

IAZ Greenhouse Cluster Development (GHCD)
Project

Implementation Phase 1 (2022-2023)

General Consultancy Service Provision

Price Identification Survey

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IAZ Request on GHCD General 2-year Consultancy Service Provision

Executive Summary

The Subject of Procurement

The subject of procurement is the price identification survey for the required project-consulting services to be provided in 2022-2023 for Imereti Agro Zone (IAZ) Greenhouse Cluster Development (GHCD) project initiated by LLC Imereti Agro Zone and supported by RDA and MEPA.

The main goal of the planned procurement process is, based on assessment of (but not limited to) proposals received through Request of Proposals (RfP), with the aim to implement required tasks as defined in the RfP document from November 1st, 2021.

Please find the attached **Annex 001** – RfP Document from November 1st, 2021.

History and Background of Imereti Agro Zone (IAZ):

The GHCD project is implemented on the land plot with total area of 345 ha located in village Partskhanakanevi (cadastral codes: 29.11.33.474 and 29.11.32.543), village Vartsikhe (cadastral codes: 30.01.39.016 and 30.01.39.017) and village Maghlaki (cadastral codes: 29.10.42.259, 29.10.42.253, 29.10.42.260, 29.10.42.224, 29.10.42.247, 29.10.42.039) in Tskaltubo and Baghdati municipalities.

Main goals of GHCD project

- Supporting maximum use of traditional export field of Western Georgia, in particular export potential of the greenhouse sector (greens, greenhouse vegetables and others) and further increase of export incomes (at the base of “Imereti Agro Zone”);
- Formation of various incentives / motivators as for local farmers, so for local and foreign investors for creation of modern, high-technologic, energy-efficient greenhouse facilities;
- Support for planting of different cultures of relevant quality in greenhouse facilities intended for export, as well as for local markets in compliance with international standards (GLOBAL GAP; EU standards; DCFTA requirements);
- Support of creation and development of circles / businesses of the value chain, including the generation of database of different suppliers together with greenhouse facilities, ensuring high-quality product development and proper delivery of such products to final customers;
- Uninterrupted delivery of high-quality technological and technical services based on international experience and ensuring the greenhouse facilities with properly qualified and regularly trained personnel;
- Support for creation of greenhouse cluster at the base of “Imereti Agro Zone” that can be replicated in future to the various regions on Georgia.

Conducted works (brief description)

The "Imereti Agro zone" Greenhouse Cluster development project has been carried out since February 2020. In this period, significant tasks have been carried out, including:

- Establishment of the project development concept;
- Substitution of the initially allocated land plot has by two new land plots in village Partskhanakanevi, Tskaltubo municipality, and in village Vartsikhe, Baghdati municipality;
- Comprehensive study of the geological, geodetic, and physical features of these land plots;

- On March 1 2021 was announced the non-binding international expression of interest, which ended on April 30, 2021. Up to 50 companies from different countries expressed their interest in this project.
- Division of these land plots into differing technological zones and 34 ha have been assigned for sale with the international transparent RfP process, announced on November 1st, 2021. 26 companies from different countries have applied for different possibilities offered with RfP Process. Please find the attached **Annex 001**.

Price Identification survey Requirements

Please provide the estimated total price for the general Consultancy Services to be provided to IAZ during the GHCD project 1st implementation phase (considered in 2022-2023) according to the RfP document from November 1st, 2021.

Please find the attached **Annex 001** – RfP Document from November 1st, 2021.

Final Date for Provision of Required General Consultancy Service

No later than 24 (twenty-four) months after confirmation of contract.

Submission Conditions for Potential Applicants

International and local companies with relevant experience in provision of the required Consultancy Services, please fill out **Annex 002** and submit proposals to IAZ mail: levan.lominadze@iaz.ge

Contact Person: Mr. Levan Lominadze, IAZ Deputy Director.

Qualified Applicant Legal Entities

Any type of a legal entity (LLC, JSC, JV etc.) privately organized under Georgian law.

