

RESPONSES TO PRE-BID QUERIES

I. Name of Project: Selection of an Operator for Design, Development, Management/ Providing Services to run Eco-Tourism Activities at Swar in Palampur Forest Division of Dharamshala Forest Circle in the State of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal is the site is further put for bidding.	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017', the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.

3.	-	<p>The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?</p>	<p>As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed:</p> <ul style="list-style-type: none"> (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. <p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, concrete, mortar etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
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4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested	The carrying capacity as defined in the Bidding Document and is calculated keeping

		to kindly increase the carrying capacity or there should be no limit.	<p>in view the minimal impact and ecological footprint on the environment which shall not be changed.</p> <p>Further, it is clarified that the carrying capacity given in the RFP document is in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.

II. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Sourav Van Vihar in Palampur Forest Division of Dharamshala Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal is the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. Flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand

			<p>base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, mortar, concrete etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same

			Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9;	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-

			<p>burdening the Ecotourism-Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>Untitled Hotels and Resorts Pvt Ltd (The Postcard Hotels)</i>			
10.	RFP Clause 1.2.14	How will this be determined, and will it be an independent auditor?	Kindly refer to Clause 1.2.14 of the Request for Proposal and Clause 5.3 of the Draft Concession Agreement in this regard

11.	RFP Clause 1.2.17	<p>In cases where it exists and can be repurposed, will the Operator be allowed to use?</p> <p>Suggestion: This should definitely be a part if usage since the Operator will be managing the site.</p>	<p>Kindly refer to Clause 1.2.17 of the Request for Proposal in this regard. The Operator will not be allowed to use the Forest Rest Houses.</p>
12.	RFP Clause 3.3.6	<p>How will you define the carrying capacity? Will it include the number of persons employed in the hotel project? For example: for a 30 room hotel project we may have a staffing of 90 people which already then exceeds the carrying capacity as mentioned by you. Or does this mean the number of guests that can be at the hotel at any point?</p> <p>Suggestion: We feel we should rather define the developable area and keep it niche to 30-40 rooms in any site so that at any point even with full occupancy one does not exceed 80-100 guests at any point.</p>	<p>It will be the no. of guests staying overnight at the night stay facility set-up by the Operator.</p>
13.	RFP Clause 3.4.1	<p>Concession period or the period where Operator is allowed to develop and use the allocated land includes the development period too. Please clarify if we as a company wish to develop and operate post development and it takes us three years to develop. Does this mean I will only have 7 years to operate? Also please advise will wood structures be a part of Eco Development?</p> <p>Suggestion: The minimum period of Operation for any operator should be given as 25-30 years after the development. There should be a maximum of 36 months moratorium period which is rent free for the</p>	<p>Yes, your understanding is correct; if you take three years to develop the entire Ecotourism Site as per approved Development Plan, then you will only have 7 years to operate. For clarity in this regard, kindly refer to the provisions of the Draft Concession Agreement including Clause 3.6 and Schedule C (Parameters of the Development Plan) of the Draft Concession Agreement. .</p> <p>With regard to wood structures, please refer to sr. no. 3 under (I) above.</p>

		Operator to develop a world class hotel and ancillary facility to attract the High Net worth Individuals to the hotel. Please do consider this since 10 years including development period is not sufficient to create a luxury hotel destination.	No change in the term of the Concession Period.
14.	Draft Concession Agreement Schedule A	<p>What is the developable land in 1 hectare of land? Is there a Floor area ratio or square feet land that can be developed? Also please advise who will develop public infrastructure needed to access site like roads etc?</p> <p>Suggestion: Suggest in all RFP's please define the Floor Area Ratio or advise how many sq. feet of land can be developed.</p> <p>Also to facilitate permissions to construct, waste disposal, accessibility to the site with a road or a vehicle access to be available within 6 months of the bid.</p> <p>Suggestion: Single window clearance for all licenses including excise and pollution to operate.</p>	<p>The total area of the Ecotourism Site is 1 Hectare which is to be developed as per the Development Plan.</p> <p>This area shall be identified and demarcated by the Nodal Officer/ DFO at the site. However, the Operator by seeking specific approval of the HPFD/ Supervision Committee take visitors for activities such as nature trail, forest bathing, bird watching, yoga and such like activities as possible in the surrounding forest area.</p> <p>With regard to the query pertaining to Floor Area Ratio, it is expected that atleast 60% to 70% area of the Ecotourism Site should be kept as green. Accordingly, the details regarding the precise floor area being proposed as open area which should be within the range of 60% to 70% must be specified in the Development Plan.</p> <p>Regarding Access Roads it is clarified that all the Ecotourism Site advertised are connected by motorable roads.</p>

