MT. DATA HOTEL

Km. 100 Halsema Road, Sinto, Bauko, Mt. Province, Cordillera Administrative Region, Philippines



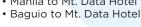
APPROXIMATE AREA 77,060 sqm



ACCESSIBILITY



• Manila to Mt. Data Hotel





Mt. Province





DESCRIPTION

Mt. Data Hotel is built atop a sloping terrain - an ideal destination for nature lovers and adventure seekers.



TOURISM STRENGTH

- This is suitable for a hotel or mountain resort which can be a venue for seminars and meetings.
- Mt. Data is an upland hotel located near tourist destinations such as Mt. Pulag and Sagada.
- The hotel sources its water from rivers and streams originating from mountain tops.



EXISTING INFRASTRUCTURE

- 22 Standard Hotel Rooms with Veranda
- 2 Dormitory Rooms with Common Toilet & Bath
- Conference Rooms
- Restaurant and Bar
- Sun Terrace
- Picnic Grounds
- Eco Trail
- Parking Area



MODE OF PUBLIC-PRIVATE COOPERATION

Joint Venture







Destination Profile



Province: Mountain Province

Population: 154,590

Source: Philippine Statistics Authority, 2015



Major Industries:

Tourism, Agriculture, Trade, Commerce



Tourist Arrivals: 142,489

Source: Department of Tourism-Tourism Demand Statistics, 2018



Regional Workforce

Workforce Population : 1,720,000 Labor Force Participation Rate: 61.9% **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



PROJECT PREPARATION

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 3

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%

FINANCIAL CRITERIA (z%)

TRACK RECORD AND EXPERIENCE (x%) **TECHNICAL CRITERIA (y%)** Market Study

Based on submittals required in the Eligibility Kit

- Marketing and Operations Proposed Investment
- Community Relations Environmental Sustainability
- Annual Fixed Revenue (with escalation--- rate & frequency)

Committed Capital

- Committed % Share in Gross Revenue
- % Share in Rental Revenue