Organizational Type / Field of Activities

The Applicant company (and/or its contractor company) must have a relevant track record in:

- Business development,
- Asset Management,
- Financial Structuring;
- Legal Structuring;
- Agri Technical & Technological (mainly for greenhouses) Consultancy Service provision.

Required Relevant Qualification

The Applicant company (and/or its contractor company) must provide expertise in the following fields:

- International / Local Financial Consultancy;
- Agri Technical / Technological Consultancy;
- Agri Civil Engineering Expertise;
- International / Local Project Management Expertise;
- Legal Consultancy;
- Business Development Expertise;
- Agronomical Expertise;
- Corporate Governance Expertise;
- Sustainable Business Development Financial Expertise;
- Agricultural Training Center Consultancy;
- Agricultural Logistics Center Consultancy;

- Farmers' Groups Formation and Management Expertise;
- Dairy Farm Development Expertise;
- Urban Planning and Architecture Consultancy;
- Renewable Energy Generation Development Consultancy.

Required Relevant Experience

The Applicant company (and/or its contractor company) must have the relevant minimum 3-year experience in provision of international level expertise in:

- Business Development (SMEs and large-scale business model development);
- Legal and Financial structuring;
- Agri Technical and Technological field (specialized in high-, middle- and low-tech large-scale greenhouse project developments, setting up Agri training and logistical centers);
- Developing and overseeing large-scale infrastructural projects;
- Utility distribution and Renewable energy generation projects;
- Large-scale local Project Management activities.

Reports to be Submitted

The Applicant company will be required to submit minimum listed down reports to LLC IAZ (the handing over procedure will include involvement from RDA, MEPA and GoG representatives). The following reports are considered at this stage of the price identification survey announcement:

- Initial Report Q3 2022
- 2022 RfP Final Report
- 1st Interim Report / Annual Report Q1 2023
- 2nd Interim Report Q2 2023
- 2023 RfP Final Report
- Final Report Q1 2024

Required General Tasklist and Preliminary Time Schedule

Required Full-time International Senior Expertise

The following full-time international senior expertise is considered to be provided by the selected Consultancy Service provision company.

Full-Time Expertise	Contract Duration*	Man-Days per Year
International Financial Consultancy	2 years	130 Man-Days
Agri Technical / Technological Consultancy	2 years	130 Man-Days
Agri Civil Engineering Expertise	2 years	130 Man-Days
International Project Management Expertise	2 years	130 Man-Days

*Work to be completed in the 2022-2023 period. (Man-Days are defined by 70% in 2022 and 30% in 2023.)

Required Full-time Local Senior Expertise

The following full-time local expertise is considered to be provided by the selected Consultancy Service provision company.

Full-Time Expertise	Contract Duration*	Man-Days per Year
Legal Consultancy	2 years	220 Man-Days
Local Financial Consultancy	2 years	220 Man-Days
Business Development Expertise	2 years	220 Man-Days
Local Project Management Expertise	2 years	220 Man-Days
Agronomical Expertise	2 years	220 Man-Days

*Work to be completed in the 2022-2023 period.

Required Part-time International Senior Expertise

The following part-time international expertise is considered to be provided by the selected Consultancy Service provision company.

Part-Time Expertise	Contract Duration*	Man-Days per contract
Corporate Governance Expertise	6-months	85 days
Sustainable Business Development Financial Expertise	6-months	85 days
Agricultural Training Center Consultancy	7-months	120 days
Agricultural Logistics Center Consultancy	11-months	200 days
Farmers' Groups Formation and Management Expertise	6-months	85 days
Dairy Farm Development Expertise	6-months	85 days
Urban Planning and Architecture Consultancy	11-months	200 days
Renewable Energy Generation Development Consultancy	6-months	85 days

*Work to be completed in the 2022-2023 period. (Man-Days are defined by 70% in 2022 and 30% in 2023.)

Required Part-time Local Senior Expertise

The following part-time local expertise is considered to be provided by the selected Consultancy Service provision company.

