



## THE LARGE-SCALE ECOSYSTEM-BASED ADAPTATION IN THE GAMBIA: Developing A Climate-Resilient, Natural Resource-Based Economy

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Reference: EbA/EOI/CPPP/KTEL/2025/03

Procurement Method	<b>Request for Expression of Interest (REOI)</b>
Title of Assignment	<b>Call for Expressions of Interest for the Selection of a Concessionaire for the Kossemar Tenda Eco-Lodge</b>
Name of Project:	<b>The Large-scale Ecosystem-based Adaptation in The Gambia: developing a climate-resilient, natural resource-based economy (EbA Project)</b>
Project NO:	<b>FP011</b>
Funded by:	<b>Green Climate Fund (GCF)</b>
Accredited Agency:	<b>United Nations Environment Program (UNEP)</b>
Executing Agency:	<b>The Gambia Ministry of Environment, Climate Change and Natural Resources (MECCNAR)</b>
Name of Country:	<b>The Gambia</b>
Date	<b>15 April 2025</b>

## REQUEST FOR EXPRESSION OF INTEREST (REOI)

Date: 14 April, 2025

**Subject: Call for Expressions of Interest for the Selection the Selection of a Concessionaire for the Kossemar Tenda Eco-Lodge**

**Tracking Number: EbA/EOI/CPPP/KTEL/2025/03**

1. EbA now invites eligible and qualified investors to send their Expression of Interest for goods and/or services as described above.
2. The aim of this Expression of Interest is to identify and pre-qualify a "**shortlist**" of Investors capable to provide the goods and/or services who will be invited to participate in the bidding process in the upcoming tender.
3. Qualifications requirements are specified in the EOI Annex I – Instructions to Bidders.

**Pre-cleared by:**



**Alhagie M Touray**

Procurement Officer

14 April, 2025

**Approved by:**



**Dr Malanding S Jaiteh**

Project Manager

14 April, 2025

## Annex I – Instructions to Bidders

### 1) Registering as a Vendor with the GPPA and/or United Nations

Vendors interested in fulfilling the requirements described above must be registered with either GPPA and/or UN in order to be eligible to participate in any solicitation. Information on the registration process can be found at <http://gppa.gm> and/or <http://www.un.org/Depts/ptd..>

### 2) Prerequisites for Eligibility

In order to be eligible for registration, you must declare that:

A. Your company (both parent and/or subsidiaries, if applicable) is not on, or associated with a company or individual on The 1267 List website ([www.un.org/sc/committees/1267/consolist.shtml](http://www.un.org/sc/committees/1267/consolist.shtml)) and is not on the IIC Oil for Food List website ([www.iic-offp.org](http://www.iic-offp.org)).

B. Your company (both parent and/or subsidiaries, if applicable) is not currently removed, invalidated or suspended by the UN Headquarters, field missions or other UN organizations (including the World Bank and the GPPA) and is not under investigation by a government or UN Member State.

C. You have no outstanding bankruptcy, judgment or pending legal action that could impair operating as a going concern.

D. You currently do not employ, or anticipate employing, any person(s) who is or was recently employed by the EbA Project or UN (in accordance with ST/SGB/2006/15, post-employment restrictions ([www.un.org/depts/ptd/pdf/conduct\\_english.pdf](http://www.un.org/depts/ptd/pdf/conduct_english.pdf))).

E. Your subsidiaries, agents, intermediaries and principals agree to cooperate with the EbA Project and partners during any investigative processes undertaken by them, either before, during or after execution of a contract, including providing all required documents, company records, access to employees, officers and staff, as well as financial information.

For Registered Vendors: Vendors already registered must ensure that the information and documentation (e.g. financial statements, address, contact name, etc.) provided in connection with their registration are up to date.

**IMPORTANT NOTICE:** Any false, incomplete or defective vendor registration may result in the rejection of the application or cancellation of an already existing registration.

