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DEPARTAMENTO DE DESARROLLO
ECONÓMICO Y COMERCIO
DDEC



REQUEST FOR INTEREST (RFI)

OPPORTUNITY FOR DEVELOPMENT OF PROPERTY FOR INDUSTRIAL OPERATIONS PURPOSES

ISSUED BY THE DEPARTMENT OF ECONOMIC DEVELOPMENT AND COMMERCE (DDEC)

DDEC- RFI-2022-001

INITIAL RFI ISSUED: OCTOBER 26, 2022

RESPONSE DEADLINE: DECEMBER 9, 2022, AT 3:00 PM AST

**Responses shall be submitted before the deadline to
electronic mail:**

rfiterrenozona61@ddec.pr.gov

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REQUEST FOR INTEREST (RFI)

OPPORTUNITY FOR DEVELOPMENT OF PROPERTY FOR INDUSTRIAL OPERATIONS PURPOSES

1. INTRODUCTION

The Department of Economic Development and Commerce (DEDC) was created by the *Department of Economic Development and Commerce Reorganization Plan of 1994*, Plan No. 4 of June 22, 1994, as amended, and pursuant to the *Department of Economic Development and Commerce Reorganization Plan Implementation Act of 2018*, Act No. 141 of July 11, 2018. DEDC is responsible for implementing and supervising the execution of Puerto Rico's public policy for economic development in the different business sectors, as well as promoting the academic, professional, social, and entrepreneurial training and development of the country's citizens.

This Request for Interest (the "RFI") is being issued to attract interested business owners or companies who share a common vision and innovative ideas for the development of a parcel of land, which should be oriented to industrial operation, due to its location and the overall purpose of fulfilling DEDC's development vision.

The information gathered through this RFI process will assist DEDC in determining the appropriate next steps to advance such purposes. It should be noted that this RFI is not a Request for Proposals ("RFP") or any other competitive solicitation. This RFI does not commit the DEDC to the awarding a contract, nor to pay any costs incurred by Respondents in the preparation and submission of Responses. **DEDC, at all times, reserves the right to execute a contract, modify or otherwise amend this RFI, or initiate any other procurement process, if deemed necessary. The decision on next steps will be at the sole discretion of DEDC.**

2. PURPOSE AND BACKGROUND

DEDC is issuing this RFI to request Responses and development ideas from those Respondents interested in leasing and developing a parcel of land located in the Municipality of Guaynabo, owned by DEDC, formally known as "Zone 61" (the "Property"), by executing a Ground Lease and Development Agreement or a Joint Venture. The potential business model and contract to be executed will be evaluated at a later stage.

DEDC seeks primarily to maximize the industrial potential of the Property. Accordingly, the purpose of this RFI is to solicit Responses from individuals or firms interested in participating in the development of the Property, in accordance with the criteria set forth below.

3. GENERAL INFORMATION FOR RESPONDENTS

A. TECHNICAL INFORMATION, INFRASTRUCTURE NEEDS AND PRINCIPAL OBJECTIVES

The land is located in the industrial zone of the Municipality of Guaynabo, Puerto Rico, and has a land area of 58,956 square meters, equivalent to 15 acres, approximately.

For a depiction and further description of the Property see **Attachment A**. The area available for development is the area identified in the drawing as buildings 8 and 14, at the rear of the International Mercantile Center. For clarification purposes, the depicted buildings have not been constructed, and were only part of a projected development opportunity that was not completed.

The main uses that DEDC foresees for the development of the Property are the following:

- a. Development of facilities for the sterilization of medical equipment.
- b. Installation of temperature-controlled warehouses for handling and distribution of refrigerated products.
- c. Pharmaceuticals industry.
- d. Agricultural biotechnology industry.
- e. Medical device manufacturing.

DEDC is open to consider other uses that are related to the purposes described herein.

B. RFI COORDINATOR

The RFI Coordinator will be the point of contact with DEDC for the submission of Responses and any questions that may arise related to the information in the RFI. The RFI Coordinator email address is as follows:

Name: Myra Díaz, Esq.
Email Address: **rfiterrenoszona61@ddec.pr.gov**

The DEDC will not respond to any communication other than through the RFI Coordinator.

C. SITE VISIT

At the request of the Respondents, DEDC may allow site visits for purposes of providing an overview of the Property, and in order for them to submit more detailed Responses according to the needs and uses contemplated by DEDC. Respondents interested in a site visit should coordinate through the RFI Coordinator's email, on the dates established in **Attachment B**.

D. SUBMISSION OF QUESTIONS

Written questions may be submitted in advance to the RFI Coordinator, on or before the date set forth in **Attachment B**. DEDC reserves the right to individually answer or make available to Respondents all or some of the questions and answers discussed. In the event DEDC determines to make any such questions and answers available, they will be published on or before the estimated date as set forth in **Attachment B**.

Any oral responses given during the site visit(s) that are not provided in writing will be considered unofficial and will not bind DEDC in any manner whatsoever.

E. RESPONSE REQUIREMENTS

The DEDC has the intent to offer this opportunity to interested parties who can demonstrate the necessary financial and management capabilities necessary to develop the Property in accordance with the uses described above. The DEDC will decide if a Respondent has the required qualifications needed in order to implement the idea submitted.

