



GOVERNMENT OF THE REPUBLIC OF TRINIDAD AND TOBAGO
MINISTRY OF AGRICULTURE, LAND AND FISHERIES

Cor. Narsaloo Ramaya Marg Road and Soogrim Trace, Chaguanas, Trinidad and Tobago, West Indies,

Phone: 220 – 6253

EXPRESSION OF INTEREST

Public Private Partnership (PPP)

**Strategic Partner(s) for the lease of the entire or appropriate sections of the
acreage of State land known as La Gloria, New Grant, comprising
approximately seven hundred and ninety (790) acres**

The Government of the Republic of Trinidad and Tobago (GORTT) through the Ministry of Agriculture, Land and Fisheries (MALF) has decided to undertake this process to seek a strategic partner or partners to support the transformation and development of this block of State land (former Caroni (1975) Limited land) known as La Gloria, New Grant comprising approximately seven hundred and ninety (790) acres. The GORTT issues this Invitation for Expressions of Interest (EOI) from potential investors including new and existing farmers with significant experience and technical/financial capacity for the lease of the entire or appropriate sections of the seven hundred and ninety (790) acres, for all or any of the following activities - livestock, mixed use or any other commercial use related to agriculture, particularly pineapple and tree crops. Interested persons/entities can provide a proposal for the lease of the entire acreage or portions of the acreage with a minimum of one hundred (100) acres.

1. BACKGROUND INFORMATION

In the Budget Statement 2020/2021, the Minister of Finance stated, that despite numerous generous incentives and the availability of cheap state land for production, investors and farmers have been unable to overcome consistently the structural impediments inherent in the agricultural sector. The

contribution of agriculture has been insignificant, accounting for approximately one percent (1%) or less, as a proportion of gross domestic product over the past decade. The decades old challenges plaguing the sector cannot be adequately addressed solely by the Ministry of Agriculture, Land and Fisheries.

The protracted Covid-19 pandemic crisis has resulted in renewed thinking geared to building resilience and insulating the economy against the impact of shortages and supply chain disruptions by ensuring that food supplies are adequate. The GORTT is cognizant of the challenges faced in the sector and has taken immediate steps to mitigate challenges by adopting policy positions to aggressively boost the sector. Policy responses are directed toward reducing the country's dependence on specific imported foods and increasing productive capacity and accessibility to domestic produce. The GORTT is of the view that there needs to be paradigm shift and a radical transformation of the sector- the image of agriculture needs to be re-invented.

According to the Roadmap for Trinidad and Tobago, Post Covid-19 Pandemic which was laid in the Parliament on July 1, 2020, Trinidad and Tobago imports close to \$2 billion in agricultural products, almost one-third of the country's entire import bill. Making Trinidad and Tobago a food secure nation demands a shift in the perception of agriculture from being a manually intensive, high risk-low reward activity to one that is essential to the well-being of the country. Technology-based farming should be promoted as a way of achieving sustained growth and competitiveness in the sector.

In order to create that paradigm shift, in the Budget Statement 2020-2021, the GORTT committed to place expansion of the domestic food supply at the top of the national policy agenda, for the next five (5) years and to building a more technologically advanced agricultural system to increase the availability of domestic food supply. In order to achieve this, the GORTT is seeking a strategic partner or partners with significant experience and technical capacity for the lease of the entire acreage or appropriate sections of the acreage of the land (minimum of one hundred (100) acres) known as La Gloria, New Grant comprising approximately seven hundred and ninety (790) acres, for all or any of the following activities - livestock, mixed use or any other commercial use related to agriculture, particularly pineapple and tree crops.

This La Gloria previously housed Caroni (1975) Limited's buffalypso herd and subsequently, portions were used to provide a reliable supply of forage (freshly harvested and finely chopped) to livestock farmers. At this site, two hundred and fifty (250) acres were identified for cultivation, of which fifty (50) acres were cultivated with two hundred acres (200) yet to be developed. Of these fifty (50) acres, forty (40) acres were predominantly Tanner grass, while the next ten (10) acres comprise elephant and sugar cane grass. Further, approximately five hundred and forty (540) acres were identified for buffalo production.

The GORTT envisions that this Public Private Partnership (PPP) will maximize the potential of this parcel of State land comprising approximately seven hundred and ninety acres (790) and contribute to the GORTT's objective of prioritizing agriculture.

