Phone: 99212050
Fax No. 99211805
E-Mail: info@sindhagri.gov.pk
www.sindhagri.gov.pk

No.19(67)SO(Dev.)/KKMP
GOVERNMENT OF SINDH
AGRICULTURE, SUPPLY & PRICES DEPARTMENT
Karachi, dated 17-04-2018

To,

The Director (CB)
Sindh Public Procurement Regulatory Authority (SPPRA)
Government of Sindh
Karachi.

SUBJECT: **HOISTING OF BIDDING DOCUMENTS i.e. REQUEST FOR PROPOSAL (RFP) & ADVERTISEMENT KHAIRPUR WHOLESALE DATES MARKET PROJECT UNDER PUBLIC PRIVATE PARTNERSHIP (PPP) MODE THROUGH INTERNATIONAL COMPETITIVE BIDDING.**

I am directed to enclose herewith a hard copy and softcopy (CD) containing below given documents:

i. NIT
ii. Advertisement copy (Daily Dawn Newspaper, Daily Business Recorder, Daily Kawish and Daily Express Newspaper on 14th April 2018). Copy of Daily Gulf News Dubai will be provided to SPPRA in next couple of days.
iii. Notification of Technical and Financial Evaluation Committee.
iv. Bidding documents i-e Request for Proposal (RFP) and Draft concession Agreement.
v. Procurement Plan for PPP projects of Agriculture, Supply & Prices Department.
vi. Summary approval for subject project.

2. It is hereby requested to kindly hoist/upload above documents on SPPRA website for captioned subject at your earliest.

SECTION OFFICER (DEV)

Cc to :

- Project Director, Khairpur Khajoor Mandi Project,Khairpur.
- Director, Public Private Partnership Unit, Finance Department
- P.S to Secretary, Agriculture, Supply & Prices Department

8180
17-04-2018

5560

No. 19(67)SO(Dev.)/2017/KKMP
GOVERNMENT OF SINDH
AGRICULTURE, SUPPLY &
PRICES DEPARTMENT
Karachi, dated 06-04-2018

Phone: 99211806
Fax No. 99211805
E-Mail: info@sindhagri.gov.pk
www.sindhagri.gov.pk

To,

The Director,
(PPP) Unit,
Finance Department,
Government of Sindh,
Karachi.

SUBJECT:- **RE-LAUNCH OF INVESTOR SOLICITATION FOR KHAIRPUR WHOLESALE DATES MARKET PROJECT UNDER PUBLIC PRIVATE PARTNERSHIP (PPP) MODE.**

I am directed to enclose herewith a copy of Summary duly approved by Honorable Chief Minister, Sindh on the subject noted above for further necessary action.

SECTION OFFICER (DEV:)

INWARD NO. 2444 06-04-18
PRIVATE PARTNERSHIP UNIT
FINANCE DEPARTMENT
GOVERNMENT OF SINDH

C.c. to:-

- The Director General, Agriculture Extension Sindh, Hyderabad for information.
- P.S. to Secretary Agriculture, Supply & Prices Department, Govt. of Sindh, Karachi.

No:19(67)SO(DEV)/2017(KKMP)
GOVERNMENT OF SINDH
AGRICULTURE, SUPPLY & PRICES DEPARTMENT

11429
28/3/18

SUMMARY FOR CHIEF MINISTER SINDH

SUBJECT: RE-LAUNCH OF INVESTOR SOLICITATION FOR KHAIRPUR WHOLESALE DATES MARKET PROJECT UNDER PUBLIC PRIVATE PARTNERSHIP (PPP) MODE

Khairpur with annual production of around 250,000 metric tons is the single largest Date producing district in Pakistan. In addition to the local production, dates produced in other major production centers of the country like Turbat & Panjgoor in Baluchistan and Dhakki in Khyber Pakhtunkhwa are also brought to Khairpur and adjoining District Sukkur for selling purposes. Such large volumes warrant efficient infrastructure to cater to the trading and other logistical needs of producers and traders.

