

Issued By:

Government of Anguilla

March 22, 2019



ANGUILLA MARINA AND RESORT DEVELOPMENT
REQUEST FOR PROPOSALS

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Purpose

The Government of Anguilla (GoA) is seeking Proposals from interested Investors/Developers for the development, construction and operation of mixed-use megayacht marina/waterfront and resort projects on Anguilla. The projects consist of five separate sites and are all part of mixed-use waterfront plans that may contain single-family homes, condominiums, hotels, retail and related commercial development. The GoA owns several of the sites and a combination of freehold interests and long-term leases are available. Other sites are privately-owned. The GoA has endorsed the Master Plan/zoning process for all sites. The five potential sites are herein described in Section IV - Project Locations and Background Information. Investors/Developers may submit Proposals on one or more than one site.

Edgewater Resources, LLC

Edgewater Resources, LLC (Edgewater) is the Marketing Agent for the GoA. The services of Edgewater have been retained for the purpose of marketing and securing Investors/Developers for the projects referenced in this RFP. Edgewater does not have the authority to negotiate the final terms or lease or sale of any property. Final authority to negotiate and agree to the terms and conditions of a sale or lease of property is vested exclusively with the GoA and respective project property owners.

Submissions

Completed RFP responses must be delivered by 3:00pm on May 6, 2019.

Eight (8) bound hard copies plus one (1) digital copy (on CD-ROM or USB in .pdf format) shall be delivered to:

Procurement Unit
Ministry of Finance
Government of Anguilla
The Secretariat (Upstairs)
The Valley
Anguilla AI-2640 B.W.I.

Additionally, a PDF of the Proposal shall be sent via email to the following:

1. procurement.mailbox@gov.ai
2. Larry.Franklin@gov.ai

Responses must be marked CLEARLY on the outside of the envelope with the following:

Anguilla Marina and Resort Development RFP

Point of Contact

For information or questions concerning this solicitation please contact both below:

Ronald Schults, PE, Principal
Email: rschults@edgewaterresources.com

Ellen Skeele, Senior Project Coordinator
Email: eskeele@edgewaterresources.com

Site Visit

Site visits will be coordinated on a case-by-case basis with a representative from the GoA and Edgewater at the Investor/Developers expense.

Submission of a Proposal will be considered evidence that the Investor/Developer has familiarized themselves with the RFP. The entire Proposal must be submitted in accordance with all specifications contained in this solicitation.

Tentative Schedule

Please refer to the attached project schedule which is summarized as follows:

RFP Issue Date	March 22, 2019
Proposal Due Date	May 6, 2019 – 3:00pm
Interviews of Shortlisted Investors/Developers	May 14 - 15, 2019 (tentative)
Issuance of Exclusive Letter of Intent with Selected Developer	May 28, 2019 (tentative)
Closing/Groundbreaking	September 3, 2019 (tentative)

The GoA reserves the right to make any changes it deems necessary to modify the Schedule, or any other necessary changes in the RFP process in the interest of the GoA.

