

KIRINYAGA COUNTY GOVERNMENT



OFFICE OF THE DIRECTOR SUPPLY CHAIN MANAGEMENT

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CGK/EOI/008/2017-2018

KIRINYAGA COUNTY GOVERNMENT
P.O.BOX, 260
KUTUS.

22nd February 2018

TO ALL PROSPECTIVE BIDDERS

RE: EXPRESSION OF INTEREST FOR CONSULTANCY SERVICES FOR THE FEASIBILITY STUDY AND DESIGN OF THE PROPOSED 18 HOLE GOLF COURSE, LUXURY HOUSES AND LOW COST HOUSING IN GICHUGU SUB COUNTY KIRINYAGA- KENYA, TENDER NO. CGK/EOI/008/2017-2018: ADDENDUM-NO.1

The County Government of Kirinyaga has issued the following addendum with regards to the above-mentioned tender:

S/No	Tender Number	Query	Response
1	CGK/EOI/008/2017-2018	EOI Description	The EOI should read as follows: EXPRESSION OF INTEREST FOR CONSULTANCY SERVICES FOR A FEASIBILITY STUDY WITH RESPECT TO THE DEVELOPMENT OF AN 18 HOLE GOLF COURSE, LUXURY HOUSES AND LOW COST HOUSES IN GICHUGU CONSTITUENCY, KIRINYAGA –KENYA: TENDER NO. CGK/EOI/008/2017-2018
		Site Visit Or Pre-Proposal Conference, County Or Consultants Funded.	Site visit will be on Monday 26 TH , February 2018 10.00 am local time at Kutus Headquarters. Below kindly find new TORs in regard to the above tender.

NEW TERMS OF REFERENCE (TORs)

Background

The County Government of Kirinyaga is one of the 47 counties in the Republic of Kenya. It is located between latitudes 0°1' and 0° 40' South and longitudes 37° and 38° East. The county borders Nyeri County to the North West, Murang'a County to the West and Embu County to the East and South. It covers an area of 1,478.1 square kilometres. The county has six major rivers namely; Sagana, Nyamindi, Rupingazi, Thiba, Rwamuthambi and Ragati, all of which drain into the Tana River.

The county intends to develop an 18 hole golf course of international standards, a golf driving range with a training centre, a club house, maintenance areas, water treatment and storage facilities, irrigation and drainage systems and all other ancillary facilities which would be necessary to develop and maintain a competition level golf course of international standards. Car parking areas should be adequate to meet requirement during national and international events. The proposed gold course is to be designed and developed with an agenda of hosting national and international events. The county further intends to construct luxury houses which complement the golf course and low cost houses which provide housing for the workers in the golf course.

Introduction

The recent launch of the Thiba Dam presented the county with an opportunity for other developments around the dam. One such opportunity that the county has identified is the creation of a water front development which includes an 18 hole Golf Course, luxury houses and low cost houses.

The proposed 18 hole golf course will provide a useful tourist attraction which will spur the growth of other subsidiary activities within the environs of the golf course such as the low-cost housing which will provide accommodation for workers, and small business people who will be engaged in the area. The luxury houses will be competitive given the ambience provided by the dam and the proximity to the gold course.

The proposed 18 hole golf course, the luxury houses and the low cost houses are to be located in Gichugu constituency. Gichugu constituency is established on the combination of the agricultural economy of tea and coffee, Mt. Kenya and the natural resource of the forest. From the location of the dam, one can have a very clear and scenic view of Mt. Kenya. Since it is predominately an agricultural zone growing mainly tea and coffee, the spectacular beauty of the tea and coffee plantations present a potential tourist attraction for agri tourism and plantation tourism. Besides the tasting, consumption or purchase of

beverage, often at or near the source has become an attraction of some of the worlds most sophisticated travelers, plantation tourism also includes visits to the plantations, factories, tasting and plantation walks or even taking an active part in the harvest. The strategic location of the proposed golf course which is approximately 5 km from Kutus town will play an integral role is spurring economic growth in the area.

The proposed golf course and luxury house highly complement other tourist attractions that exist in the county. Some of these attractions include but are not limited to; the sagana lodge; the Kamweti mountain climbing route; white water rafting especially because there are only two white water rafting places in Africa; bungee jumping; water sports; Gatitika falls; Ndaraca ya Ngai; Mau Mau caves and lastly the mineral water source in Ngariama.

The ultimate purpose of this study is to assess the profit potential for a golf course at Gichugu Constituency around the proposed Thiba dam. It will examine how a golf course would impact the social, cultural and environmental elements of the county. A broad range of analyses will be required to determine this feasibility. It will include the examining of the proposed site, the identification and analysis of the environmental issues, as well as demographic studies, demand and supply analysis (needs assessment) and other various economic and social conditions. This study should further examine in greater detail, these as well as other important issues that may play a strong part in determining whether a course could be a profitable, sound venture that would expand the County's tourist economy and protect environmental and cultural integrity in the County.

