

**SEKONDI –TAKORADI METROPOLITAN ASSEMBLY (STMA)**  
**REQUEST FOR EXPRESSIONS OF INTEREST**  
*(CONSULTING SERVICES, FIRMS SELECTION)*

**TRANSACTION ADVISORY SERVICES FOR THE CONDUCT OF FEASIBILITY  
STUDIES AND FOLLOW-UP PPP PROCUREMENT ACTIVITIES FOR VARIOUS  
PUBLIC-PRIVATE PARTNERSHIP (PPP) PROJECTS**

*Reference NO: STMA/CS/01/2017*

**1.0 Background**

The Government of Ghana through the Ministry of Local Government and Rural Development [MLGRD] and the Sekondi-Takoradi Metropolitan Assembly [STMA] intend to undertake the under listed projects through a **Public-Private Partnership (PPP) arrangement** with a private entity.

a) The Development of a Transit Terminal for Haulage Trucks

The project is located at Sofokrom a suburb of Takoradi on a 50-acre land space and expected to accommodate about 500 haulage trucks that come to the Sekondi-Takoradi and its surrounding communities. The proposed project will have a terminal transit, an administrative block, health facility, security post, hostel block and automated terminal. The project will serve as a transit point for Ghana's neighboring countries and will be a source of revenue generation for the Assembly to boost its Internally Generated Fund as well as provide job opportunities for the local community.

b) The Construction of Multi-Purpose Storey Car Park

The project will be located at the Takoradi Central Business District on a 0.81 acre land space. The scope of the project will cover several components that include a parking lot, washrooms, taxi terminal, warehouse, commercial offices,

recreational centers, solar farm and space for advertisement. The project after completion is expected to accommodate more parking lots within a serene environment, reduce traffic congestion within the business district, improved and developed modern car parking system, improved the socio economic infrastructure of the city, prevent accidents and enhance the revenue generation to STMA.

c) Redevelopment of the Takoradi Central Market

The site for the proposed project land space is 8.24 acre at the Takoradi Central Business District. The proposed project's objective is to expand and accommodate more traders in the central market, improve and develop new and modern market facilities for effective and efficient trading activities, prevent fire outbreaks and serve as a revenue generation source for the Assembly. The new market upon completion would have parking space for haulage vehicles and customers, storage facilities, drainage systems, waste management system and fire protection facilities.

d) Redevelopment of the Sekondi Market

The site for the proposed redevelopment of the Sekondi Market is 5.64 acres. The objective of the project is to realign the use of space and provide a number of market infrastructure to suit into modern trends in the supply chain of a variety of goods and services which hitherto were absent in Sekondi and its surrounding communities. The location of the Sekondi Market makes it more accessible to patrons as there are major streets that connect to the market.

## 2.0 Objective

The primary objective of the Transaction Advisory services is to develop a well-structured bankable PPP Projects to enable the smooth and timely procurement of a suitable private party (“Developer”) to provide the Infrastructural Complex in accordance with the National Policy on PPP. The development of this project is expected to improve the current market space challenges facing the Assembly and enhance the efficiencies as well as improve the working conditions for businesses.

## 3.0 Scope of work

The scope of work for the consulting services (“the Services”) is divided into two Phases. This section provides an indicative scope of work for the Transaction Advisor, but not limited to the total set of activities required for the successful closure of the project. The assignment involves PPP transaction structuring and international competitive tendering. The Transaction Advisor’s team of specialized technical, financial, legal and environmental/safeguards experts will undertake extensive due diligence to recommend the most technically and commercially viable PPP transaction structure for the above projects. The Transaction Advisor will be responsible for the following:

- (i) Undertaking a Vigorous Feasibility Study, which would involve, (a) Needs Analysis, Options Analysis, Selection of Preferred Option and Market assessment, (b) conduct of Project Due Diligence in the areas of legal, technical, environmental /social issues, traffic studies, etc., (c) conduct of Viability Assessment, by developing a risk-adjusted financial model, identifying costs, project revenues, etc., undertaking a Sensitivity Analysis, and a full Assessment of Fiscal

Commitments from the Project, (d) conduct of Economic Assessment, and (e) conduct of Value-for-Money assessment;

- (ii) Undertaking market testing;
- (iii) Developing a Management and Procurement Plan, and
- (iv) Submitting the Feasibility Report;
- (v) Further, following relevant approvals for the Evaluation Phase, based on the Full Feasibility Appraisal Report and conduct activities under the PPP-Procurement Phase by preparing and advertising the following procurement documents, (a) a PPP Expression of Interest, (b) a PPP Request for Pre-qualification, (c) a PPP Request for Proposals, and (d) determining the successful bidder through competitive processes;
- (vi) Assisting the STMA in the bidding process and compiling a comprehensive close-out report to include all negotiated, contracted and financing matters;
- (vii) In addition, assisting STMA to prepare a comprehensive PPP Management Plan, to facilitate its use for the management of the project and its risks, rights and obligations after financial closure; and
- (viii) Finally, organizing a series of workshops with the STMA Project Team together with MoF-PID to discuss project implementation and

management of STMA rights and obligations over the term of the project.

The Sekondi-Takoradi Metropolitan Assembly (STMA), now invites eligible Transaction Advisors (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The short-listing criteria are the following:

- (a) Core Business and number of Years in Business;
- (b) Technical and Managerial Organization of the Firm;
- (c) Description of Similar Assignments;
- (d) Experience in Similar Conditions; and
- (e) Availability of Appropriate Skills among Staff.

Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications.

Further information and clarification, preferably by email, at the address below during office hours from *0900 to 1700 hours GMT*. (Except on public holidays).

Expressions of interest must be in English in a written form and delivered in six (6) hard copies (one original and five copies) and an electronic copy on a CD-ROM/Flash Drive in sealed envelope and clearly marked **TRANSACTION ADVISORY SERVICES FOR THE CONDUCT OF FEASIBILITY STUDIES AND FOLLOW-UP PPP PROCUREMENT ACTIVITIES FOR VARIOUS PPP PROJECTS** to the address below (in person, or by courier) by **1600 GMT on or before 26<sup>th</sup> May, 2017**.

**Office of the Metropolitan Chief Executive  
Sekondi-Takoradi Metropolitan Assembly (STMA)  
P.O. Box 74  
Sekondi –Takoradi, Ghana**

**Attn: The Metro Development Planning Officer**

**Tel: (+233) 31 20 46564 / 46 282**

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