			The Authority shall reasonably assist and/or advise the Operator on best effort basis (without any binding obligation) in obtaining necessary permits/ clearances to operate the Ecotourism Site.
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III. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Neugal Park in Palampur Forest Division of Dharamshala Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed;

			<p>(d) Mud & Bamboo Huts.</p> <p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, concrete, mortar etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed	Holding and subsidiary companies shall be

		to bid for two different sites?	allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and

			<p>does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
9.	Draft Concessions Agreement Clause 10.2.1	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.

IV. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Bir-Billing in Palampur Forest Division of Dharamshala Forest Circle in the state of Himachal Pradesh

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4 regarding Bid Security	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-friendly materials shall be allowed such as

			<p>interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then

			bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9;	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
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			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>Untitled Hotels and Resorts Pvt Ltd (The Postcard Hotels)</i>			
10.	RFP Clause 1.2.14	How will this be determined, and will it be an independent auditor?	Kindly refer to Clause 1.2.14 of the Request for Proposal and Clause 5.3 of the Draft Concession Agreement in this regard
11.	RFP Clause 1.2.17	In cases where it exists and can be repurposed, will the Operator be allowed to use? Suggestion: This should definitely be a part if usage since the Operator will be managing the site.	Kindly refer to Clause 1.2.17 of the Request for Proposal in this regard. The Operator will not be allowed to use the Forest Rest Houses.
12.	RFP Clause 3.3.6	How will you define the carrying capacity? Will it include the number of persons employed in the hotel project? For example: for a 30 room hotel	It will be the no. of guests staying overnight at the night stay facility set-up by the Operator.

		<p>project we may have a staffing of 90 people which already then exceeds the carrying capacity as mentioned by you. Or does this mean the number of guests that can be at the hotel at any point?</p> <p>Suggestion: We feel we should rather define the developable area and keep it niche to 30-40 rooms in any site so that at any point even with full occupancy one does not exceed 80-100 guests at any point.</p>	
13.	RFP Clause 3.4.1	<p>Concession period or the period where Operator is allowed to develop and use the allocated land includes the development period too. Please clarify if we as a company wish to develop and operate post development and it takes us three years to develop. Does this mean I will only have 7 years to operate? Also please advise will wood structures be a part of Eco Development?</p> <p>Suggestion: The minimum period of Operation for any operator should be given as 25-30 years after the development. There should be a maximum of 36 months moratorium period which is rent free for the Operator to develop a world class hotel and ancillary facility to attract the High Networth Individuals to the hotel. Please do consider this since 10 years including development period is not sufficient to create a luxury hotel destination.</p>	<p>Yes, your understanding is correct; if you take three years to develop the entire Ecotourism Site as per approved Development Plan, then you will only have 7 years to operate. For clarity in this regard, kindly refer to the provisions of the Draft Concession Agreement including Clause 3.6 and Schedule C (Parameters of the Development Plan) of the Draft Concession Agreement. .</p> <p>With regard to wood structures, please refer to sr. no. 3 under (I) above.</p> <p>No change in the term of the Concession Period.</p>