### 3) EOI Process

Vendors interested in participating in the planned solicitation process should:

A) Complete the Vendor Response Form of this EOI (see last page of this document).

B) Forward their expression of interest (EOI) to the Large-scale Ecosystem-based Adaptation Project (EbA) by the closing date set forth in this EOI.

EbA Project will endeavor to confirm receipt of EOIs. If you have not received confirmation of receipt of EOI after submission, please contact us to ensure that EOI is received.

Please note that no further details of the planned solicitation can be made available to the vendors prior to the issuance of the solicitation documents.

## **Annex II. Forms**

1. Request for Expression of Interest
2. Vendor Response Form

## REQUEST FOR EXPRESSION OF INTEREST (EOI)

Date: 14 April, 2025

### Call for Expressions of Interest for the Selection of a Concessionaire for the Kossemar Tenda Eco-Lodge

Tracking Number: EbA/EOI/CPPP/KTEL/2025/03

#### 1. Background

- This Call for Expression of Interest presents an exciting investment opportunity, for experienced investors and operators in the tourism industry, into a unique eco-tourism accommodation venture on the river Gambia. It is a unique community-public-private partnership opportunity supported by the EbA Project, Green Climate Fund, the Government of The Gambia and the United Nations Environmental Programme.
- Poverty and environmental degradation are resulting in intensely negative socio-economic effects in The Gambia. Climate variability and change are exacerbating these effects. Droughts and floods are, for example, increasingly severe, resulting in reduced agricultural production and unsustainable extraction of resources from forest ecosystems by rural households. To resolve the climate change problems facing rural Gambian communities, there is a need for a paradigm shift, from an economy caught in a vicious cycle of unsustainable natural resource management practices and climate-vulnerable subsistence livelihoods; towards a sustainable green economy based on climate-resilient livelihoods and rigorous, evidence-based management of natural resources.
- In cognizant thereof, The Gambia Government through the Ministry of Climate Change and Natural Resources (MECCAR) in partnership with the United Nations Environment Program (UNEP) have received \$20.5 million grant over 6 years from the Green Climate Fund (GCF) to implement a project entitled **The Large-scale Ecosystem-based Adaptation in The Gambia: developing a climate-resilient, natural resource-based economy (EbA Project)**. The proposed adaptation solution is the large-scale implementation of the Ecosystem-based Adaptation (EbA) approach in participation with vulnerable rural communities.
- The objective of the EbA project is to build the climate-resilience of rural Gambian communities and facilitate the development of a sustainable natural resource-based (green) economy by implementing large-scale EbA within and adjacent to agricultural areas, community-managed forest reserves and wildlife conservation areas. This entails the following project components:
  - restoring degraded forests and agricultural landscapes with climate-resilient plant species that provide goods for consumption or sale.
  - facilitating the establishment of commercially viable natural resource-based businesses to be managed by community-based organizations.
  - integrating EbA into the existing policies of the Gambia and promoting decentralization of natural resource management (including inter alia

community forests, forest reserves and conservation areas for integrating EbA into ongoing national, district, and village-level planning.

