

Punjab State Agricultural Marketing Board (PSAMB)

invites Expression of Interest (EOI) for **Selection of
Managing Partner/Agency for Operation and
Maintenance of Fruit & Vegetable Market located at
Mohali (SAS Nagar).**

Issued by

Punjab State Agricultural Marketing Board

(20th September, 2017)

Invitation for Proposal

Introduction

The Punjab State Agricultural Marketing Board (the "Punjab Mandi Board") intends to engage a managing partner for Operation and Maintenance (O&M) of the Fruit & Vegetable Market located at Mohali in its endeavor to provide better trading opportunities to the farmers along with providing better quality products to consumers.

This **EOI** is for preparation of detailed RFP for the Selection of Management partner/agency for O&M of the Fruit & Vegetable Market located at Mohali.

Interested players may download the EOI document from the website www.mandiboard.nic.in. The hard copy of the EOI should be submitted at the following address:

Secretary PSAMB

Punjab State Agricultural Marketing Board (PSAMB)
Sector 65 A, SAS Nagar (Mohali)
Ph. 0172-2210131, 5101610
Email: pmb.secretary@punjabmail.gov.in
Website: www.mandiboard.nic.in

PSAMB shall endeavor to adhere to the following Schedule/Timelines:

Sr. No.	Event Description	Date
1	Availability of EOI document on website	20.09.2017 onwards
2	EOI meet	27.09.2017 at 03:00 pm in Punjab Mandi Board office
3	EOI submission (hard copy/online)	18.10.2017 by 05:00 p:m

PROJECT DETAILS

S/ No.	Parameters	Details
1	Project Title	Operation and Maintenance of the Fruit & Vegetable Market located at Mohali
2	Location	Sector-65 A, Mohali, Punjab
3	Concessioning Punjab Mandi Board	Punjab State Agricultural Marketing Board("PSAMB")
4	Project Site Area	13.75 Acres
5.	Already constructed components	<ul style="list-style-type: none">• Market/ Shop cum Office (SCO) Area• Retail Area• Facilities Area (Office, Restaurant, etc)• Utilities Area (ATM, First-Aid Room, etc)
6	Proposed Project Components	<ul style="list-style-type: none">• Cold Storage• Ripening Chamber• Pack house• Testing facilities/ portable machines for pesticide testing• Weighbridge facility

Location:

The Punjab State Agricultural Marketing Board has established a modern Fruit and Vegetable market in Sector 65-A, Mohali along the airport Road. Further, the site is located in the proximity of Mohali Railway Station and has excellent connectivity to other parts of the Tri –City Area.

The Project presently comprises of the following existing built up facilities:

1	Whole sale Market/ Commission Agent-Shop cum Office (16'-9" x 40'-00") (34 Nos.)
2	Retail Area Shops : * (16'-6" x 40'-00") (11 Nos.) * (10'-9" x 16'-1½") (84 Nos.)
3	Facilities Area (Office, Restaurant, Rest House etc approximate area 14460 Sq. feet)
4	Utilities Area (ATM, First-Aid Room, etc)

Additional Facilities

In addition to above, the Punjab Mandi Board may consider following additional facilities in the due course:

- Cold Storage
 - Ripening Chamber
 - Pack House
 - Testing facilities/ portable machines for pesticide testing - The testing facilities created by the Concessionaire, shall be monitored by the Punjab Mandi Board.
 - Weighbridge facility
- The Concessionaire shall not be allowed to make any additions to the existing structure of the market.
- The Market shall be declared as a special Market by the Government. The Concessionaire would collect usage fees /rents / fees on behalf of Punjab Mandi Board from the traders / retailers in the market and, in turn, Punjab Mandi Board will make agreed fee payment to the Concessionaire.

Salient Features For Selection of Managing Partner:

1. The Punjab Mandi Board is looking for a reputed company / Firm / Organization who can use State of art infrastructure and create a regional Trade centre for fruit and vegetables in lieu of management fee/revenue sharing payable by Punjab Mandi Board.
2. The Managing Partner/Agency is expected to bring its expertise to draw a good business model to ensure wide participation of traders with wide geographical coverage.
3. The Punjab Mandi Board shall be responsible for handing over the constructed market structure to the Concessionaire for a stipulated period.
4. The Punjab Mandi Board shall lease out the Project assets to the Concessionaire for O&M of the market facilities and the Concessionaire shall sub-lease the shops to traders and/or retailers.
5. The Concessionaire shall collect the revenue generated from the market facilities through the Escrow Account.
6. The total market Fees/RDF & other receipts will be deposited in MDF Escrow account. The Concessionaire shall thereafter be paid by the Punjab Mandi Board a certain percentage of agreed fee.
7. The Concession Period shall be a fixed period which will be provided in the final RFP document, based on a business model.
8. The Concessionaire shall bear the operational expenses .
9. The Concessionaire shall not make any additions/alterations to the existing structure of the market, except with the permission of the Punjab Mandi Board .
10. The Concessionaire shall have the right to sub-contract/sub-lease a part of the market for provision of services such as Restaurant, etc for the Concession Period in accordance with the provisions of the Concession Agreement.
11. At the end of the Concession Period, all rights given under the Concession Agreement shall cease to have effect and the entire Fruit & Vegetable Market, Mohali thereof shall be transferred back to the Punjab Mandi Board in good condition and at zero cost.

Revenue Streams from the Project:

The different possible sources of revenue are as following:

- a. **Sub-Lease – Upfront Premium & Lease Rental**
- b. **Usage Charges**
- c. **Percentage of Market Fees & other receipts, as decided by the Punjab Mandi Board.**
- d. **Income from Restaurant/ Other Utility Areas**
- e. **Miscellaneous Income-** Any other income that the Concessionaire may receive for other services offered in the course of operations of the Market, if any.

Revenue sharing model shall be decided after discussion with prospective participants in the EOI meet . Participants may send their suggestions in EOI .

Permitted Agricultural Commodities:

Wholesale Area:

Only the scheduled commodities of Punjab Agricultural Produce Market Act shall be allowed for trade in the wholesale market area.

Retail Area:

For the retails area all the schedule commodities as given above shall be considered for retail sales . The additions and deletions in the commodities list, as given above, would be monitored and approved by Punjab Mandi Board.

Managing Partner or Agency will be selected by two way bidding process Technical & Financial, which shall be determined after examining different models based on the suggestions from EOI participants. The participants may send their detailed proposal/suggestions on various aspects of project like criteria for Technical & Financial bid, revenue sharing model, aspects of lease/sub lease etc. These inputs will be considered for preparing final RFP.