2. Wholesale market is the most important link in the supply chain of any agricultural produce. Hitherto, poor logistics and infrastructure facilities in Khairpur with respect to wholesaling of Dates have seriously restricted development of this extremely high potential crop. The existing Date wholesale market of Khairpur is incapable of supporting the large trade volumes taking place during peak season as the current physical structure has serious flaws in its design, size and location. There are multiple regulatory as well as operational limitations that restrict up-gradation of the existing market.

3. In view of the above background, Agriculture Department is desirous of shifting the Date wholesale market to a new location having facilities of international standards. The Project Development Facility (PDF) funding for the project was approved by the PPP Policy Board in its 6th meeting on September 24, 2011 (minutes attached at **Annexure-A**). Subsequently, the Advisory Consortium consisting of EA Consulting (Private) Limited; FARMWELL (Private) Limited; and Akhund Forbes (Corporate and Commercial Law Firm) were engaged. Subsequent to the development of the feasibility study, the Project was approved by the PPP Policy Board for investor solicitation on November 27, 2012(minutes attached at **Annexure-B**).

4. Accordingly, upon finalization of financial model, project structure, acquisition of project land, bidding documents and negotiations with the commission agents of existing wholesale market at Khairpur, the Technical & Financial Committee (TFEC) for the Project approved the launch of the bidding documents on May 1, 2014. The deadline to submit the first stage technical proposal was August 19, 2014. During the same time, the Anaj Mandi comprising of approximately 60 acres was inaugurated by commission agents in Khairpur. The inauguration of the competing mandi meant that the Government of Sindh may not be able to honour certain obligations undertaken in the bidding documents. Resultantly, the bidders withdrawn from the bidding process.

5. With the passage of time the Project has attracted renewed interests from investors which led the Agriculture Department to conduct "Revised Need & Demand Analysis" study in December 2017 for the Project from transaction advisors which revealed that the need as well as demand for a proper wholesale market continued to exist. The revised study is attached at **Annexure-C**. The Agriculture, Supply & Prices Department is all set to re-launch this project for investor solicitation under PPP mode to engage private partner for implementation.

6. In view of above, the Honorable Chief Minister Sindh is requested to allow Agriculture, Supply & Prices Department to undertake the Khairpur Wholesale Dates Market Project under PPP modality for investor / developer solicitation through open competitive bidding process pursuant to SPPRA Rules.

7. The Honorable Chief Minister Sindh / Chairman PPP Policy Board may kindly like to issue appropriate orders please.

27.2.18

(SAJID JAMAL ABRO)
SECRETARY TO GOVT. OF SINDH

MINISTER, AGRICULTURE, SUPPLY & PRICES DEPARTMENT 8.3.18

CHAIRMAN, P&D BOARD

SECRETARY, FINANCE DEPARTMENT

CHIEF SECRETARY, SINDH

DS/Chairman, P&DB/Sum/M
Inward # 122 Dated 9.3.18
Outward # _____ Dated _____

DS(Staff)/Minister Agriculture/
Diary No. INW. 53
Dated: 28-02-2018

PS SECRETARY NO. 412
Dated 28-02-2018

GOVERNMENT OF SINDH
PLANNING & DEVELOPMENT DEPARTMENT

SUBJECT: RE-LAUNCH OF INVESTOR SOLICITATION FOR KHAIRPUR WHOLESALE DATES MARKET PROJECT UNDER PUBLIC PRIVATE PARTNERSHIP (PPP) MODE

9. Initially the Project Development Facility (PDF) funding for the said project was approved by the 6th PPP Policy Board meeting held in September 2011. Upon finalization of the financial model by Technical & Financial Evaluation Committee (TFEC), the bidding process was launched in May 2014, but during this process, another Mandi i.e. Anaaj Mandi was launched at 60 acres land by the commission agents in Khairpur. Therefore, Government of Sindh could not meet certain bidding obligations under PPP mode, as a result prospective bidders withdrew from the bidding process.