- As part of EbA Project preparation, a detailed technical feasibility study was conducted that identified and evaluated a list of at least eight potential Natural Resources/Agroforestry enterprises based on ecosystem goods and services generated by EbA's restoration efforts in degraded agricultural lands, community managed forest parks and protected areas. The respective strengths, weaknesses, opportunities and threats associated with each of these EbA-based businesses have been evaluated and this information provided a strong foundation for further analysis of the commercial viability of the proposed businesses. During the first year of project execution (2018), the EbA commissioned an economic study entitled, "[Analysis of the conditions for establishing financially viable natural resource-based businesses in the Gambia - Final Report \(2\).docx](#)," which conducted detailed economic and market assessments and estimated the commercial viability of the proposed businesses, including assessment of net returns, rate of return of investment, and lifetime returns on investment. The results of the study recommended the establishment and strengthening of the following forest/NR start-up business Enterprises: Sustainable Forest Collection (SFC), Beekeeping, Handicrafts, Food Processing, Baobab bioprospecting, Commercial Tree Nursery, and Ecotourism. Establishment and strengthening of these businesses require the formulation of Enterprise Development Plans (EDPs), procurement of tools and gears for SFC, procurement of handicraft tools and equipment for food processing and handicraft making, rehabilitation/construction of DCD initiated Multipurpose Centers (MPCs) for food processing and handicrafts, rehabilitation/construction of tree nurseries, and construction of an ecolodge.
- In 2019, an [Addendum to the Economics and Business Development Study 2019 final.docx](#) was commissioned and the study accomplished the following: i) expanded the analysis of the key principles and assumptions underlying the business cases especially for the ventures that have not yet been established and the new one identified during project execution; ii) Green Economy Planning which involves the furthering of the Green Economy Master Planning (GEMP) and supporting and guiding the development of a certification system to be produced by the natural resourced-based businesses; iii) Implementation of the Market Analysis & Development (MA&D) Approaches during the formulation of Enterprise Development Plans (EDPs), by providing guidance, technical support, orientation and capacity building to the assembled MA&D team; and iv) Provide Business Development Support by assisting with the procurement, review of business cases and identify innovative financial mechanisms.
- This study included an investigation of several potential sites for locating an eco-tourism lodge. (The study report will be made available to interested candidates (see Section 8 below)). Subsequently, after a detailed investigation by the EbA Project and its stakeholders, the Kossemar Tenda site was selected as a preferred initial site for investment. The EbA Project thereafter initiated the construction process, and significant progress has been made with project development:
  - EbA is currently in consultation with all relevant authorities regarding all relevant authorizations/permits that are required. More information will be made available during the bidding process.
  - The Kossemar Tenda Community Cooperative Society (KCCS) made available a parcel of land valued at GMD2,800,000.

- The EbA Project has provided initial capital to undertake initial construction as well as provide certain equipment and tools for the operationalization of the venture. The value of this initial construction is GMD27,872,409.50.
  - Construction of 10 rooms and supporting basic infrastructure is under way.
  - A draft CPPP (Community-Public-Private Partnership) agreement has been developed.
- The business model: the Kossemar Tenda eco-lodge is to be developed and operated under a Community Public Private Partnership (CPPP) structure. The Parties to the CPPP structure would include (a) the Kossemar Tenda Community Cooperative Society (KCCS), (b) the Government of The Gambia/EbA Project and (c) the Concessionaire.
- Therefore, the KCCS and EbA Project, together with the concessionaire are to be shareholders in the Kossemar Tenda eco-lodge, with the concessionaire operating the facility.
- The EbA Project now invites eligible and qualified private investors to submit expressions of interest to enter into a concession agreement related to the Kossemar Tenda Eco-Lodge.
- Interested Investors should provide information demonstrating that they have the required qualifications, relevant experience and resources to perform the Services. Interested investors can form joint ventures to apply for the opportunity.

## 2. Objective

- The objective of this REOI is to identify and shortlist qualifying local and/or international private investors or companies (herein referred to as the shortlisted 'Concessionaires candidates') with proven track record of successful management of hotels or lodges in the tourism industry, and the capital resources needed, and the business know-how and experience to invest in, operate, manage and maintain the Kossemar Tenda Eco-Lodge.
- The shortlisted Concessionaire Candidates will be invited to submit a full business proposition to the EbA Project, whereafter the EbA Project and its partners will select the preferred candidate.