Part-Time Expertise	Contract Duration*	Man-Days per contract
Urban Planning and Architecture Consultancy	11-months	200 days
Farmers' Groups Formation and Management Expertise	6-months	85 days

*Work to be completed in the 2022-2023 period. (Man-Days are defined by 70% in 2022 and 30% in 2023.)

Pre-agreed Fixed Meetings (Alternatively, CC)

Selected Consultancy Service provider company is considered to hold meetings and/or conference calls as given below. The suggested time schedule is considered to be flexible and can be reconsidered during the ongoing project implementation process:

with IAZ PM Team

Suggested Time Schedule (weekly 2 years) – Total of 105 meetings;

With RDA, MEPA and GoG

Suggested Time Schedule (Biweekly 2-years) – Total of 53 meetings;

With International Financial Institutions

Suggested Time Schedule (Bimonthly 2-years) – Total of 12 meetings;

With Development Agencies

Suggested Time Schedule (Monthly 2-years) – Total of 24 meetings;

With Relevant Embassies

Suggested Time Schedule (Bimonthly 2-years) – Total of 12 meetings;

With Local Community Members

Suggested Time Schedule (3 days a month – PM Team) – Total of 24 meetings (72 field working days)

Suggested Time Schedule (3 days per 2 months – Senior Expert Team) – Total of 12 meetings (36 field working days)

Supporting IAZ during Important other Meetings (Alternatively CC)

Suggested Time Schedule (Monthly 2-years) – Total of 24 meetings

General Project Development Tasklist

Development of the overall 2022 RfP process

- Research and review of Georgia, EU and global Development Agencies and IFI legal and commercial requirements and best practices for public tenders;
- Definition of the relevant Ministries and Agencies to be involved in RfP process;
- Documentation of overall RfP process, creation of audit trail;
- IAZ and MEPA biweekly working group meetings.

Preparation of the 2022 RfP document

- Holding individual and/or collective meetings with IAZ, RDA, MEPA reps and the potential private investors;
- Preparing Production Site New Technical / Technological Zoning Layout in *AutoCAD*;
- Studying out the Ongoing Reports of Geological and Topographic Research Prepared by a Third-Party, Independent Legal Entity - Confirmation of Compliance with Client's Request;
- Reconsideration of planning drawings, based on the topographic map provided by the customer;
- Replanning of drainage channels and water purifying facilities;
- Preparing and agreeing with IAZ, RDA and MEPA on the final RfP document to go public on the IAZ web site and social media for each target group and subgroup.

2022 RfP process preparation for going public

- Sending out invitations to the potential tenants approached or have applied during the 2021 EoI and RfP processes;
- Informing Embassies, DAs and IFIs that have been approached during the 2021 EoI and RfP processes;
- Preparing the IAZ web site and social media content for the announcing of the 2022 RfP;
- Preparing the 2022 RfP applicant registration, due diligence forms and agreeing with IAZ on the recommended procedure;
- Prep. the lists of companies to be approached during the 2022 RfP in accordance with the target groups by priority order;
- Preparing the Land Revaluation Assessment on Fair Value basis by the third independent well-established party;

- Handing over to IAZ the Land Revaluation Assessment on Fair Value basis prepared by the third independent well-established party.

2022 RfP going public

- 2022 RfP Publishing;
- Holding Industry Briefings for the 2022 RfP applicants (according to the finalized 2021 EoI and RfP established procedure).

2022 RfP data management for public announcement

- Concept for data management and documentation of RfP, for IAZ internal handling, external provision of documents, creation of audit trail.

2022 RfP Summary

- 2022 RfP Final Report.

Development of the overall 2023 RfP process

- Research and review of Georgia, EU and global Development Agencies and IFI legal and commercial requirements and best practices for public tenders;
- Definition of the relevant Ministries and Agencies to be involved in RfP process;
- Documentation of overall RfP process, creation of audit trail;
- IAZ and MEPA biweekly working group meetings.