10. Now, after the passage of time, Agriculture Department has felt that this project has invited interest from the prospective investors on the basis of "Revised Need & Demand Analysis" conducted by Agriculture Department in December, 2017 and has requested to re-launch this project for investor solicitation under PPP mode to engage private partners for its implementation.

11. In view of above, the proposal of Agriculture Department at para-6 above is supported.

(Muhammad Waseem) 24/3/18
Chairman
Planning & Development Board

12. **MINISTER, P&D**

para 6 supported.

27/3/18.

13. **SECRETARY, FINANCE**

14. **CHIEF SECRETARY, SINDH**

15. **CHIEF MINISTER, SINDH**

P.T.O

No. PS/Chairman, P&DB/Sum/Note
Inward # ___ Dated
Outward # 120 Dated 27/3/18

Dy. No. PS/MIN/P&D/ 43
Dtd: in 26/3/18 out 27/3/18

PDF/PPP/DY NO 48 27-3-18
PUBLIC PRIVATE PARTNERSHIP UNIT
FINANCE DEPARTMENT
GOVERNMENT OF SINDH

Secretary Finance G.o.S Summary / Note
File No.
Dy. No. 6272 Inw. dt. 27/3 Out: dt:

82

13. The Khairpur Wholesale Dates Market Project ("the Project") was launched with an objective to relocate the existing wholesale facility for dates and other horticulture and grains products to a new location, the primary objective of the Project was to uplift the existing wholesale business, local growers and avoid the congestion in the city due to inflow of heavy traffic in the city area by developing a modern facility that is free from problematic issues such as faulty design, insufficient size and lack of common facilities.

14. In view of the above, the proposal of Agriculture Department at para-6 above is endorsed for approval

a. Jahangir 28/3/18
(ASIF JAHANGIR)
ACTING FINANCE SECRETARY

Secretary Finance G.o.S Summary / Note
File No. 24800 No 48/2018
Dy. No. 4277 Inw. dt 27/3 Out dt 28/3/18

15. CHIEF SECRETARY, SINDH

28/3/18

440
03-04-2018

16. CHIEF MINISTER, SINDH

Para 6 is approved. It needs to be brought to PPP Policy Board, the may please be done.

30/3/18

CS

2/4/18

Secy Agriculture.

PS TO CS DNO. 1774
18
DATED 28/3/18

Pl. P.U.
3/4

AS (T)
DS (T)

Urgent

3/4
S.O (Dev)

HOUSE
31/3/18
DATED

11061

GOVERNMENT OF SINDH
SERVICES, GENERAL ADMINISTRATION & COORDINATION DEPARTMENT

NOTIFICATION

NO.SO(C-IV)/SGA&CD/4-14/12 : With the approval of Competent Authority the Government of Sindh is pleased to constitute Technical & Financial Evaluation Committee (TFEC) in pursuance of Rule 82(2) of Sindh Public Procurement Rules 2010, to select a private partner for implementation of Khairpur Khajoor Market Project (KKMP) in Public Private Partnership (PPP) mode. The TFEC shall have following composition & TORs:-

1.	Additional Chief Secretary (Dev.), P&D Department, Government of Sindh.	Chairman
2.	Secretary, Agriculture Department, Government of Sindh	Member
3.	Secretary, Finance Department, Government of Sindh	Member
4.	Special Secretary (Tech), P&D Department, Government of Sindh	Member
5.	Project Director, KKMP, Agriculture Department, GoS, Khairpur.	Member/Secretary
6.	Director, PPP Unit, Finance Department, Government of Sindh.	Member
7.	Director-I, PPP Unit, Finance Department, Government of Sindh.	Member
8.	Deputy Commissioner, Khairpur.	Member
9.	Three Representatives (Technical, Architect and Legal) of Advisory Consortium working on the project.	Member
10.	Any co-opted member with permission of the chair.	Member