## 3. The Kossemar Tenda Eco-Lodge

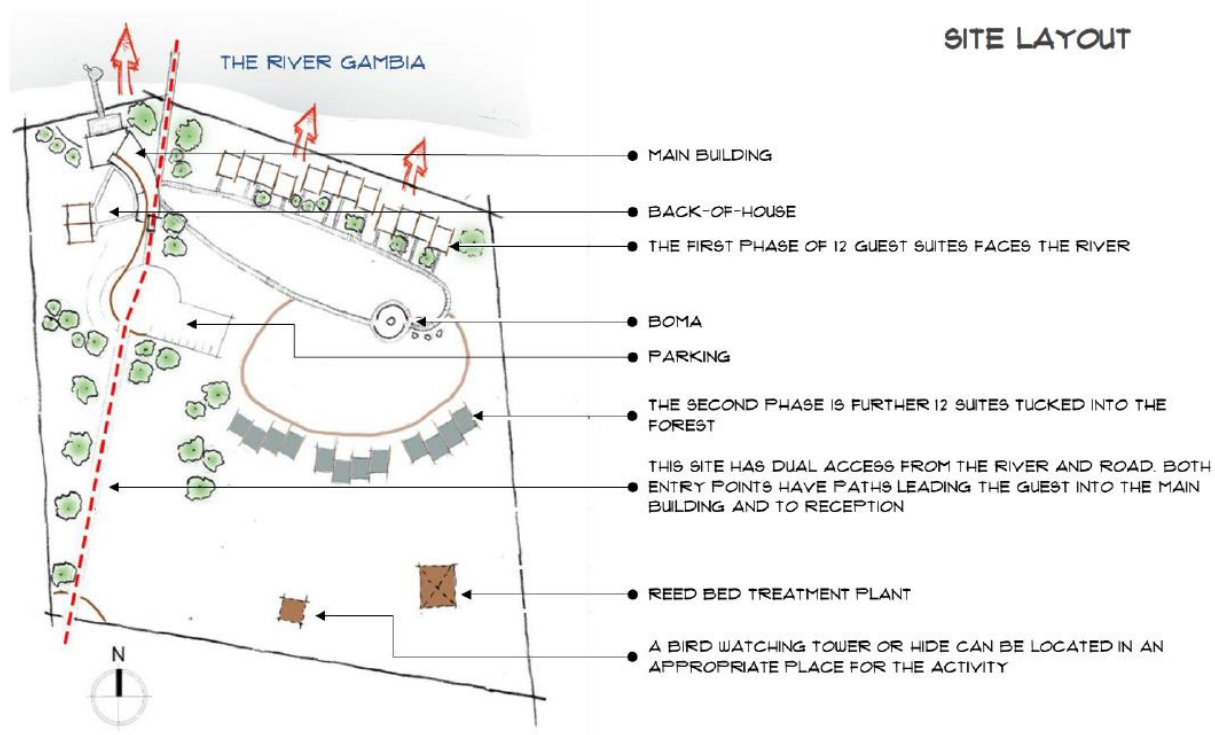
- Located within a strong agricultural area right next to The River Gambia, the Kossemar Tenda eco-lodge offers eco-tourists a differentiated experience centred around food and cuisine unique to The Gambia and the surrounding area.
- Kossemar Tenda can be accessed either by road or via The River Gambia. The lodge is 330 km from Banjul International Airport by road; and 370 km from the Banjul Harbour if one were travelling on the river. Although the distance along the river is slightly longer, it would offer a unique tourism experience.
- The eco-lodge has been planned for 10 duplex accommodation units, meaning there are 20 rooms available. Each room can sleep a maximum of 2 people, thus



there is a maximum of 40 beds available. The eco-lodge also provides a restaurant as well as a reception area, staff quarters and a bantaba that includes a conversation pit.