14.	<p>Draft Concession Agreement Schedule A</p>	<p>What is the developable land in 1 hectare of land? Is there a Floor area ratio or square feet land that can be developed? Also please advise who will develop public infrastructure needed to access site like roads etc?</p> <p>Suggestion: Suggest in all RFP's please define the Floor Area Ratio or advise how many sq. feet of land can be developed.</p> <p>Also to facilitate permissions to construct, waste disposal, accessibility to the site with a road or a vehicle access to be available within 6 months of the bid.</p> <p>Suggestion: Single window clearance for all licenses including excise and pollution to operate.</p>	<p>The total area of the Ecotourism Site is 1 Hectare which is to be developed as per the Development Plan.</p> <p>This area shall be identified and demarcated by the Nodal Officer/ DFO at the site. However, the Operator by seeking specific approval of the HPFD/ Supervision Committee take visitors for activities such as nature trail, forest bathing, bird watching, yoga and such like activities as possible in the surrounding forest area.</p> <p>With regard to the query pertaining to Floor Area Ratio, it is expected that atleast 60% to 70% area of the Ecotourism Site should be kept as green. Accordingly, the details regarding the precise floor area being proposed as open area which should be within the range of 60% to 70% must be specified in the Development Plan.</p> <p>Regarding Access Roads it is clarified that all the Ecotourism Site advertised are connected by motorable roads.</p> <p>The Authority shall reasonably assist and/or advise the Operator on best effort basis (without any binding obligation) in obtaining necessary permits/ clearances to operate the Ecotourism Site.</p>
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<i>Hiranya Wellness Resort</i>			
15.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	<p>As per the Forest Conservation (Amendment) Act, 2023, Section-2 of the Forest Conservation Act, 1980 has been amended and Eco-tourism facilities included in the Forest Working Plan do not require forest clearance under the Act. There is no clarity in the RFP document(s) as to whether the Bir-Billing Site or other sites advertised are included in the Working Plan document and that the Working Plan document is duly approved by the Competent Authority. In view of aforesaid the following queries are raised.</p> <p>Are the advertised Eco-tourism site(s) included in the Working Plan and approved by the Competent Authority?</p>	Yes, the Bir-Billing site and other ecotourism sites are part of the Working Plan and have been approved by the H.P. Forest Department as well.
16.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	<p>If not, does the HP ECOSOC/HP FD has the authority to approve the Development Plan prepared by the Operator for creation of various facilities and activities planned at the Ecotourism site?</p>	HPECOSOC has the authority to approve the Development Plan.

17.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	<p>What is the timeline for approval of Development Plan by the HP ECOSOC after it's complete submission by the Operator?</p> <p>Suggestion: These aspects should be clearly mentioned/defined in the RFP document and DCA to avoid the state of the project being in limbo as this is very common in Forest Clearances.</p>	Please refer to Sub-Clause 4.2.1 of the Draft Concession Agreement in this regard.
18.	RFP Clause 1.2.10	<p>The carrying capacity has been defined as 50 to 80 persons including children on any given day. There may be instances people visiting the site for a short stay of few hours for food, participate in activities and enjoy nature during the day whereas there may be people staying overnight in the facility. There is no clarity on number of people to be allowed for a short duration during the day. Also there is no clarity on the maximum number of Units (huts/tents) which can be developed on the site for night stay of the visitors. Following queries are raised</p>	<ol style="list-style-type: none"> 1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day. 2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.

			3. Maximum Number of tents are allowed as per carrying capacity for accommodation i.e. 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.
19.	RFP Clause 1.2.10	Is the maximum number of visitors i.e. 80 on a given day includes all those visiting the site for a short duration of few hours as well as those staying overnight?	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p> <p>2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
20.	RFP Clause 1.2.10	If no, what is the maximum number of visitors to be allowed for short visit during the day?	Kindly refer to the response at sr. no. 18 and 19 above.

21.	RFP Clause 1.2.10	<p>What is the maximum number of Units (Huts/Tents) allowed on a site?</p> <p>Suggestion: The residents living in the facility overnight and those non-residents visiting for a short duration be defined separately.</p>	Kindly refer to the response at sr. no. 18 and 19 above.
22.	RFP Clause 1.2.10 read with Schedule C	<p>The clause provides that the Operator shall ensure that the natural profile and ecological integrity of the Ecotourism Site including its biodiversity value is maintained. No permanent structure/ infrastructure/ facilities/ shall be made/ constructed or developed at the Ecotourism Site as part of the Project, however, temporary structures/ facility made predominantly of natural material of local origin may be allowed as per the applicable laws related to development of ecotourism sites both the Central and State Government level. In this regard, the following queries are raised</p>	Operator have to decide at their own level.
23.	RFP Clause 1.2.10 read with Schedule C	<p>Even for putting up temporary structures/mud huts, some digging/earth cutting is required. Also laying of water pipeline, electric poles, bio-toilets etc would require digging. Is digging/earth cutting allowed for these activities?</p>	These are the components of Development Plan, which should be prepared by the Operator after consultation with the Nodal Officer/ DFO of the Ecotourism Site.
24.	RFP Clause 1.2.10 read with Schedule C	<p>The plinth protection and floor tiles would be needed in the toilets and living facility which require cement work. This would prevent the rodents/snakes for the safety of those staying at night. Would the cement work be allowed to that extent?</p>	<p>As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’:</p> <p>“No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types;</p>

			<p>(b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts.</p> <p>Flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</p>
25.	RFP Clause 1.2.10 read with Schedule C	<p>Is the septic tank which also require some cement work be allowed for sewage management?</p> <p>Suggestion: Minimal cement work is needed for plinth protection, fixing floor tiles, septic tank etc which should be allowed.</p>	<p>No septic tanks are allowed to be constructed. Only Bio-toilets are allowed.</p>

V. **Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Kaisdhar in Kullu Forest Division of Kullu Forest Circle in the state of Himachal Pradesh.**

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017', the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017': No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local

			<p>stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.

