



Christian Health Association of Lesotho

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REQUEST FOR PROPOSALS – DEVELOPMENT OF CHAL SITE

1. INTRODUCTION

The Christian Health Association of Lesotho (CHAL) is a voluntary organization of six (6) member churches, namely the Roman Catholic Church (RCC), Lesotho Evangelical Church in Southern Africa (LECSA), Church of the Bible Covenant (CBC), Assemblies of God (AOG), Seventh Day Adventist Church (SDA), and Anglican Church in Lesotho (ACL). The Association was registered in Lesotho in 1974 under the Societies Act. CHAL facilities include eight (8) Hospitals, four (4) Schools of Nursing and seventy-one (71) Health Centres. It provides about 40% of healthcare services to the population of Lesotho, focusing mainly in the rural and peri-urban areas of the country.

CHAL owns a site at prime area in the Central Business District of Maseru situated along Orpen Road and wishes to develop through a suitable model that will be proposed by potential property developers as per details in this RFP.

2. INVITATION FOR PROPOSALS

2.1 The Christian Health Association of Lesotho (CHAL) hereby invites potential property developer to carry out a thorough analysis with a view to advice CHAL on the various development options/frameworks available for CHAL that will meet the following objectives:

- Accommodate CHAL Secretariat Office needs as described in section 6.1 below.
- Generate income for CHAL as a pathway towards sustainability.

2.2 The building should house CHAL Secretariat Offices while the rest of the building shall be available for commercial use as proposed by the

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developer. The developer should conduct a cost-benefit analysis of the various options and advise CHAL on the most plausible and feasible mindful of the need for CHAL to raise income as soon as the project is concluded, and occupancy is realised.

2.3 Specifically, the property developer shall carryout the following:

- 2.3.1 Carry out a site visit to the CHAL site to establish its viability for purposes of development.
- 2.3.2 Explore available options (project ideas) that would be at the disposal of CHAL with a view to carrying out a cost-benefit analysis of each option and propose the most plausible/beneficial option.
- 2.3.3 Carry out a feasibility analysis of the most cost-effective funding model for the project.
- 2.3.4 Carry out market research to establish prospective tenancy/usage (income generation Model) and advise CHAL on the most beneficial and quickest rate of return.
- 2.3.5 Advertise for prospective tenants for the attainment of the needed threshold for the project to be viable.
- 2.3.6 Use own leverage to raise capital for the development of the site.
- 2.3.7 Be available to pitch the property development idea together with financing and income generation framework to CHAL Leadership
- 2.3.8 Upon approval of development/project idea, develop and implement detailed project plan for the development of the CHAL site in particular undertaking the following tasks.
 - 2.3.8.1 Carry out detailed design of the proposed CHAL building and ancillary surrounding works.
 - 2.3.8.2 Development of bidding documents for construction of agreed development idea
 - 2.3.8.3 Carryout all due diligence and conform to the necessary compliance related issues pertaining to the project.

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- 2.3.8.4 Manage the sourcing of bids for the construction works as well as related ancillary works.
- 2.3.8.5 Manage the construction phase of the project up to completion.
- 2.3.9 Upon completion and submit all design and related documents to CHAL for safe keeping.
- 2.3.10 Manage the CHAL building on behalf of CHAL for a period that will be agreeable with CHAL as per the proposal.

3. WHO MAY RESPOND

Any company (or joint venture) with extensive property and/or estate development experience spanning up to ten (10) years. Developers should have implemented property development projects of a magnitude of M100 million or above. Developers will be required to demonstrate that they have the financial capacity to implement their proposal. In the case of a joint venture, respondents are at liberty to develop parts of the building as per their contract.

4. DEVELOPMENT PROPOSAL FORMAT

4.1 Proposal Format

4.1.1 Cover Letter

State your understanding of the objectives of the project, your approach to meeting those objectives, and a summary of your proposed program.

4.2 Detailed Proposal

As per the specific tasks in 2.3 above the developer shall clearly detail the following in the proposal:

- 4.2.1 A Report detailing the analysis of the various options available to CHAL for the development of the site.
- 4.2.2 A Cost-benefit analysis report of the options available to CHAL
- 4.2.3 A Conceptual site plan and elevation drawings.

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4.2.4 Program Description including number of units, tenure, number of offices, square meters, and pricing levels.

4.2.5 Project Budget including both the proposed Uses and Sources of funds.

4.2.6 Proposed model which will generate income for CHAL, including projected cash flows.

4.2.7 Project timeline including key dates such as necessary entitlements, financial closings and construction benchmarks.