- It is envisaged that the key target market for Kossemar Tenda will be international tourists. Based on tourism statistics from The Gambia Tourism Board, majority of the visitors are from Europe who visit The Gambia during the winter season. Therefore, this provides an opportunity for Kossemar Tenda to access this international market.
- Average prices per room per night for hotels in The Gambia can range from GMD1,800 to GMD14,800 depending on the type of hotel and whether or not breakfast is included. The baseline financial model assumes a rack rate per room of GMD5,980 (including VAT) or €78 (GMD1 : €0.013) per night during the winter season and GMD4,882 (including VAT) or €63 (GMD1 : €0.013) per night during the summer season as these are mid-range industry averages. Note that these rates are breakfast included. These rates may be adjusted based on the market insights and detailed planning of the preferred concessionaire.
- Average occupancy rates for hotels and lodges in The Gambia is 47% in the winter season but can be as high as 60% during some months (Gambia Bureau of Statistics). For the summer season, average occupancy rates are 19% but can be as high as 32% during some months (Gambia Bureau of Statistics). The financial model for Kossemar Tenda uses occupancy rates of between 45% and 70% during the winter season and between 20% and 30% during the summer season. Based on the rack rates and occupancy rates, the estimated Equity IRR (Internal Rate of Return on equity) of at least 25%.
- The Kossemar Tenda eco-lodge is located about 7km from the Hella Kunda Multi-Purpose Centre. The site surroundings are characterised by wetlands along the river, agricultural fields and settlements. Access to the site is available both from the river and by road. Besides commercial agriculture in the surrounding area, the site allows for interpretation of agriculture and rural development in The Gambia, and specifically the Upper River Division, which is distinct from the coastal region. Within the eco-lodge it is suggested that various vegetable production plots be established, to both service the needs of the lodge and surrounding area. One or more of these should be in the form of a labyrinth where guests can walk through, see the variety of plants and produce, meet gardeners, and if willing, assist with some gardening under the guidance of lodge staff.
- Discussions can be held while roaming the gardens about food security, nutrition, heirloom plants, historical production practices, modern twists, changes in diet and farming techniques, all aimed at showcasing best practice in organic farming, permaculture and the role that these play in ensuring food sovereignty within the community and country.
- The concept design for the lodge (as originally developed by EcoTourism Africa.









Google Earth images showing the location of the Kossemar Tenda Eco-Lodge.



## 4. Scope of Concession

It is envisaged in this contractual arrangement that the Concessionaire will co-invest in and operate the Kossemar Tenda Eco-Lodge, building on the work initiated through the EbA Project.

This will include:

- (1) Developing a feasible business plan for the lodge
- (2) Entering into a CPPP Agreement with the Government of the Gambia and the KCCS via a Special Purpose Vehicle (SPV) (to be established)
- (3) Investing own capital into the SPV towards completion of the Eco-Lodge and overseeing the completion of the lodge.
- (4) Operate manage, and maintain Kossemar Tenda Eco-Lodge and its associated assets in accordance with the Best Industry Practice and Applicable Laws.
- (5) Operating the Eco-Lodge SPV completely independently and profitably.
- (6) Achieving the key performance criteria developed by the EbA Project.
- (7) Reporting quarterly and annually to the SPV Board on a Quarterly and Annual basis.
- (8) The grant of the CPPP Rights to the Concessionaire shall entitle and oblige the Concessionaire to:
  - i. operate, manage and maintain Kossemar Tenda Eco-Lodge and its associated assets in accordance with the provisions of this CPPP Agreement, Best Industry Practice and Applicable Laws, and
  - ii. generate, charge, and collect revenues from the execution of such CPPP Rights, for the duration of the CPPP Agreement.

## 5. Duration of Partnership Concession

The proposed duration of the concession agreement will comprise of an initial **10-year** concessionary period with annual review and options for further multiple year agreement.

The draft Community-Public-Private-Partnership (CPPP) Agreement will be subject to joint review and validation by the KCC, selected Concessionaire and the Government of the Gambia/EbA Project prior to its adoption and subsequent signing and coming into force.

## 6. Application Procedure

The application procedure will follow a 3-Step process, as set out below.