Terms of Reference;

i. The Committee shall oversee selection process of private partner (developer) for the project;
ii. The Committee may extend the date in respect of any activity of the project Timeline in accordance with the provisions of Sindh Public Procurement Rules, 2010;
iii. The Committee shall pre-qualify the bidders on the basis of Evaluation Criteria issued to them for issuance of bidding documents.
iv. The Committee shall review and approve the bidding documents such as Evaluation (selection) Criteria, Request for Proposal (RFP), Concession Agreement and Project Brief / Information Memorandum prepared by the Transaction Advisory Consortium for the purpose of issuing the same to the pre-qualified bidders, by the Procuring Agency, i.e. Agriculture Department.
v. The Committee may, hold pre-bid conference and contract negotiations with the pre-qualified bidders, and address query of the bidder leading to finalization of the RFP and draft Concession Agreement; or may constitute a sub-committee for this purpose;
vi. The Committee shall recommend the preferred bidder to the PPP Policy Board for issuance of Letter of Intent (LoI) by the procuring agency; and
vii. The Committee shall perform any other task assigned to it by the PPP Policy Board Sindh in the context of this project.
viii. The Committee shall also be responsible to close this deal with the due approvals required from PPP Policy Board until the Financial Close and subsequently finalize management contract regime to settle down areas not covered under Concession Agreement and to recommend variations or alterations in the CA if the project need so requires.
ix. **Quorum:** Sixty percent participation of the members including Secretary Finance shall constitute the quorum of the Committee.

CHIEF SECRETARY SINDH

NO.SO(C-IV)/SGA&CD/4-14/12 **Karachi, dated the 13th August, 2012.**

A copy is forwarded for information and necessary action to:-

- Additional Chief Secretary (Dev.), P&D Department, Govt. of Sindh.
- Additional Chief Secretary, Home Department, Government of Sindh.
- Secretary to Governor Sindh.
- Secretary to Chief Minister Sindh.
- Administrative Secretaries (all), Govt. of Sindh, Karachi.
- Chairman / Members of the Committee.
- Deputy Secretary (Staff) to Chief Secretary Sindh.
- P.S. to Secretary (I&C), SGA&CD.
- Master file.

Owais Nazir 13/8/12

(Owais Nazir Mughal)
SECTION OFFICER (C-IV)

ANNUAL PROCUREMENT PLAN (FOR PPP PROJECTS)

(Agriculture, Supply & Prices Department)

Financial Year 2017-18

Sr. No	Description of Procurement	Quantity (where applicable)	Estimated unit cost (where applicable)	Estimated total cost	Funds allocated	Source of funds (ADP/Non ADP)	Proposed procurement method	Timing of procurements				Remarks
								1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	
1	Investor/Developer Solicitation for Mango Processing Project	-	-	-	-	Viability Gap Fund (VGF)	ICB, Two Stage Bidding Procedure	-	-	-	-	The procurement process for investor solicitation has commenced from 2nd Qtr
2	Investor/Developer Solicitation for Larkana Fruit & Vegetable Mandi Project	-	-	-	-	Viability Gap Fund (VGF)	ICB, Two Stage Bidding Procedure	-	-	-	-	The feasibility study is under process by consultants for the project. In 4th quarter it is expected that the process for investor solicitation shall commence.
3	Consultant Solicitation for Solar Dehydration Plant for Dates Project	-	-	-	-	Project Development Facility (PDF)	NCB, Least Cost Selection Method	-	-	-	-	The Consultant solicitation has commenced in 3rd quarter.
4	Consultant Solicitation for Fish, Meat, Fruit & Vegetable Market Project	-	-	-	-	Project Development Facility (PDF)	NCB, Quality & Cost Based Selection Method	-	-	-	-	The Consultant solicitation would commence in 3rd quarter.
5	Investor/Developer Solicitation Khairpur Wholesale Dates Market Project	-	-	-	-	Viability Gap Fund (VGF)	ICB, Two Stage Bidding Procedure	-	-	-	-	The procurement process for investor solicitation shall commence in 4th Quarter