SECTION I EXECUTIVE SUMMARY



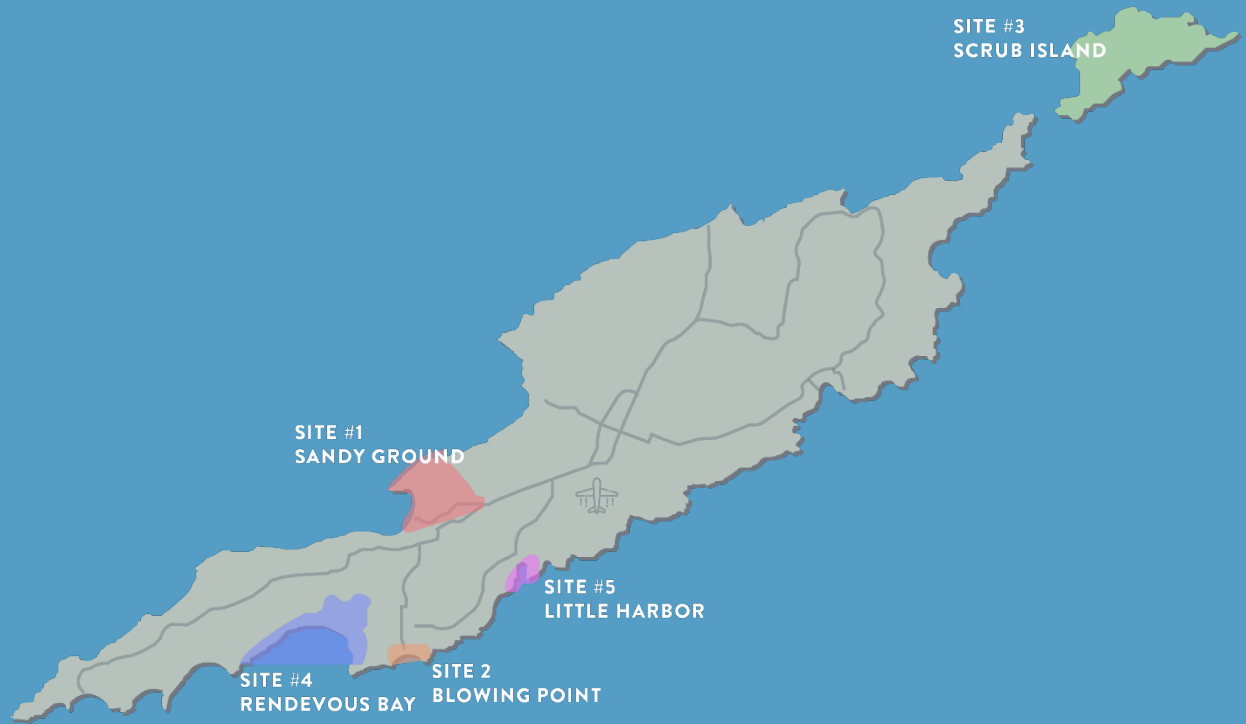
EDGEWATER RESOURCES FEASIBILITY STUDY

Anguilla has a rich maritime history of ship building, sailing, and racing, which has permeated the very character of the island. Yet the island doesn't have any yacht clubs or marinas to service these vessels or the numerous yachts that travel the Caribbean. The beauty, serenity, and exclusivity of Anguilla provides an ideal destination for high end vacationers. As such, Anguilla is launching itself as a major player in the Megayacht industry, capable of servicing the clientele it aims to attract.

A market analysis was performed in 2018 that showed the rising demand for world-class marinas located in the Caribbean to service the rising number of Megayachts cruising this area. Anguilla is perfectly suited to provide a competitive advantage over other islands in the Caribbean due to its tax-free status, proximity to deep waters, protected harbours, and on island amenities. In addition, Anguilla's largest market is in luxury tourism and the island has a large and expertly trained workforce in hospitality and construction.

The (GoA) commissioned a study to evaluate the island and identify suitable sites for development of Megayacht marinas with upland amenities. The process of selecting potential sites for Megayacht facilities included evaluating existing site conditions, such as geography, coastal processes, environmental concerns, property ownership, property availability (unencumbered by development agreements), existing infrastructure, proximity to amenities, and ability to augment tourism on the island. Sites with existing development agreements and sites without an inland basin were excluded from consideration in the Feasibility Study. The GoA initially viewed all island locations and through a feasibility analysis, identified five potential sites for consideration (shown on the map on the following page) including: 1. Sandy Ground, 2. Blowing Point, 3. Scrub Island, 4. Rendezvous Bay, and 5. Little Harbour. Preliminary slip mixes, cost estimates and adjacent upland development opportunities were identified for each site and concept plans were developed for all the sites. Each site has potential for megayacht facility development, with various pros and cons for each.

MARINA INDUSTRY FEASIBILITY STUDY
PREPARED FOR GOA PROJECT SITES



MAP OF FIVE IDENTIFIED POTENTIAL MEGAYACHT SITES



SECTION II SPECIAL TERMS AND CONDITIONS

Reimbursement to the Government of Anguilla

The Investor/Developer will be responsible to pay transaction fees to the GoA and Edgewater once selected as the successful Proposer. Details on these fees, in addition to the land purchase and bottom land lease terms, will be determined as part of the LOI and Definitive Agreement process.

The land cost shall be an upfront payment along with a percent of future development sales or rents for GoA owned uplands, in addition to a long-term lease of submerged bottom lands with a lease payment as a percent of revenue. The respondents to the RFP shall provide general proposed terms of their land purchase and leases.

Investor/Developer's Costs

The GoA shall not be liable for any costs incurred by the Investor/Developer in responding to this RFP.