Step 1: EOI Registration of qualifying proponents:

- Interested organisations are to formally register their interest in submitting an Expression of Interest.
- Registration will be done by sending letter, formally expressing interest, on a company letterhead, by email, to [info@ebagambia.com](mailto:info@ebagambia.com). The letter needs to be accompanied by documents supporting eligibility listed in section 7 below.

- Upon registration, the EbA Project will assess the proponent eligibility according to the criteria set out below.
- If the proponent is deemed eligible, the EbA Project will make available a document pack that will include: Non-disclosure agreement, Design concept, Construction design drawings, Draft CPPP agreement, Draft KPIs, Business model template.
- Eligible proponents are thereafter invited to contact the EbA Project to arrange for site visits.

#### Step 2: EOI Submission by Interested organisations for short-listing:

- Eligible proponents thereafter need to make a EOI Submission to the EbA Project, to be submitted at [info@ebagambia.com](mailto:info@ebagambia.com).
- The EOI response should be short and concise.. The EOI stage excludes any revenue/cost considerations. EOI responses that do not conform to the required format may be excluded from the selection process.
- EOI Proposals will need to clearly demonstrate that the proponent has the necessary capacity and expertise as set out in section 8 below. The criteria listed below will guide the shortlisting processes. To establish a consistent basis of comparison, the EOI must be submitted in the following format, and thus interested private investors are invited to submit the following documents.
  - ✓ A cover letter for the EOI, on company letterhead, signed by the authorized signatory/head of the organization.
  - ✓ **Applicant's profile**, the applicant should describe the proponent's experience as elaborated in section 8 below.
  - ✓ **An organogram** demonstrating the proposed organizational structure and the expertise of the relevant persons to be involved in the ecolodge.
  - ✓ **A detailed statement of business approach** that portrays the proponents' proposed approach to the operation of the lodge, including a **filled-out business model template** (provided as part of the document pack).
  - ✓ A confirmation that sources of funding that are available to the investor.
  - ✓ A section on the proponents' key comments, concerns and perceived risks on the investment opportunity.

#### Step 3: Detailed presentation by shortlisted candidate Concessionaires

- The EbA Project will select from the EOIs received a shortlist of candidate Concessionaires.
- The number of candidates selected will be determined by the quality of EOIs received and will be at the sole discretion of the EbA Project.
- The shortlisted candidate Concessionaires will be invited to prepare and present a full business proposal to the EbA Project and key parties, for final adjudication.
- The basic requirements and indicative weighting for final adjudication are set out in section 9 below.
- During this process, the EbA project may request additional information from the candidate Concessionaires are required to complete the appointment process.

## 7. EOI Registration Eligibility Criteria for Step 1

The Basis of Score for the criteria listed below shall be a Non-Discriminatory "Pass/Fail."

Criteria	Basis of Score (Non-Discriminatory “Pass/Fail” Criteria	Pass/Fail
Appropriate Signature	The bid is signed by Authorized Company Representative: Yes/No.	
Legal status	Current Certificate of incorporation/partnership deed/business certificate submitted.	
Vendor registration	Current valid company registration document submitted: Yes/No.	
Tax clearance	Current valid tax compliance certificate submitted: Yes/No.	
Company Directors	A list of company directors submitted: Yes/No.	
Referees	Two referees to ascertain the investor has undertaken similar business investment successfully submitted: Yes/No.	
Disbarment	A statement that the company has not been debarred from participating in Public Procurement submitted: Yes/No.	
Certify audited financial statement	Attach copies of certified audited accounts by a reputable firm for the last three (3) years submitted: Yes/No.	