6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	<p>The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed.</p> <p>Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.</p>

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
Ajay Sohal			
10.	RFP	Kindly provide detailed information on the bidding requirements, submission guidelines, and any additional details necessary for the proposal.	Kindly refer to Volume I: Request for Proposal document in this regard. For any further clarity, Bidders may contact HPECOSOC.

VI. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Kasol in Parvati Forest Division of Kullu Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal is the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-

			<p>friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies

			submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
Sai Eternal Foundation			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>Ajay Sohal</i>			
10.	-	Kindly provide detailed information on the bidding requirements, submission guidelines, and any additional details necessary for the proposal.	Kindly refer to Volume I: Request for Proposal document in this regard. For any further clarity, Bidders may contact HPECOSOC.
<i>Hiranya Wellness Resort</i>			
11.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	As per the Forest Conservation (Amendment) Act, 2023, Section-2 of the Forest Conservation Act, 1980 has been amended and Eco-tourism facilities included in the Forest Working Plan do not require forest clearance under the Act. There is no clarity	Yes, the Kasol site and other ecotourism sites are part of the Working Plan and have been approved by the H.P. Forest Department as well.

		<p>in the RFP document(s) as to whether the Kasol Site or other sites advertised are included in the Working Plan document and that the Working Plan document is duly approved by the Competent Authority. In view of aforesaid the following queries are raised.</p> <p>Are the advertised Eco-tourism site(s) included in the Working Plan and approved by the Competent Authority?</p>	
12.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	<p>If not, does the HP ECOSOC/HP FD has the authority to approve the Development Plan prepared by the Operator for creation of various facilities and activities planned at the Ecotourism site?</p>	<p>HPECOSOC has the authority to approve the Development Plan.</p>
13.	RFP Clauses 1.2.11 and 1.2.13 read with Schedule-C	<p>What is the timeline for approval of Development Plan by the HP ECOSOC after it's complete submission by the Operator?</p> <p>Suggestion: These aspects should be clearly mentioned/defined in the RFP document and DCA to avoid the state of the project being in limbo as this is very common in Forest Clearances.</p>	<p>Please refer to Sub-Clause 4.2.1 of the Draft Concession Agreement in this regard.</p>
14.	RFP Clause 1.2.10	<p>The carrying capacity has been defined as 50 to 80 persons including children on any given day. There may be instances people visiting the site for a short stay of few hours for food, participate in activities and enjoy nature during the day whereas there may be people staying overnight in the facility. There is</p>	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be</p>

		no clarity on number of people to be allowed for a short duration during the day. Also there is no clarity on the maximum number of Units (huts/tents) which can be developed on the site for night stay of the visitors. Following queries are raised	<p>between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p> <p>2. Maximum Number of tents are allowed as per carrying capacity for accommodation i.e. 50 (fifty) to 80 (eighty) persons including children staying overnight on a given day at the Site.</p>
15.	RFP Clause 1.2.10	Is the maximum number of visitors i.e. 80 on a given day includes all those visiting the site for a short duration of few hours as well as those staying overnight?	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p> <p>2. The approximate number of day visitors expected by the Operator should be specified in</p>

			the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
16.	RFP Clause 1.2.10	If no, what is the maximum number of visitors to be allowed for short visit during the day?	Kindly refer to the response at sr. no. 14 and 15 above.
17.	RFP Clause 1.2.10	What is the maximum number of Units (Huts/Tents) allowed on a site? Suggestion: The residents living in the facility overnight and those non-residents visiting for a short duration be defined separately.	Kindly refer to the response at sr. no. 14 and 15 above.
18.	RFP Clause 1.2.10 read with Schedule C	The clause provides that the Operator shall ensure that the natural profile and ecological integrity of the Ecotourism Site including its biodiversity value is maintained. No permanent structure/ infrastructure/ facilities/ shall be made/ constructed or developed at the Ecotourism Site as part of the Project, however, temporary structures/ facility made predominantly of natural material of local origin may be allowed as per the applicable laws related to development of ecotourism sites both the Central and State Government level. In this regard,	Operator have to decide at their own level.