Responsibility

In order to be considered qualified, the Investor/Developer shall be fully capable of meeting all requirements of this RFP (see Section III), must possess the full capability, including financial and technical, to perform as contractually required, and must be able to fully document the ability to provide good faith performance.

Investor/Developer Qualifications

The Investor/Developer (and/or their partner teams) shall be in the business of marina and resort development and operations, and must possess sufficient financial capability, equipment and organization to ensure that they can satisfactorily perform the services if awarded any Lease Agreement or absolute title land purchase. Investor/Developer must demonstrate that they, or the principals assigned to the project, have successfully provided services with similar magnitude, and can demonstrate they have the experience with large scale clients and the managerial and financial ability to successfully perform the work.

SECTION III SUBMITTAL REQUIREMENTS

Investor/Developers are invited to submit Proposals in accordance with the requirements of this RFP. Proposals must be submitted in the business entities name by the President, Partner, Officer or Representative authorized to contractually bind the business entity.

Proposals shall be organized as outlined below:

1. TABLE OF CONTENTS

The table of contents should outline, in sequential order, the major areas of the submittal, including enclosures.

2. EXECUTIVE SUMMARY

Each Investor/Developer must submit an executive summary that identifies the business entity, its background, main office(s), and office location that will service this project. Identify the officers, principals, supervisory staff and key individuals who will be directly involved with the work. The executive summary should also summarize the key elements of the Proposal.

3. ORGANIZATIONAL CHART

The Investor/Developer must provide an organizational chart and detailed information about the Investor/Developer, and members of its operations and management team who will develop, manage and operate the property(s).

4. DEVELOPMENT PLANS

With submission of the Proposal, the Investor/Developer shall prepare the following for each potential site they are interested in pursuing:

- A. Master Plan and Phasing Plan
- B. Operations Plan
- C. Financing Plan
- D. Proposed Land Purchase and Bottom Land Lease Purchase Terms (as applicable to GoA owned properties)

If selected to the LOI stage, the Investor/Developer will detail their Development Plans and land transaction terms as part of the Definitive Agreement.

5. EXPERIENCE, QUALIFICATIONS, AND REFERENCES

1. Indicate number of years of experience in providing the services as it relates to the proposed project.
2. Provide descriptions of comparable projects of similar size and scope.
3. Provide project references for the above projects, including company name, address, phone number, email address, website and contact person.

SECTION IV PROJECT LOCATIONS AND BACKGROUND INFORMATION



IV.1 SANDY GROUND

Sandy Ground is centrally located on the northern side of the main island of Anguilla, adjacent to Road Bay. A large salt flat exists eastward of Road Bay where a roughly 137 meters (450 feet) land spit separates it from the ocean. A small outflow channel connects the approximately 43-hectare (106 acre) salt flat to Road Bay on the north western corner. On the western side of this land spit, lays a beautiful beach roughly 0.8 kilometres (0.5 miles) long that is met by the existing ship loading dock. This area has an authentic and local feel to it, as several restaurants and shops are located right on the beach. The existing shipping port is located on the southern end of Road Bay, where the island receives much of its goods and supplies. There is a large ballast pile at the north end of Road Bay where a qualitative biological impact survey was conducted to assess the biodiversity and presence of existing plant and wildlife habitat. The existing depths in Road Bay are favourable when considering the construction of an entrance channel for a Megayacht vessel; however, it is anticipated that dredging will be required. The conditions of the selected site at Sandy Ground are favourable for a Megayacht facility, while considering the existing characteristics.

The concepts that were developed for the potential marina site make use of the existing salt pond by suggesting dredging the marina basin in this area. This location proposes the largest footprint comparatively among the 5 sites, which provides the opportunity for a large amount of usable marina space, as well as upland development. The site plan proposes to use reclaimed material from dredging to create land for development within the marina basin. Also note the two entrance breakwaters that are shown to minimize wave energy that can reach the marina basin. Along the eastern edge of the pond, a preservation area has been designated that incorporates one of the limestone retaining walls used during the days of salt mining. This area, used by nesting least terns and other birds, supports emergent wetland vegetation and upland vegetation, and has been preserved as a nature preserve/bird sanctuary in the conceptual design. In addition to the nature preserve, it is recommended that the upland development include a maritime museum that shares Anguilla’s traditional knowledge, cultural artifacts and history of the local salt mining and maritime heritage. Exhibits can include historic photographs, boat models, salt mining tools, instruments, and other historically significant material relevant to Anguilla’s maritime culture and history. The museum should aim to preserve the history of the salt industry that sustained the island before the advent of tourism.