In view of the foregoing, the key focus of the consultancy is on the following;

1. Economic Impact Analysis
2. Market analysis
3. Financial feasibility

Scope of work

Kirinyaga County Government is seeking services of a leading consultancy firm to carry out a technical and economic feasibility; market analysis of the golf course, luxury houses and low cost houses of the entire three pronged project. It hopes to apply the findings and recommendations of the consultancy to design and develop the 18 hole golf course, the luxury houses and the low cost houses.

The scope of works for the consultant is as follows;

1. The scope of works on the economic impact analysis should include but not be limited to the following; the impact the project will have on the local economy in terms of the number of jobs created, approximate spending impacts from construction and operations and additional tax revenues generated for the county government use.
2. The scope of works on the market analysis should include but not be limited to the following; the existing golf facilities within the market area if any; demographic data from both the county level and national level; the identification of the market factors that would influence the development of the project; analyze the market data and make observations/recommendations about the economic viability of the project etc,
3. The scope of works on the financial feasibility should include but not be limited to the following; the approximate costs involved in developing such a project which needs to be weighed carefully against the market of the county/region to determine if the golf course could be supported by the county/region. The county and regional economy can have a great impact on success in the project development, and thus all decisions regarding development must be soundly based on a good economic assessment of the county/region etc.
4. Proposed strategy for the coordination of all interfaces between the development of the golf course, the luxury houses and the low cost houses.
5. Develop a detailed stakeholder engagement strategy
6. Develop a detailed master plan for the proposed site
7. Develop a detailed investor plan and recommend possible investors.

Deliverables

The consultants will submit a detailed proposal that demonstrate clear understanding of this Expression of Interest, detailing the timing and cost of the work to be undertaken and how it will be implemented including:

1. Detailed profile and capabilities of the firm that include recent experience on assignments of a similar nature and size
2. A description of the methodology and work plan for performing the assignment/project which should include but not be limited to:
 - ✓ Literature review (national and county plans)
 - ✓ Geological history of the County, highlighting its development and general geological characteristics
 - ✓ brief history of the County in order to familiarize the reader with the human and social development of the County
 - ✓ Needs assessment

- ✓ Golf demand and supply in the county, region and nation
 - ✓ Approximate number of tourist that such a project may attract
 - ✓ Overall roadmap for project design, funding and implementation
 - ✓ Stakeholder engagement
 - ✓ Possible investor options
3. List and profiles of key personnel assigned to this activity in tandem with the list of tasks and work plan
 4. Stakeholder engagement plan targeting the surrounding community, financiers, tenants, media, government departments, regulators etc.
 5. Detailed costing and budget estimates of the staff input and logistics needed to carry out the assignment

Eligibility Qualifications and competencies

The consultant must possess demonstrated advanced expertise and experience in undertaking a feasibility study within the scope of the key focus of this consultancy as it relates to the establishment of an 18 hole Golf Course, Luxury Houses and Low Cost Houses. Selected consultants will need to demonstrate a thorough understanding of the objective of the project.

Shortlisted contractors will be invited to Kirinyaga to present their proposals in person.

Requirements

Interested firms should submit their proposals that will include the following:

- (i) Firm profile indicating experience in similar assignments
- (ii) Demonstrate capacity and key related assignments as prove of ability (previous works done and their magnitude, CVs of all key personnel)
- (iii) Certificates of incorporation/registration
- (iv) Certified tax compliance certificate
- (v) Financial capability - provide evidence of relevant resources and financial statements for two current consecutive years
- (vi) If a consortium, proof of existence of the consortium.

The accompanying documents must be submitted for technical and financial proposals in plain sealed envelopes marked; **Expression of Interest For Consultancy Services For a feasibility study with respect to the**

**Development of an 18 hole golf course, luxury houses and low cost houses
in Gichugu Constituency, Kirinyaga –Kenya and addressed to**

**County Secretary,
County Government of Kirinyaga
P.O. Box 260 - 10304,
Tel: +254-020-8010181,
KUTUS.**

And deposited in the Tender box located at the Department of Cooperative Development, Tourism, Trade, Industrialization and Enterprise Development, County Headquarters, Kutus, on or before 7th March 2018 and they will be opened in the public immediately thereafter and in the presence of the firm's representatives who choose to attend. Applications not received and not opened in the public opening ceremony shall not be accepted for evaluation irrespective of the circumstances.

All expenses required for preparation and submission of the responses for this call for proposals including providing additional information shall be borne by the respondent. Any canvassing or giving false information will lead to automatic disqualification.

**DIRECTOR SUPPLY CHAIN MANAGEMENT SERVICES
KIRINYAGA COUNTY**