		the following queries are raised	
19.	RFP Clause 1.2.10 read with Schedule C	Even for putting up temporary structures/mud huts, some digging/earth cutting is required. Also laying of water pipeline, electric poles, bio-toilets etc. would require digging. Is digging/earth cutting allowed for these activities?	These are the components of Development Plan, which should be prepared by the Operator after consultation with the Nodal Officer/ DFO of the Ecotourism Site.
20.	RFP Clause 1.2.10 read with Schedule C	The plinth protection and floor tiles would be needed in the toilets and living facility which require cement work. This would prevent the rodents/snakes for the safety of those staying at night. Would the cement work be allowed to that extent?	<p>As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’:</p> <p>“No permanent structures will be allowed. Only following types of structures will be allowed:</p> <p>(a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts.</p> <p><u>Flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</u></p> <p><u>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</u></p>

21.	RFP Clause 1.2.10 read with Schedule C	<p>Is the septic tank which also require some cement work be allowed for sewage management?</p> <p>Suggestion: Minimal cement work is needed for plinth protection, fixing floor tiles, septic tank etc which should be allowed.</p>	<p>No septic tanks are allowed to be constructed. Only Bio-toilets are allowed.</p>
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VII. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Khirganga in Parvati Forest Division of Kullu Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; and (d) Mud & Bamboo huts. In all these cases, only flooring with eco-friendly materials shall be allowed such as

			<p>interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using wood/ wood shards with mud as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then

			bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	<p>The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed.</p> <p>Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.</p>

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>Ajay Sohal</i>			
10.	-	Kindly provide detailed information on the bidding requirements, submission guidelines, and any additional details necessary for the proposal.	Kindly refer to the Volume I: Request for Proposal document in this regard. For any further clarity, Bidders may contact HPECOSOC.
<i>Parveen Thakur</i>			
11.	-	Since there are already camping stakeholders in the area, will they be removed from the designated area or will they continue their activities?	The camping activities are running seasonally at the site by the local community, after seeking the approval from the concerned DFO and they shall continue to run seasonally by the local community with the prior approval of the

			<p>concerned DFO.</p> <p>These camping sites are situated at a reasonable distance, and the presence of these seasonal camping activities will not pose any hindrance to the Operator's ecotourism activities.</p>
12.	-	<p>Will the designated area be used for only camping or prefab structures and waste wood be allowed for construction of the site?</p>	<p>As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017':</p> <p>"No permanent structures will be allowed. Only following types of structures will be allowed:</p> <ul style="list-style-type: none"> (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. <p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards only.</p>

			<p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
13.	-	Since the main attraction of the area is the hot water spring, can the same be revived by the bidder on lines of what was done in the Kasol Forest Rest House?	These are the components of Development Plan, which should be prepared by the Operator after consultation with the Nodal Officer/ DFO of the Ecotourism Site
14.	-	How much area would be given for camping in the site?	Area for camping and other permissible Ecotourism Activities is approximately 1 Ha.
15.	-	Can a micro hydel be installed there for camping purpose since there is a small stream which always has water?	<p>These are components of the Development Plan, which shall be prepared after consultation with Nodal Officer/ DFO of the Ecotourism Site.</p> <p>Further, as long as installation of such machineries is environment friendly, it can be allowed after consultation with the Divisional Forest Officer.</p>
16.	-	Will the Forest Department give camping permissions to general tourists as well to camp in Khirganga area once the site is allotted?	The camping activities are running seasonally at the site by the local community, after seeking the approval from the concerned DFO and they shall continue to run seasonally by the local community with the prior approval of the concerned DFO.