SANDY GROUND SLIP/MOORING SUMMARY

The chart below shows potential slip count / mooring summary for the Sandy Ground site. A concept design is illustrated on the page to follow.

SANDY GROUND SLIP COUNT & MOORING SUMMARY				
SLIP MIX		MED MOORING		
LENGTH	COUNT	LENGTH	COUNT	LF
40'	9	100'	16	1,600
50'	27	150'	12	1,800
60'	41	200'	10	2,000
80'	21	250'	6	1,500
TOTAL SLIPS	98	300'	4	1,200
TOTAL LF	5,850	400'	3	1,200
		TOTAL LF		9,300

The successful Developer will need to provide a loop road to serve existing businesses along Sandy Ground and associated parking. All new construction shall meet anticipated sea-level rise elevations. Additionally, the Developer shall construct a wastewater treatment plant capable of serving the Project and nearby neighboring land owners/businesses at a rate structure for hook-up and operations that is approved by the GoA. The wastewater treatment plant rate applies to all sites.



SANDY GROUND
CONCEPT DESIGN

IV.2 BLOWING POINT

The proposed Blowing Point location is centrally located on the southern side of Anguilla’s main island, and is home to the existing ferry terminal docks, where travellers arrive when coming to Anguilla by sea. The Country’s Security Customs building is located immediately upland of the existing ferry terminal docks. Westward of the existing ferry terminal docks is a beach extending roughly 427 meters (1,400 feet) in length with the remains of a former dolphin exhibit observatory sanctuary that was destroyed in the 2017 recent hurricanes last year (Hurricane Irma, September 2017). There are several existing structures that line the beach westward of the ferry terminal docks. The beach also extends eastward roughly 305 meters (1,000 feet) in length, where it meets the landward end of a coral reef formation. Two reef formations extend outward from either end of the beach creating a somewhat natural harbour/basin. Within this natural harbour is a mooring field where locals use mooring buoys to secure smaller [(less than 12 meters/ (40 feet)] vessels while they are not in use. Approximately 76 meters (250 feet) inland of the eastern beach is a roughly 2 hectares (5 acres) existing salt pond. Existing water depths are favourable at this location; however, it is anticipated that dredging will be required to create an entrance channel and outer mooring basin.

The conceptual site plan for Blowing Point, utilizes the observed natural wave break that is present due to the existing reef formation, as well as the inland salt pond. This location encompasses a much smaller footprint when compared to Sandy Ground; however, it introduces the idea of two large rubble mound breakwaters that will enhance the existing natural harbour and create a marine climate that is suitable for mooring Megayachts. The concept plan includes the creation of an outer mooring basin for Megayachts up to 91 meters (300 feet) and an inner marina basin that utilizes the existing salt pond. The inner basin would handle vessels up to 31 meters (100 feet) in length, in addition to a number of smaller slips ranging from 12 to 24 meters (40 to 80 feet) in length. Development of the uplands should also include the addition of a maritime museum to preserve, and celebrate the legendary captains, boat builders, regattas, and maritime heritage from Anguilla’s rich history.

BLOWING POINT SLIP COUNT & MOORING SUMMARY				
SLIP MIX		MED MOORING		
LENGTH	COUNT	LENGTH	COUNT	LF
40'	28	200'	11	2,200
60'	21	250'	6	1,500
80'	10	300'	5	1,500
100'	7	400'	2	800
TOTAL SLIPS	66			
BROADSIDE	600			
TOTAL LF	4,480	TOTAL LF		6,000

BLOWING POINT SLIP/MOORING SUMMARY

The chart to the left shows a summary of potential slip count / mooring for the Blowing Point site. A concept design is illustrated on the page to follow.

BLOWING POINT CONCEPT DESIGN



IV.3 RENDEZVOUS BAY

The proposed site at Rendezvous Bay is located approximately 1-mile northwest of the ferry terminal at Blowing Point. The site is situated along the southern shoreline of the island in a somewhat naturally sheltered location where a beach extends for roughly over 1 mile to the west. A small land spit separates the waters of Rendezvous Bay from an irregular shaped salt pond that is approximately 24 hectares (60 acres) in size. The existing water depths in Rendezvous Bay are the most favorable amongst all of the selected sites, although it's anticipated that dredging will be necessary to create a navigable entrance channel for Megayacht vessels.