The DEDC would appreciate receiving written Responses from any interested party, describing in detail the following information regarding the opportunity described above:

1. Company Information

- a. Name, address, telephones, and emails.
- b. Size of business.
- c. Average annual revenue for the past five (5) years.
- d. Number of employees
- e. Affiliate information, including but not limited to parent company, joint venture partners and potential teaming partners.
- f. If the Respondent is a corporation, partnership, LLP, LLC, etc., identify the state where the Respondent is organized. Otherwise, if the Respondent is an individual, identify the place where the Respondent is domiciled.

2. Capabilities

- a. Provide evidence that the Respondent has experience in the proposed business and proposed operation and is able to demonstrate progressive quality management of similar types of projects over the past ten (10) years.
- b. Include an estimate of the number of employees and hours of operation for the proposed business.

3. Conceptual: Describe in detail the proposed business concept or operation and how it will fit into DEDC's development plans. Respondents should also provide preliminary drawings, sections, and diagrams in sufficient detail showing how Respondent plans to develop the Property.
 - Conceptual Development Plan.
 - Space drawings showing the proposed uses, layouts, and operation.
 - Proposed integration with the area's industrial zone.
 - Potential operational development schedule (phasing if applicable).
 - Description of employee qualifications to meet development objectives and type of operation.
 - Any other relevant information related to the proposed uses of the Property.

4. Project Financing/ Economic Component: Respondents must provide a financial/economic model providing the estimated costs of the proposed operation. Due to the type of contracting that DEDC expects to execute eventually, it is strongly recommended to include in such model an economic profit share of the operations, in favor of DEDC, as well as a possible lease payment component. Alternatively, DEDC is strongly interested in the possibility of a Joint Venture structure.

F. SUBMISSION REQUIREMENTS

The information requested is for preliminary planning purposes only and does not constitute an obligation for DEDC to enter into a contractual agreement. Nor does it constitute a commitment, implied or otherwise, that DEDC will issue an RFP in the future. DEDC will not be responsible for any costs incurred by Respondents in providing this information.

Responses from interested parties should not exceed fifteen (15) pages (8-1/2" x 11"). Information must be complete and detailed. No general brochures or generic information will be considered. Parties interested in this RFI are invited to submit their Responses by, **December 9, 2022 at 3:00pm AST.**

Documents should be emailed to rfiterrenoszona61@ddec.pr.gov. The information submitted must be complete, as DEDC does not anticipate requesting clarification of the information provided, nor will the Government of Puerto Rico contact Respondents for clarification of information. It should be noted that telephone calls or facsimiles will not be accepted and only Responses received by email within the period provided will be considered. **Since this process is an announcement for the search of information or sources of ideas, no evaluation letter will be sent to any Respondent.**

G. OTHER INFORMATION

- If the Respondent has contracted with the Government during the past three (3) years, indicate the name of the government instrumentality, the contract number and project description and/or any other information available to identify the contract.
- If the Respondent has ever had a contract terminated for default within the last three (3) years, describe the incident of termination due to default, and sufficient details to identify the terminated contract.
- If the Response to the previous question is in the affirmative, submit a full disclosure of the terms for such default, including the other party's name, address, and phone number, and briefly express the Respondent's position on the matter.

H. NO OBLIGATION TO CONTRACT

This RFI does not bind the Government or the DEDC to execute a contract. No obligations hereunder may be enforced against the Government or the DEDC, nor does it constitute a competitive solicitation.

DEDC, always, reserves the right to execute a contract, modify, or otherwise amend this RFI, or initiate any other process, if deemed necessary.

I. FULL ACCEPTANCE OF TERMS AND CONDITIONS

By submitting a Response to this RFI, a Respondent agrees to follow and accept the procedures, terms, conditions, and instructions set forth herein.

J. PROPRIETARY INFORMATION/ PUBLIC DISCLOSURE

In general, Responses will not be considered confidential. DEDC reserves the right to use Responses to structure future bids; therefore, it is suggested that Respondents do not provide any confidential or proprietary information in their Response. **If any confidential or proprietary information is provided, the Respondent should identify it in its Response.**

DEDC reserves the right to make public the names, addresses and points of contact of all Respondents, unless a Respondent specifically requests that this not be done. This information may be provided on the future website **WWW.DDEC.PR GOV** Interested parties are responsible for consulting this website for further information and updates on the process.

K. RESPONSE DEADLINE

Interested parties are requested to submit their Responses via electronic mail to the following address (RFI Coordinator):

Email: **rfiterrenoszona61@ddec.pr.gov**

Attachment A

Attachment B

DDEC- RFI-2022-001

Milestone	Date*
Publication of the Request for Interest (RFI)	October 26, 2022
Period for Site Visits	From: November 7, 2022
	To: November 9, 2022
Last date for Respondents to submit questions to the DEDC regarding the RFI.	November 16, 2022
Estimated date for the publication of Responses to questions (at DEDC's sole discretion)	November 30, 2022
Responses to the RFI due.	December 9, 2022

****DEDIC reserves the right to amend or revise this Schedule. It is the responsibility of Respondents to periodically review the DEDC website DDEC.PR.GOV updates to this RFI.**