2. OBJECTIVES OF INVITATION FOR EXPRESSION OF INTEREST (EOI)

The MALF is issuing the Invitation for Expressions of Interest (EOI) to seek a strategic partner or partners to support the transformation and development of this block of State land (former Caroni (1975) Limited land) known as La Gloria, New Grant comprising approximately seven hundred and ninety (790) acres. The GORTT issues this Invitation for Expressions of Interest (EOI) from potential investors including new and existing farmers with significant experience and technical/financial capacity for the lease of the entire or appropriate sections (minimum of one hundred (100) acres) of the seven hundred and ninety (790) acres, for all or any of the following activities - livestock, mixed use or any other commercial use related to agriculture particularly, pineapple and tree crops.

Through this **Invitation for Expressions of Interest** interested persons (including individuals, farmers groups, livestock producers groups, agricultural societies, partnerships, joint ventures, corporations, Credit Unions, Trade Unions and academic institutions) the GORTT seeks a strategic partner or partners to support the transformation and development of this acreage in whole or in sections.

A summary of Key Investment Information of this site is at Appendix A.

An Evaluation Criteria is set out in Appendix B.

3. WHO CAN APPLY

This **Invitation for Expressions of Interest** is opened to interested persons (including individuals, farmers groups, livestock producers groups, partnerships, joint ventures, corporations, Credit Unions, Trade Unions and academic institutions), particularly those who:

- i. Have innovative, clear and understandable ideas on agriculture
- ii. Have a demonstrable record of performance and evidence of the positive improvement with further development;
- iii. Have adequate financial resources.

4. SUBMISSION GUIDELINES AND SELECTION CRITERIA

In order to facilitate evaluation of proposals and subsequent actions, responses to this **Invitation for Expressions of Interest** must be in accordance with the following indicative outline:

- i. Provide information on the identity of the final contracting party or parties and, where appropriate, the partners, shareholders, directors, and point of contact;
- ii. A bankable business plan that provides a clear, comprehensive, and compelling business case that is technically, financially and economically feasible/viable;
- iii. Key assumptions underlying the response to this **Invitation for Expressions of Interest, specifying any expectation of the MALF or the GORTT**;
- iv. If the proposal involves any aspect of animal production- a management plan in terms of the number of breeding animals, description of nutritional, reproduction, health, breeding and selection, housing and environmental and waste management systems, and the related biological efficiency results, as well as the broad timeframe of the proposed activities;
- v. If the proposal involves any aspect of plant propagation- a management plan in terms of the types of plants to be propagated, species and selection, housing and environmental and waste management systems, and the related biological efficiency results, as well as the broad timeframe of the proposed activities;
- vi. Experience of the applicant and the management team in the activity proposed;
- vii. Relevance of the proposal to the objectives of this call for EOI as outlined in section (2) above; and
- viii. The anticipated contribution of the proposal to supporting agriculture development and in Trinidad and Tobago through provision of affordable inputs and support for training and research.

Proposals should demonstrate the **following principles**:

1. Fulfillment of the primary mandate
2. Improvement of genetic value of existing resources;
3. Best Management Practices in pursuit of mandate in the following areas:

- a. Animal welfare/ Plant Propagation/ Traditional Agriculture/ Technology Enabled Agriculture
 - b. Stewardship of the environment;
 - c. Management of human resources; and
 - d. Safety and wholesomeness of food products;
4. Use of modern economically feasible technology and management practices;
5. Appropriate records and record keeping systems for assessment of biological and economic efficiencies;
6. Plans to facilitate collaborative research with local universities, MALF and other research institutions;
7. Plans to facilitate training opportunities for primary, secondary and tertiary level students including accommodation of field trips;
8. Mechanisms to incorporate training opportunities executed by the MALF extension division;
9. Support for the development of the agriculture industry including pursuit of opportunities for partnerships with small-scale producers in production, processing and marketing of products; and
10. Corporate social responsibility.

5. SUPPORT AVAILABLE TO SUCCESSFUL APPLICANTS

Technical Support- MALF will provide the same support available to all its producers through its Extension Services.

Land Resources

Grants and Funding – The GORTT **will not** provide any direct funding to the private partner or act as a guarantor. The usual subsidies and incentives will apply once the criteria are met.

6. EVALUATION AND SELECTION OF PROPOSALS

All proposals will be assessed using the **Evaluation Criteria** as set out in **Appendix B**. Various levels of assessment to select proposals will be in place:

1. Administrative check or screening to ensure that the application is complete with the required information;
2. Proposals will be examined and evaluated by an evaluation panel comprising technical experts;
3. Each EOI will be assessed for:

- a. Consistency with goal and objectives of the EOI;
 - b. Technical capacity including management plan;
 - c. Financial capacity to provide support; and
 - d. Consistency with outlined principles.
4. A shortlist of qualified applicants may be invited to present their management plan and to address questions raised by the evaluation panel;
5. The work and recommendations of the independent evaluation panel will be submitted to the GORTT for final approval;
6. All or any responder to this **Invitation for Expressions of Interest** may be required to provide additional information on financial, commercial, technical or other matter.

