# CAGAYAN DE ORO CONVENTION CENTER (CDOCC)

Sitio Taguanao, Barangay Indahag, Cagayan De Oro City, Region X, Philippines



# **APPROXIMATE AREA**

Land 49,000 sqm 13,406 sam Building



#### **ACCESSIBILITY**

- Ninoy Aquino International Airport (NAIA) to Laguindingan International Airport (LIA)
- Mactan-Cebu International Airport (MCIA) to LIA
- Davao International Airport (DVO) to LIA



- · Port of Manila or Cebu Seaport to Laguindingan Seaport
- · Davao Seaport to Laguindingan Seaport



LIA to CDOCC



#### **DESCRIPTION**

CDOCC is a multi-purpose facility with a seating capacity of 7,700. It stands on a 4.9-hectare lot.



### **TOURISM STRENGTH**

- Cagayan de Oro City has the largest percentage share in regional tourist arrivals based on the Department of Tourism's Demand Statistics on Regional Travelers in 2018.
- Cagayan de Oro is the gateway to Northern Mindanao.



#### **EXISTING INFRASTRUCTURE**

- Amphitheater with seating capacity of 7,700 with the following amenities:
  - Indoor Playing Court
  - Concession Spaces
  - 8 Function Rooms (700 person capacity)
  - 4 Clubrooms with Lockers and Showers
  - Exhibit Area



Manila

#### MODE OF PUBLIC-PRIVATE COOPERATION

Joint Venture









# **Destination** Profile



**Province: Misamis Oriental** 

**Population: 888,509** 

Source: Philippine Statistics Authority, 2015



**Major Industries:** 

Tourism, Agriculture, Services



**Tourist Arrivals: 876,536** 

Source: Department of Tourism-Tourism Demand Statistics, 2018



# **Regional Workforce**

Workforce Population : 3,314,000 Labor Force Participation Rate: 66.3 % : 95.9 % **Employment Rate** 

Source: Philippine Statistics Authority Annual Labor and Employment Estimates, 2018



**Infrastructure and Utilities:** 















Water Telecom Internet

# JOINT VENTURE GUIDELINES

In recognition of the intergral role of Public and Private Partnership, TIEZA is implementing the Public-Private Cooperation Program, through the Management Contract or TIEZA Joint Venture guidelines, for selected TIEZA properties and Tourism Enterprise Zone (TEZ) projects.

On 29 August 2019, the TIEZA Board of Directors approved the Joint Venture Guidelines (JVG) pursuant to the Office of the Government Corporate Counsel's (OGCC) affirmation of TIEZA'S power and authority to prepare its own guidelines for joint venture, management contract and disposition of its assets. Through these modes or arrangement, we can secure more private sector support in financing, managing and operating the properties.

# SELECTION PROCESSES

#### **COMPETITIVE SELECTION**



**Solicited Proposal** 



## **COMPETITIVE CHALLENGE**



- Unsolicited Proposal
- **Other Circumstances Providing For Direct Negotiations**

#### **DIRECT NEGOTIATION**



**Two Failed Competitive Selections/ Biddings** 

#### **Schedules and Timelines:**

The JV Selection Committee shall have the authority to adopt and prescribe the appropriate and reasonable schedules and timeliness for each Private Sector Proponent selection process. The adjusted period shall be indicated in the Eligibility Documents Kit and in the Terms of Reference.

**COMPETITIVE SELECTION** 



Feasibility Study/ Business Plan, Best Use Study/

TENDER DOCUMENT

Preparation of Eligibility Documents Kit, Terms of Reference. Information Memorandum Draft Contract, Technical & Financial Forms, etc.



# PUBLICATION/ POSTING

Issuance of Instructions and Tender Documents



# PRE-QUALIFICATION

- Receipt of Initial Documents
  • Conduct of Pre-Bid
- Conferences • Eligibility Screening of Prospective Bidders

**NEGOTIATED** 

**JOINT VENTURE** 

(NJV)

# **BID PROPER**

- Receipt and Opening of Bids
- Posting of Proposal Securities • Evaluation of Bids



# CONTRACT AWARD & SIGNING

- Post-qualificationAward of Contract
- Ratification of the Contract by the TIEZA Board



# **COMMENCEMENT**

**IMPLEMENTATION** 

# **NEGOTIATED JOINT VENTURE THROUGH COMPETITIVE CHALLENGE**



# RECEIPT OF COMPLETE PROPOSAL

- Letter of Intent
- Company Profile Business Case, Concept Plan. Pre-Feasibility Study or Feasibility Study
- Draft Contract/ Term Sheet

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### **INITIAL EVALUATION**

Completeness Check Acceptance of Proposal to Negotiate



CONDUCT **OF NEGOTIATION** 

# 4

# CONFERMENT OF STATUS (OPS)

Joint Certification that parties agree on the components and parameters of JV activity and to submit the proposal to competitive challenge.



# COMPETITIVE CHALLENGE

- Receipt of Proposal Security from Original
- Proponent Status Procedure shall be guided by JVG on ompetitive Selection
- Evaluation of Rids Right to Outbid

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### AWARD OF CONTRACT

- Post-qualificationAward of ContractRatification of the
- Contract by the TIEZA Board



# COMMENCEMENT

OF **IMPLEMENTATION** 

\* Requirements for a Complete Unsolicited Proposal

## **LETTER OF INTENT**

- Description of the Proposed Project including Rationale and Objectives
- Land Area and Location of the Proposed Development
- Project Implementation Schedule • General Description of New Concept
- and Other General Information

### **COMPANY PROFILE**

- · Articles of Incorporation, By-laws, Security and Exchange Commission (SEC) Certificate of Incorporation and Other Documents Issued by SEC or **Equivalent Documents From the** Country of incorporation
- Latest General Information Sheet
- Latest Tax Returns

## **BUSINESS CASE CONCEPT** PLAN/PRE-FS/FS

- Project Background/Description of the Project
- Technical Study
- Financial Viability Assessment
- Economic Viability Assessment
- Value for Money Analysis
- Risk Allocation Matrix
- Initial Environmental Assessment

DRAFT CONTRACT / **TERM SHEET** 

**OTHER DOCUMENTS AS MAY BE REQUIRED** BY TIEZA

# **MULTI-STAGE EVALUATION PROCESS**

COMPLIANCE OF INITIAL REQUIREMENTS Submission of Initial Required Documents

#### TECHNICAL EVALUATION RATING

Technical Proposal - Must be complete and hurdle minimum score

# COMPLIANCE WITH ELIGIBILITY REQUIREMENTS Submission of Eliaibility Documents

### FINANCIAL EVALUATION RATING

Financial Proposal – Must meet minimum parameters; Highest Financial Bid merits maximum possible score assigned

# **CRITERIA FOR EVALUATION**

X% + Y% + Z% = 100%

# TRACK RECORD AND EXPERIENCE (x%) Based on

submittals

required in the

Eligibility Kit

# **TECHNICAL CRITERIA (y%)** Market Study

- Marketing and Operations Proposed Investment
- Community Relations Environmental Sustainability
- FINANCIAL CRITERIA (z%)
- Committed Capital Annual Fixed Revenue
- (with escalation--- rate & frequency)
- Committed % Share in Gross Revenue • % Share in Rental Revenue