4.2.8 Building management framework upon tenancy occupancy.

4.3 Evidence of Financial Capacity

Include evidence of financial capacity for the project team. This should include the following:

- a) Statement of financial position
- b) Copies of tax clearance certificate and traders' licence, both certified at source.
- c) Copy of a bank or brokerage statement for company or principals/ commitment letter or line of credit from a lender.

4.3 Project Organization and Staffing

Summarize the qualifications of key personnel assigned to this project. Include recent experience that is directly applicable to this project, a project organizational chart and curriculum vitae (CVs) of the personnel assigned to the project. Also include information about any project partners that will have more than 20% stake in the development. Please identify the entire development team, including general contractor and architect.

4.3.1 Required Project Key Personnel

Here below are the required project key personnel to be proposed by the Developer together with their minimum qualification:

- a) *Development Project Manager and Team Leader* – Master's Degree in property development, construction engineering or similar qualification plus 10 years of property development work of

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equitable magnitude. Project Management qualification and experience will be an added advantage.

- b) *Project Engineer* – Master’s Degree in construction engineering or similar qualification plus 10 years’ experience in projects of similar of higher magnitude
- c) *Structural Engineer* – Degree in construction engineering or similar qualification plus 10 years in projects of similar magnitude of higher.
- d) *Architect/Architectural Engineer* – Degree in Architectural Engineering of similar qualification plus 10 years’ experience in the design and implementation of similar projects
- e) *Electrical Engineer* – Degree in Electrical Engineering plus 5 years’ experience in projects of similar or higher magnitude.
- f) *Mechanical Engineer* – Degree in Mechanical Engineering plus 5 years in projects of similar magnitude or higher

4.4 Related Experience

The proposal should clearly outline and in a detailed manner the list of similar projects carried out in the last 10 years.

5 SITE DESCRIPTION

5.1 Legal Ownership

The site is legally owned by CHAL and is registered under number 12284-673 granted by the Land Administration Authority (LAA). A lease under the same number has been obtained and is valid until 1st March 2073.

5.2 Site Details

The site is situated along Orpen road opposite the Roman Catholic Archbishop’s residence in Old Europa in the Maseru Urban Area and sits on a 68m x 60m plot (approximately 4000 square meters).

6 THE PROPOSED DEVELOPMENT PROJECT

6.1 CHAL Secretariat Offices

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Space must be reserved for the offices of CHAL Secretariat at the top floor of the building which must at least have the following:

- i. 1 x Executive Director office
- ii. 1 x Deputy Executive Director office
- iii. 5 x Senior management offices
- iv. 7 x Middle management offices
- v. Offices for up to four officers
- vi. 1 x reception cubicle
- vii. 1 x 35 seater meeting rooms
- viii. 1 x 50 - 60 seater conference room
- ix. 1 x IT room (4m²)
- x. 2 x storerooms (12m² each)
- xi. 1 x archives room (6m²)
- xii. 1x generator room
- xiii. Water tank at the top of the building
- xiv. 1 x workshop (6m²)
- xv. Kitchenette
- xvi. Bathrooms (staff toilets)

6.2 Remaining part of the building

The bulk part of the building shall be for commercial purpose for CHAL income generation. The developer is invited to identify a development model that will yield high returns and be appropriate for the location of the site.

6.1 Parking Area & Guard house

Parking should be provided for CHAL staff, tenants and visitors. A perimeter wall and/or a smart fence with a guard house at the entrance should also be provided.

7 IMPACT ON ENVIRONMENT AND RELATED ISSUES

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The prospective contractor/developer should in his/her submission incorporate environmental and social considerations, including prevention of negative impacts, health and safety concerns and proposed methods for coordinating design and construction work with concurrent environmental management plan.

THE FINANCIAL MODEL

It is expected that the prospective contractor/developer will present his/her financial models for the financial decision making of the project.

8 CONSTRUCTION PERIOD

The prospective contractor/developer should in his/her submission include the construction period envisaged for the project.

9 REGULATORY REQUIREMENTS

It is expected that the prospective contractor/developer will acquire all relevant documentation from regulatory authorities.

10 QUESTIONS AND CLARIFICATIONS

The time for questions and request for clarifications shall be open for a period of one month from the date of publication of this RFP and shall be addressed to:

Peko Tlalajoe (Mr.)

Senior Technical Officer

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NOTE: PROPOSALS MUST REACH CHAL SECRETARIAT OFFICES ON CONSTITUTION ROAD BY NO LATER THAN 12 NOON ON FRIDAY, 29TH SEPTEMBER 2023. PROSPECTIVE DEVELOPERS/CONTRACTORS WILL BE NOTIFIED BY E-MAIL ON THE DATES TO PRESENT THEIR PROPOSALS TO THE EXECUTIVE COMMITTEE & MANAGEMENT OF CHAL.