THE GORTT RESERVES THE RIGHT TO MAKE AN OFFER OF ALTERNATIVE SITES TO RESPONDENTS WHO SATISFY THE CRITERIA SET OUT IN THE REQUEST FOR EOI.

7. HOW TO APPLY

Responses to this **Invitation for Expressions of Interest** must be deposited into the **Tender Box** marked “**Expressions of Interest- 790-acre parcel of State land- La Gloria, New Grant**” located at the Ministry of Agriculture, Land and Fisheries Head Office, Corner Narsaloo Ramaya Marg Road and Soogrim Trace, Chaguanas.

Expressions of Interest should clearly indicate the name of the interested party on the envelope which **MUST** be titled as follows:

Expressions of Interest- 790-acre parcel of State land- La Gloria, New Grant

**The Evaluation Committee- Ministry of Agriculture, Land and Fisheries
Corner Narsaloo Ramaya Marg Road and Soogrim Trace,
Chaguanas.**

Deadline for submission of responses to this **Invitation for Expressions of Interest** is **on or before 2:00p.m. on October 29, 2021.**

8. SITE VISIT

A site visit will be conducted on **October 16, 2021** from **9:00 a.m. to 4:00 p.m.** Interested parties are required to register for the site visit by sending an email to expressionsofinterest@gov.tt. The email should include the names and contact numbers of the persons desirous of attending the site

visit. Due to the COVID-19 pandemic, limits **WILL** be placed on the number of representatives for each interested party. Please note that the site visit is **NOT MANDATORY**.

8. CLARIFICATION

Requests for clarifications may be sent to expressionsofinterest@gov.tt on or before October 18, 2021.

APPENDIX A- KEY INVESTMENT INFORMATION

Expression of Interest

Public Private Partnership (PPP)

Strategic Partner(s) for the 790-acre parcel of State land- La Gloria, New Grant

790 acre parcel of State land- La Gloria, New Grant - Key Investment Information

Land

- a. Total Acreage- approximately seven hundred and ninety (790) acres
- b. 250 acres previously identified for cultivation
 - i. 50 acres previously cultivated, 100% rain fed
 - ii. Previously cultivated with Tanner grass (40 acres), Elephant and Sugar Cane (10 acres)
 - iii. 200 acres to be developed
- c. ~ 540 acres previously identified for buffalo production but available for appropriate agriculture use

APPENDIX B- EVALUATION CRITERIA

Expression of Interest

Public Private Partnership (PPP)

Strategic Partner(s) for the 790-acre parcel of State land- La Gloria, New Grant

Technical Criteria (70 points)

Strategic Partner's Corporate Standing, Reputation & Experience 1. Do we have sufficient evidence of its incorporation, i.e. its registered documents and financial standing? 2. Does the Company have any reputational issues? Has a Reputational Diligence on the Company and its key officers being undertaken to substantiate same?	15 points
Form of Agreement and Diligence Requirements 1. What form of agreement/ structure does the Strategic Partner seek to execute i.e. an acquisition (full or partial), joint venture, lease arrangement, management contract or any combination of these investment constructs? 2. Is the Strategic Partner willing to include representatives from the Government of the Republic of Trinidad and Tobago (GORTT) on its management team and/or Board of Directors in the strategic partnership structure? 3. Is the Strategic Partner willing to do an "as is"/ "where is" transaction where they perform diligence as the basis for their bid i.e. they will not seek material indemnifications/guarantees? 4. Has the Strategic Partner indicated its timeframe and scope of its diligence requirements? 5. Are the other terms and conditions required by the Strategic Partner reasonable to the GORTT and can be executed upon?	15 points

Operational Considerations 1. Does the Strategic Partner present an operational plan which meets the main objectives of the GORTT? 2. Will the Strategic Partner bring new technologies/ skills sets to improve the Ministry's operations and service to farmers? 3. Will the Strategic Partner engage in business development activities?	30 points
National/ Economic Considerations 1. What are the stated motivations for the Strategic Partner wishing to take a strategic interest in this site and are these consistent with those of GORTT? 2. Does the Strategic Partner seek to continue the GORTT's mandate of supporting the growth and development of the local sector? 3. Will the Strategic Partner support any new initiatives being pursued by the GORTT with regards to agricultural sector?	10 points

Financial Criteria (30 points)

Form and Value of the consideration (if provided) 1. Is the Strategic Partner's potential investment for the partnership demonstrated in the form of cash or a line of credit, or some other Financial Instrument?	10 points
Investment Program 1. Has the Strategic Partner provided a detailed investment programme in support of its plan for this site and the GORTT objectives?	20 points