Preparation of the 2023 RfP document

- Holding individual and/or collective meetings with IAZ, RDA, MEPA reps and the potential private investors;
- Preparing Production Site New Technical / Technological Zoning Layout in *AutoCAD*;
- Studying out the Ongoing Reports of Geological and Topographic Research Prepared by a Third-Party, Independent Legal Entity - Confirmation of Compliance with Client's Request;
- Reconsideration of planning drawings, based on the topographic map provided by the customer;
- Replanning of drainage channels and water purifying facilities;
- Preparing and agreeing with IAZ, RDA and MEPA on the final RfP document to go public on the IAZ web site and social media for each target group and subgroup.

2023 RfP process preparation for going public

- Sending out invitations to the potential tenants approached or have applied during the 2022 RfP process;
- Informing Embassies, DAs and IFIs that have been approached during the 2022 RfP process;
- Preparing the IAZ web site and social media content for the announcing of the 2023 RfP;
- Preparing the 2023 RfP applicant registration, due diligence forms and agreeing with IAZ on the recommended procedure;
- Prep. the lists of companies to be approached during the 2023 RfP in accordance with the target groups by priority order;
- Preparing the Land Revaluation Assessment on Fair Value basis by the third independent well-established party;
- Handing over to IAZ the Land Revaluation Assessment on Fair Value basis prepared by the third independent well-established party.

2023 RfP going public

- 2023 RfP Publishing;
- Holding Industry Briefings for the 2023 RfP applicants (according to the finalized 2021 EoI and RfP established procedure).

2023 RfP data management for public announcement

- Concept for data management and documentation of RfP, for IAZ internal handling, external provision of documents, creation of audit trail.

2023 RfP Summary

- 2023 RfP Final Report.

IAZ Production Site Detailed Engineering Project (for main infrastructure- roads, gas, electricity and water supply, sewage system) ToR

- Preparation of the detailed engineering project ToR according to IAZ GHCD project concept plan layout.

Tender Announcement for EPC and other relevant contractor companies

- Preparation and announcement of an international, transparent public tender with the aim to identify the best suitable EPC and other relevant contractor companies;
- Preparing the IAZ web site and social media content for the Tender Announcement for EPC and other relevant contractor companies;
- Studying out the received proposals during the Tender Announcement;
- Preparing a tender announcement final report and recommendations.

IAZ 10-year budget Update

- Reconsidering IAZ 10-year budget according to 2021 RfP Results (Apr-May 2022);
- Reconsidering IAZ 10-year budget according to the 2022 detailed engineering capital cost conclusions (2023 I Quarter).

Consultancy on Restructuring LLC IAZ to JSC IAZ

- Consulting IAZ in developing JSC IAZ legal structure;
- Consulting IAZ in developing JSC IAZ financial structure;
- Consulting IAZ in developing the JSC IAZ Web site and Social Media Strategy;
- Consulting IAZ in building capacities for JSC IAZ - establishing corporate governance;
- Supporting IAZ in obtaining technical assistance and grant provision possibilities from IFIs and DAs.

Consultancy Services on HTDC project implementation

- Close cooperation with IAZ international SES Expert in HTDC Development;
- Discussions and negotiations with the DAs on the HTDC project implementation;
- Discussions and negotiations with Embassies & IFIs on the HTDC project implementation;
- Discussions and negotiations with the universities, NGOs and vocational training institutions to cooperate with IAZ in HTDC project implementation;
- Discussions and negotiations with private sector companies willing to demonstrate in the HTDC or donate / lease equipment, planting materials and technologies during the project implementation;
- Supporting IAZ in presenting the HTDC project to MEPA, RDA and other potentially interested parties during the project implementation;

- Consulting IAZ in developing HTDC project financial structure;
- Preparing a draft 3-year Business Project concept and structure;
- Research of financing sources of IAZ requirements and allocation to Donors, DAs, IFIs, Agro-input suppliers and Government grants;
- Aligning local farmers interests in the incorporation for the purposes of the RFP parameters.