The conceptual site plan suggests the implementation of an entrance channel on the eastern end of the beach that connects to the salt pond. The vision at this site is for the salt pond to be dredged to create space for a Megayacht marina facility. Two entrance breakwaters are shown on either side of the entrance channel to create a sheltered egress route and would also serve as a protection measure to keep the marina basin climate at a suitable state. An area just east of the existing salt pond is shown as additional marina space that would require excavation/dredging to create. The conceptual plan for this site shows the greatest mooring capabilities of any of the selected sites with the ability to facilitate a large number of Megayacht vessels in addition to smaller vessels in the 12 to 31- meter (40 to 100 foot) range.

RENDEZVOUS BAY SLIP COUNT & MOORING SUMMARY				
SLIP MIX		MED MOORING		
LENGTH	COUNT	LENGTH	COUNT	LF
40'	39	150'	16	2,400
60'	18	200'	20	4,000
80'	27	250'	12	3,000
100'	9	300'	10	3,000
TOTAL SLIPS	93	400'	6	2,400
BROADSIDE	620			
TOTAL LF	6,320	TOTAL LF		14800

RENDEZVOUS BAY SLIP/MOORING SUMMARY

The chart to the left shows a summary of potential slip count / mooring for the Rendezvous Bay site. A concept design is illustrated on the page to follow.



RENDEZVOUZ BAY
CONCEPT DESIGN

IV.4 LITTLE HARBOUR

Little Harbour is located approximately 3 kilometers (2 miles) northeast of the ferry terminals along the southern shoreline of Anguilla. The site encompasses a unique cove that is naturally sheltered by a long narrow reef that extends southwest from the site. The existing protected cove area is approximately 6.5 hectares (16 acres) in size and has water depths at roughly 1.8 meters (6 feet). Due north is a low area that appears to be a drainage outlet into the sea. Surrounding the water body to the east and west exists several high-end villas. Navigation into the site is limited due to the reef formation and adjacent land mass that restricts the access width to approximately 137 meters (450 feet). Several other reef/rock formations that were observed along the substrate currently pose a hazard to navigation, even for small vessels [less than 12 meters (40 feet)]; therefore, dredging would be necessary to create an entrance channel for Megayacht vessels.

Although existing access to this site is limited, the natural reef break could serve as a potentially useful feature in creating a marina facility. The concept plan shows a rubble mound breakwater that extends eastward from the existing shoreline to better protect the suggested marina basin. Due to the smaller footprint of the existing site, this location would not be suitable for large Megayachts [over 61 meters (200 feet)] in length. An outer basin would facilitate vessels ranging from 18 to 61 meters (60 to 200 feet) in length, and the inner basin would be primarily for smaller boats less than 24 meters (80 feet). The inner basin shown would require excavation of the low area to the north. Please note that significant additional acreage may be available for upland development and/or expansion of the marina basin. Please see page 63 for a (draft) conceptual site plan for the Little Harbour site.

LITTLE HARBOUR SLIP COUNT & MOORING SUMMARY				
SLIP MIX		MED MOORING		
LENGTH	COUNT	LENGTH	COUNT	LF
40'	14	150"	5	750
60'	51	200"	10	2,000
80"	10			
TOTAL SLIPS	75			
BROADSIDE	980			
TOTAL LF	5,400	TOTAL LF		2,750

LITTLE HARBOUR SLIP/MOORING SUMMARY

The chart to the left shows a summary of potential slip count / mooring for the Little Harbour site. A concept design is illustrated on the page to follow.

