject: RESORT / HOTEL AT CHANGLA GALI**

The Hazara Region located at the North of Province comprising of scenic valleys of Galliat being the most visited areas by tourists every year. To feel and explore the beauty of nature and to facilitate tourist, the KP-BOIT in collaboration with TCKP intends to invite private sector for establishing a modern 5 - Star Tourist Resort / Hotel of international standard at Changla Gali as per following terms of references.

**A. Requirement for Pre-qualification:**

1. Profile of the organization mentioning:
  - a. List of similar projects.
  - b. Experience of owning / operating Hotel / Resorts / other Tourist attraction facilities in Pakistan and abroad or large scale manufacturing and / or commercial units.
  - c. Financial standing with details of assets / properties of the company and / or its Directors.
  - d. Human Resource, qualification and experience.
2. Registration with Federal / Provincial Government.
3. Complete Proposals in all respect containing the technical information and financial worth of the bidders / firms.

4. The pre-qualification process will be governed by Khyber Pakhtunkhwa Procurement Rules, 2014.
5. The competent authority reserves the right to accept / reject any / or all proposals without assigning any reason.
6. Incomplete and conditional proposals will not be entertained.
7. Interested firms / parties are required to submit demand draft / pay order of Rs 10,000 /- non refundable in favor of KP-BOIT along with the proposal.

**B. Details of the project for shortlisted bidders / firms:**

1. Area proposed / identified for resort / hotel is approximately 220 Kanals, presently owned by Galliat Development Authority (GDA) and Environment Department will be provided to investor on long lease for eco-friendly tourism project.
2. The qualified party should be technically / financially sound with supporting credential of capital input for the development of resort / hotel with capability to sustain its financing requirements.
3. Lease would be initially for a period of fifty (50) years including grace period, extendable for another twenty (20) years.
4. Annual lease / rent will be fixed on the basis of highest offers by the bidder and will be enhanced at 10% yearly during the initial lease period of 50 years however maximum 25% increase may be expected for further extension for which preference will be given to the existing lessee.
5. First two years i.e. construction phase will be treated as grace period with no lease amount to be charged. Thereafter one year lease amount will be paid in advance by successful bidder / investor at the time of signing of lease agreement and can be forfeited if commencement / start of the project do not take place as per schedule.
6. Penalty of 1% of the yearly lease amount for non-payment of lease amount in time on daily basis.
7. Shortlisted bidders will be required to submit separate technical and financial proposals about the project.
8. Facilities to be provided, must include:
  - i. Modern tourist resort/hotel with 5 star shelly type (chalet) and suites accommodation of minimum 150 rooms.

- ii. Restaurants at least two (02) types, Conference Rooms large and small, Health club, Business center, Play areas and out/indoor sports like tree to tree hopping, zip liner, horse and cycle tracks, tennis / badminton courts, Archery, entertainment for all ages.
  - iii. Parking facility and snow clearing equipment within the resort / hotel open area.
  - iv. Backup Power Generation facility.
  - v. Golf carts for transportation of residents.
9. Copy of Pre-feasibility study of the project can be obtained from office of the KP-BOIT at the cost of Rs 10000/- (Ten Thousand Only) in shape of Demand Draft / Pay Order in favor of KP-BOIT. The cost of pre-feasibility study will be adjusted against clause # A – 7 of the TORs.
10. The successful bidder / lessee will carry out entire construction/developmental works and install machinery and equipment at his own cost without any financial claim whatsoever to the lesser.
11. The successful bidder / party will be required to:
- a. Fulfill all requirements (By Laws) of the Local Building control authority and other local laws including approval of site plans for resort / hotel within a maximum period of 6 months of the award.
  - b. Commence construction work within a period of eight (08) months from the award date.
12. The Tourism Department and TCKP will prepare a detailed “Lease Agreement” covering each and every aspect of the project to be jointly signed with the successful bidder.
13. Use of land will not be permitted for purpose other than the purpose explained in the TORs and subsequent lease agreement.
14. Ensure to not damage the flora and fauna of the area.
15. Site can be visited on 11<sup>th</sup> and 12<sup>th</sup> July, 2014 with prior appointment with KP-BOIT.

**a) Technical proposal:**

- i. Proof of experience in the same field (Background as well as present similar projects in hand in the field of Hotel – managing / operating / ownership) or large scale manufacturing and / or commercial units.

- ii. Profile of the organization with details of financial standing.
- iii. Registration with Federal / Provincial Government.
- iv. List of projects undertaken (ongoing / complete).
- v. Major parameters including number and sizes of shelly (Chalets), suites approx sizes of wash rooms, approx capacity and size of restaurants at least two (02) types, conference rooms large and small, lay out of facilities and entertainment.
- vi. Heating Arrangements.
- vii. Health Club.
- viii. Parking areas and snow clearing equipments within the resort / hotel open area.
- ix. Backup Power Generation facility.
- x. Approximate covered area.
- xi. Approximate cost of construction.
- xii. Schedule of construction phase till completion and commercial run of the project.
  - a. Construction Drawing
  - b. Approval stage
  - c. Commencement of construction
  - d. Grace structure to complete
  - e. Finishing stage and completion / Erection of allied facilities.
  - f. Equipment and furnishing.
  - g. Commercial run

**b) The Lease Bid:**

- i. The lease bid i.e. lease amount with minimum increase of 10% yearly for initial 50 years to be sent in a separate envelop marked as (Lease Bid). The lease bid envelop will be opened for only qualifying parties.
- Shortlisted / qualifying parties on the basis of scores obtained in the technical proposals will be called for opening of financial proposals in their presence.
  - Provincial Government will facilitate for obtaining of all relevant NOCs.
  - The process will be governed by Khyber Pakhtunkhwa Procurement Rules, 2014.

- Incomplete and conditional proposals will not be entertained.
- The competent authority reserves the right to accept / reject any / or all proposals without assigning any reason.