Consultancy Services on JSC CLC project implementation

- Discussions and negotiations with O&M Operators on JSC CLC project implementation;
- Discussions and negotiations with Embassies & IFIs on the JSC CLC project implementation;
- Discussions and negotiations with private sector companies willing to take part in the JSC CLC project implementation;
- Supporting IAZ in presenting the JSC CLC project to MEPA, RDA and other potentially interested parties during the project implementation;
- Consulting IAZ in developing JSC CLC project legal structure / IAZ to establish the legal entity;
- Consulting IAZ in developing JSC CLC project financial structure;
- Preparing a draft 3-year Business Project concept and structure;
- Consulting IAZ in JSC CLC matchmaking activities.

Consultancy Services on JSC AEU project implementation

- Discussions and negotiations with Embassies & IFIs on the JSC AEU project implementation;
- Discussions and negotiations with private sector companies willing to take part in the JSC AEU project implementation;
- Supporting IAZ in presenting the JSC AEU project to MEPA, RDA and other potentially interested parties during the project implementation;
- Consulting IAZ in developing JSC AEU project legal structure / IAZ to establish the legal entity;
- Consulting IAZ in developing JSC AEU project financial structure;
- Preparing a draft 3-year Business Project concept and structure;
- Consulting IAZ in JSC AEU matchmaking activities.

Consultancy Services on Dairy Farm project Implementation

- Discussions and negotiations with the Development Agencies on the Dairy Farm project implementation;
- Discussions and negotiations with Embassies and IFIs on the Dairy Farm project implementation ;
- Supporting IAZ in setting up a legal structure (cooperative) for the Kopitnari IDPs and other project beneficiaries;
- Supporting IAZ in presenting the Dairy Farm project to MEPA, RDA and other potentially interested parties.

Consultancy Services on Renewable Energy Generation Development

- Close cooperation with IAZ international SES Expert in Renewable Energy Development;
- Discussions and negotiations with the Forestry Department of Georgia on the biomass availability for IAZ;
- Discussions and negotiations with the Development Agencies on supporting the renewable energy generation possibilities at IAZ;
- Introduction to Private sector companies and NGOs on the renewable energy generation possibilities at IAZ;
- Discussions and negotiations with IFIs on the renewable energy generation possibilities at IAZ;

- Consulting IAZ on bio energy generation development and the bio waste collection possibilities;
- Supporting IAZ in presenting the renewable energy generation possibilities to MEPA, RDA and other potentially interested parties.

Consulting IAZ on GHCD for up to 5,000 existing farmers

- Discussions and negotiations with the Development Agencies on the IAZ cluster existing members' support possibilities;
- Discussions and negotiations with IFIs on the IAZ cluster existing members' support possibilities;
- Discussions and negotiations with Local Banks on the IAZ cluster existing members' support possibilities;
- Consulting IAZ on provision of the technical and technological support to the IAZ cluster existing potential beneficiaries.

Abbreviations

Given below are the abbreviations and the respective definitions in alphabetical order:

AEU – JSC Agro Energy & Utilities;

CLC – JSC Collecting Logistics Center;

DA(s) – Development Agency(es);

EoI – Legally non-binding Expression of Interest announced by IAZ in 2021;

EPC – Engineering, Procurement and Construction;

EU – European Union;

GHCD – Greenhouse Cluster Development;

GoG – Government of Georgia;

HTDC – NNLE Horticulture Training & Demo Center;

IAZ – LLC Imereti Agro Zone, or any other future legal entity it may restructure into;

IDP(s) – Internally Displaced Person(s);

IFI(s) – International Financial Institution(s);

LLC – Limited Liability Company;

MEPA – Ministry of Environmental Protection and Agriculture of Georgia;

NGO(s) – Non-Governmental Organization(s);

O&M – Operation and Maintenance;

RDA – Rural Development Agency of Georgia;

RfP – Legally binding Request for Proposals that was announced by IAZ in 2021 or that may be announced in the future;

SES – Senior Experten Service;

SME(s) – Small and Medium Enterprise(s);

ToR – Terms of Reference;