LITTLE HARBOUR CONCEPT DESIGN



IV.5 SCRUB ISLAND

Situated northeast of Anguilla's main island lies Scrub Island, which is approximately 8 square kilometers (3 square miles) of virtually undeveloped land. The island is primarily covered with small trees, scrub vegetation, and exposed limestone bluffs. Remains of a former/motel resort can be found on the eastern part of the island and former airstrip is centrally located on the island. Tidal pools make up a large portion of the easternmost shoreline where an adjacent inland salt pond is also situated. Although most of the island's shoreline is exposed rock outcropping, beaches can be found on the island's western and southern shoreline. One other salt pond was observed adjacent to the approximately 0.4-mile-long beach along the western shoreline. Creating easier access to Scrub Island would allow visitors to explore the remote island's natural features, while adequately securing vessels at a location other than the beach or mooring offshore. Further development on Scrub Island would influence the demand potential for a Megayacht facility at this location. Proper development of Scrub Island, which is reflected in our dual-location plan, will add significantly to the Megayacht tourism potential for Anguilla as a whole. Scrub Island provides a unique and appealing opportunity for the mega-rich to have a private location within the Anguilla archipelago that provides a private and exclusive getaway. Megayacht owners are constantly looking for unique travel opportunities to exotic places and Scrub Island provides that. The development of a high-quality marina/resort hub on Scrub Island will create an exclusive playground for wealthy global travellers.

The conceptual plan that was developed for Scrub Island shows a marina facility located at both the western and southern shoreline locations to emphasize the versatility that this site has to offer. At the southern marina location, two very large breakwaters are shown to combat the anticipated extreme wind and wave energies from the south easterly direction. Within the inner breakwater is a small 20 slip facility that would provide docking for vessels up to 18 meters (60 feet) in length. Due to the fact that there is no existing power supply on the island, renewable energy options should be evaluated. The existing depths are anticipated to be sufficient for the intended design vessel, which results in no estimated dredging costs. The estimated water depths at this location are adequate for vessel navigation; however, the water depths may render the required breakwaters cost prohibitive.

At the western marina site, it is proposed that the existing salt pond is dredged for a marina basin with an adjacent entrance channel. The proposed entrance channel meanders approximately 610 meters (2000 feet) from the southern limit of the beach area to the marina basin. To combat wind and wave energies from the west and north west, two entrance breakwaters are suggested, with an additional detached breakwater to prevent wave action from entering the channel. A large circulation pipe has been implemented into the concept as a water quality measure to flush the proposed basin. Due to the existing topography of the land and salt pond, it is anticipated that a large amount of excavation will be required to fulfil the concept plan. Observed existing depths at entrance channel location are understood to be adequate, although minor dredging is anticipated to be necessary.



SCRUB ISLAND WEST SLIP COUNT & MOORING SUMMARY				
SLIP MIX		MED MOORING		
LENGTH	COUNT	LENGTH	COUNT	LF
60'	10	150'	10	1,500
80'	10	200'	6	1,200
100'	8	250'	4	1,000
TOTAL SLIPS	28			
TOTAL LF	2,200	TOTAL LF		3,700

SCRUB ISLAND WEST SLIP/MOORING SUMMARY

The chart to the left shows a summary of potential slip count / mooring for the Scrub Island West site. A concept design is illustrated above.



SCRUB ISLAND SLIP COUNT & MOORING SUMMARY	
SLIP MIX	
LENGTH	COUNT
60'	20
TOTAL SLIPS	20
TOTAL LF	1,200

SCRUB ISLAND SOUTH SLIP/MOORING SUMMARY

The chart to the left shows a summary of potential slip count / mooring for the Scrub Island South site. A concept design is illustrated above and on the following page.

SCRUB ISLAND CONCEPT
DESIGN



Tentative Anguilla Marina Project Schedule

Task	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		
Anguilla Marina Development Strategy	[Orange shaded cells]																																			
Finalize RFP and Post on GoA Website/Distribute to Investors/Developers	[Yellow]																																			
Submit RFP to Interested Parties	[Yellow]	[Yellow]																																		
Proposal Due Date 5/6/2019 3:00pm			[Yellow]																																	
Interviews of Shortlisted Developers 5/14/2019			[Yellow]																																	
Edgewater Meeting with Investor/Developers	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]																							
Site Visit and Detailed Feasibility Review with Interested Parties	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]																							
Execute Exclusive LOI with Selected Investor/Developer - 5/28/19			[Yellow]																																	
Investor/Developer Due Diligence Period - 5/28/19 - 8/30/19			[Yellow]	[Yellow]	[Yellow]	[Yellow]																														
Execute Definitive Agreement with GoA and Property Owner(s)				[Yellow]	[Yellow]	[Yellow]																														
Closing/Ground Breaking - 9/3/19						[Yellow]																														
Final Planning/Engineering/Entitlements							[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]
Construction										[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]	[Yellow]
Open Phase I																												[Yellow]								