

# REQUEST FOR PROPOSAL

21<sup>st</sup> November 2017

4.5 acre Development site at BELVIEW PORT

## **Rider**

The within application documentation does not, nor is it intended to, create legal relations between Port of Waterford Company and any other person. No legally binding obligation shall arise unless and until Port of Waterford Company has entered into a licence or contract with the appropriate applicant on terms satisfactory to Port of Waterford Company.

Applicants should note that Port of Waterford Company is subject to various obligations pursuant to which certain particulars relating to applications submitted to it may be published in the Official Journal of the European Communities and elsewhere both under the law and practice relating to public procurement and freedom of information. In submitting an application applicants are deemed to consent to such disclosure.

# CONTENTS

1. Background
2. Characteristics of Land
3. Information to be provided with the proposal
4. Application Process

## **1. BACKGROUND**

Port of Waterford is the commercial state company with responsibility for the operation and development of the Port of Waterford under the Harbours' Acts.

Port of Waterford's Belview Port facility currently handles over 1 million tonnes of bulk product together with 100,000 tonnes of break bulk (mainly timber and steel) and over 40,000 containers (TEU) annually.

Belview Port is located 8 kilometres from Waterford City in South Co. Kilkenny, and serves the South East of Ireland and other regions. The Port benefits from un-congested rail and road links with easy and quick access onto the national road network which now comprises the M9 motorway to Dublin and the Waterford City by-pass.

Existing facilities at Belview Port comprise:-

- 400 metre general cargo berths, serviced by 4 x Liebherr harbour cranes with up to 32 to 84 tonne lift capacity, and other relevant cargo handling equipment
- 450 metre of container berths, serviced by two high-output 40 tonne lifting capacity gantry cranes and ancillary handling equipment.
- 120 metre private general cargo berth
- Substantial warehousing
- Extensive land available for port related developments in the immediate port hinterland

A number of businesses are located in the Belview Port zone:

- Store-All Warehousing
- Smartply
- Mima Packaging
- South East Port Services
- Target Fertilisers
- Seed Technology DLF and
- O'Brien Cement
- Suir Shipping

## 2. Characteristics of Land

- Area c. 4.5 acres
- Road access from N29, serving Port of Waterford's Belview Port facility.
- Level site, comprising of relocated rock and subsoil, developed according to Port of Waterford engineers specifications
- Embankments are landscaped with a variety of native woodland trees
- Belview Port is located in Co. Kilkenny, Kilkenny County Council is the planning authority
- Planning permission in place for trailer parking and lay-down of port related goods



### 3. Information to be provided with the proposal

#### **APPLICANTS DETAILS**

- Name
- Principal Business Address
- Contact details (post, phone & e-mail)
- Principal contact name and title
- Form of business entity (company registration number if appropriate)

#### **BUSINESS PLAN/ECONOMIC CASE**

- Proposed price
- Proposed business plan

#### **Evaluation**

Port of Waterford will apply the following weighting when evaluating proposals:–

- |  |     |
|--|-----|
| 1. Purchase Price  | 40% |
| 2. Strength of business case for proposed development of the site, composed of following sub-criteria; | 60% |
| I. Economic benefit of proposed development in terms of additional throughput of cargo for the Port    | 35% |
| II. Quality of documentation in support of the business case;  | 25% |

Please address

- a) Marketing plan for proposed development
- b) Time required for development to commence and complete
- c) Evidence of ability to deliver the proposed development
- d) Evidence of commitment to deliver the proposed development

## 4. Application Process

Proposals to be submitted (hard copy) no later than 12.00pm, Monday January 15<sup>th</sup>.

Mr Frank Ronan  
Chief Executive  
Port of Waterford Company  
3<sup>rd</sup> Floor, Marine Point  
Belview Port  
Waterford.

Any application received after this time will not be considered.

Envelopes should be clearly marked “**Proposal for Site No. 3**”

Applications will be evaluated on the basis of most economically advantageous proposal to Port of Waterford. The evaluation team expect to request a meeting with the 2 to 3 leading applicants as part of their evaluation.

In issuing this documentation, there is no obligation, implied or otherwise, made by Port of Waterford Company to accept the highest or any proposal submitted. Port of Waterford Company reserves the right to reject any or all proposals. All unsuccessful applicants will be notified accordingly within 21 days after the final decision has been made.

The successful applicant will be expected to complete contracts and pay a 10% deposit within 4 weeks of the final decision. Port of Waterford reserves the right to move to the next most favourable proposal in the event that this requirement is not met.

Canvassing by any applicant will result in automatic disqualification.

### **OPTION**

Port of Waterford will retain an option to re-purchase the site if the proposed development does not proceed within 2 years.