## 8. Criteria for Selection of the candidate Concessionaires in Step 2

Selection Criteria	Maximum Points Obtainable
Applicant's profile: Detailed statement of experience in the hotel or lodge industry, providing evidence of successful investments made and operations conducted. This should include verifiable references.	30
Organogram: Demonstrate the proposed organizational structure and expertise to operate, manage, and maintain the Kossemar Tenda Lodge.	15
A detailed statement of business approach to operationalizing the Kossemar Tenda Lodge, including a high level market and sales strategy. Consideration must also be given to the proposed partnership structure (CPPP) and specifically consider how the KCCS would be involved. In addition, the business model template provided in the document pack needs to be completed with planned sales and cost parameters in order to quantify expected financial performance.	25
Detailed statement on available resources. The investor should show the capacity and availability of funds to undertake the venture.	30
<b>Maximum score obtainable</b>	<b>100</b>

*\*For Joint Venture, at least one of the investors must meet the criteria*

**NOTE: Only firms who score 70 Marks above will be shortlisted for Request for Proposal.**

**NOTE: The EbA Project reserved the right to request additional information from EOI proponents as part of the adjudication process.**

## 9. Basic requirements and indicative weighting for final adjudication in Step 3

The full business proposal should include a professional proposal on pdf or PowerPoint format or Poster format.

The proposal should be available in both electronic and hard copy format.

The proposal should address the selection criteria set out below.

Selection criteria	Weight (%)
Markets, Business Model, Financial Proposal	20
Proposed construction commitments to project completion	10
Technical & Operational Capacity	20
Community Integration & Benefit Sharing	15
Environmental & Cultural Stewardship	10
Governance, Monitoring & Partnership Approach	10
Demonstration of success in related operations	15
<b>Total</b>	<b>100%</b>

**NOTE: The EbA Project reserved the right to request additional information from shortlisted candidate Concessionaires proponents as part of the adjudication process.**

## 10. Selection Process

The selection process will be conducted in three steps.

### Step 1: Eligibility assessment

- Registration document pack received from organizations.
- Eligibility assessment conducted by the EbA Project (as per section 7)

### Step 2: Shortlisting candidate Concessionaires

- Eligible proponents submit Expressions of interest (EOI).
- The submitted documentation will be reviewed by the evaluation committee and draw a shortlist of candidate Concessionaires (as per section 8).
- Shortlisted applicants will be notified accordingly.

### Step 3: Final selection

- Shortlisted candidate Concessionaires present a full business proposal to the EbA Project and key parties, for final adjudication.
- The proposals will be reviewed by the evaluation committee and a preferred Concessionaire will be selected for final negotiations (as per section 9).

The EbA Project reserves the right to negotiate with any or all shortlisted Candidate Concessionaires, to accept or reject any proposal, and to annul the tendering process at

any time without incurring any liability to the affected bidders or any obligation to inform the bidders of the grounds for such decisions.

## **11. Confidentiality and Other Restrictions**

The EbA Project may require prospective private investors and management partners wishing to access or obtain a copy of this EOI or subsequent Tender Brief or certain parts of it, or any additional materials to execute a deed of confidentiality (in a form required by, or satisfactory to, the EbA Project) before or after access is granted.

All prospective private investors and management partners obtaining or receiving information in connection with the tendering process for the Community-Public-Partnership Agreement to manage, operate and maintain the Kossemar Tenda Eco-lodge must keep the contents of any documents and such other information confidential.

All EOI responses shall remain confidential and will become the property of EbA Project. Submission of an EOI shall constitute evidence of acknowledgment by the submitter. Unless required by law, EbA Project and the submitter undertakes to treat all information received as part of the tender process as confidential.

## **12. Conflicts of Interest**

Interested parties are required to disclose any conflicts of interest or potential conflicts of interest with the EbA Project or any related parties past and present. Disclosures are to be made within the EOI response or at any time during the tender process to the Project Manager in writing.

## **13. Disclaimer**

No representations or statements made by EbA Project staff constitute an official expression unless made in writing by the designated EbA Project Manager or his designated representative.

All interested private investor management partners are encouraged to visit the CPF prior to submitting their EOI response to familiarize themselves with the facility layout. For a visit to Kossemar Tenda Eco-lodge, please contact EbA for guidance and support.

Any significant additional information concerning this EOI which may arise from requests for clarifications from interested investors shall be provided to all interested investors through the relevant websites where the tender notice or advertisement has been placed and through the email contact provided during submission.

The EbA Project reserves the right to withdraw or postpone this EOI or subsequent tender process at any time and for any reason which may be undisclosed.

The EbA Project reserves the right, without further negotiation, to decline to invite any prospective party to the RFP stage.



## 14. Expression of Interest Submission Guidelines

Issuance of EOI documents – 15 April, 2025	Step 1
Deadline for EOI Registration – 15 May, 2025 <b><i>All interested Investors are kindly requested to acknowledge and indicate if they intended to submit an EOI. This will assist the Project to gauge expected level of participation and to communicate updates, extensions, revisions, clarifications, and all other matters to intending bidders during the tender period.</i></b>	
Feedback on bidders' clarifications – 21 May, 2025	Step 2
EOI Submission Deadline – 20 June, 2025	
EOI Opening – 20 June, 2025 at 12.00 noon local time	Step 3
Announcement of shortlisted Candidates – 27 June, 2025	
Submission and presentation of final proposals – Week of 28 July, 2025	

EOIs received after the deadline may be rejected. EOI can be submitted either hard copy or electronic (PDF) formats.

### Hard Copy Submission Address:

The Project Manager  
The Large-scale Ecosystem-based Adaptation (EbA) Project  
Project Management Unit Complex  
Sky Blue Plaza, 2nd Floor, Bijilo Annex Layout  
Bijilo, West Coast Region  
THE GAMBIA

### Electronic (PDF) Submission Address:

[info@ebagambia.com](mailto:info@ebagambia.com). The response mail must carry the subject line "EOI for the **Selection of a Concessionaire for the Kossemar Tenda Eco-Lodge** **EbA/EOI/CPPP/KTEL/2025/03**." The documentation should be in pdf format.

## 15. Contact Details

For further information about the assignment, please contact the Large-scale Ecosystem-based Adaptation (EbA) Project Manager, Dr. Malanding S. Jaiteh, at Project Management Unit Complex, Sky Blue Plaza, 2nd Floor, Bijilo Annex Layout, Bijilo, West Coast Region; Tel. +220 726 8905; 7726019; Email: [msjaiteh@ebagambia.com](mailto:msjaiteh@ebagambia.com); [atouray@ebagambia.com](mailto:atouray@ebagambia.com)



## VENDOR RESPONSE FORM

TO: \_\_\_\_\_ FROM: \_\_\_\_\_  
FAX/MAIL: \_\_\_\_\_ EOI REF: \_\_\_\_\_  
SUBJECT: \_\_\_\_\_

To be filled by the Vendor (All fields marked with an '\*' are mandatory)

### COMPANY INFORMATION

UN Vendor ID Number**:	UNGM Vendor ID Number*:
Company Name *:	
Company Contact *:	
Address *:	
City *:	
Country *:	
Telephone Number *:	
Fax Number *:	
Email Address:	
Company Website:	

We declare that our company fully meets the prerequisites A, B, C, D and E, for the eligibility to register with the GPPA and/or United Nations as outlined in the Annex I Instructions to Bidders.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Name and Title: \_\_\_\_\_

### Detailed EOI Response:

1. Detailed statement of approach and methodology to operationalizing the Kossemar Tenda Eco-lodge and the proposed partnership structure (CPPP).
2. Demonstrate organizational set up and expertise to operate, manage, and maintain an eco-lodge facility under a CPPP arrangement.
3. Detailed statement of experience in the tourism industry particularly in the operation, management and maintenance of an eco-lodge. (capability)
4. Detailed statement on available resources. The investor should show the capacity and availability of funds to undertake the venture.
5. The investor should provide proof of the existence of a distribution channel and marketing ability.
6. The investor should have a related investment in the Africa region.