17.	-	If the Khirganga Site has only one bidder then would the bid be allotted to single applicant or would the bid be re-executed?	As per the decision of HPEOSOC after the bidding process is over.
18.	-	In case of any some big diseases like corona and natural disaster like the floods of 2023 where roads break will any concession be given in the rent of the land?	<p>No change. The RFP provisions shall prevail.</p> <p>No such relief is admissible by HPECOSOC. However, if any such event is declared as a natural calamity/ disaster in that area by an order of the Government of Himachal Pradesh and the State Government offers some relaxations in this regard, then the benefit of such relaxation if admissible to the Operator will be considered by HPECOSOC.</p>

VIII. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Sumaropa in Parvati Forest Division of Kullu Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal is the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	–	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-

			<p>friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	–	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	–	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies

			submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	–	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	<p>The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed.</p> <p>Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.</p>

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
Ajay Sohal			
10.	-	Kindly provide detailed information on the bidding requirements, submission guidelines, and any additional details necessary for the proposal.	Kindly refer to Volume I: Request for Proposal document in this regard. For any further clarity, Bidders may contact HPECOSOC.
Parveen Thakur			
11.	-	Since there are already camping stakeholders in the area, will they be removed from the designated area or will they continue their activities?	The camping activities are running seasonally at the site by the local community, after seeking the approval from the concerned DFO and they shall continue to run seasonally by the local community with the prior approval of the

			<p>concerned DFO.</p> <p>These camping sites are situated at a reasonable distance, and the presence of these seasonal camping activities will not pose any hindrance to the Operator's ecotourism activities.</p>
12.	-	How much area would be given for camping in the site?	Area for camping and other permissible Ecotourism Activities is approximately 1 Ha.
13.	-	If the Sumaropa Site has only one bidder then would the bid be allotted to single applicant or would the bid be re-executed?	As per the decision of HP Govt. after the bidding process is over.
14.	-	In case of any some big diseases like corona and natural disaster like the floods of 2023 where roads break will any concession be given in the rent of the land?	<p>No change. The RFP provisions shall prevail.</p> <p>No such relief is admissible by HPECOSOC. However, if any such event is declared as a natural calamity/ disaster in that area by an order of the Government of Himachal Pradesh and the State Government offers some relaxations in this regard, then the benefit of such relaxation if admissible to the Operator will be considered by HPECOSOC.</p>
15.		It is necessary to have a net worth of four crores?	<p>Yes. Net worth of Rs. 4 Crores for bidding for each site. In this regard, for better clarity kindly refer to the illustration given under Clause 1.2.3 of the Request for Proposal.</p> <p>However, only in case of Bonafide Himachali</p>

			possessing 'Bonafide Himachali Certificate', the Net Worth requirement has been reduced to Rs.3 crores. In this regard, kindly refer to the respective Corrigenda dated 05.02.2024 issued for all the 13 Ecotourism Projects on the e-procurement portal.
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IX. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Shojha in Banjar Forest Division of Kullu Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017', the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017': No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-Friendly pre-fabricated structures which can be removed; and (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-

			<p>friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies

			submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
Sai Eternal Foundation			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>Kamal Kakkar</i>			
10.	RFP	As per the Himachal Pradesh eco-tourism revised policies in 2017 no breakage of land is allowed on the site. Yes we can build temporary structures but how do build sewage, drainage & water facilities?	These are components of the Development Plan, which shall be prepared after consultation with Nodal Officer/ DFO of the Ecotourism Site.
11.	RFP and Corrigendum	Will the forest officers mentioned in the corrigendum take us to the exact site or it can be changed by discussion with authorities?	These are components of the Development Plan, which shall be prepared after consultation with Nodal Officer/ DFO of the Ecotourism Site. After such consultation, the Nodal Officer/ DFO may move the edges of the actual location on site slightly for the sake of the Ecotourism

			Project. However, once the site is demarcated and handed over to the Operator no modification shall be allowed to be made to the area of the Ecotourism Site.
12.	RFP	After all the selection process when is the government expecting sites to run in full operational mode?	The operations of the Ecotourism Site need to commence maximum within a period of 180 days from the Compliance Date, as provided under Clause 3.6 (<i>Commencement of Operations</i>) in the Draft Concession Agreement.
13.	RFP	On what behalf or grounds the annual concession fee shall be decided by operator or authorities?	The assessment is to be made by the Bidder(s) themselves.
<i>Hiranya Wellness Resort</i>			
14.	RFP Clauses: 1.2.11, 1.2.13 read with Schedule-C	As per the Forest Conservation (Amendment) Act, 2023, Section-2 of the Forest Conservation Act, 1980 has been amended and Eco-tourism facilities included in the Forest Working Plan do not require forest clearance under the Act. There is no clarity in the RFP document(s) as to whether the Shojha Site or other sites advertised are included in the Working Plan document and that the Working Plan document is duly approved by the Competent Authority. In view of aforesaid the following queries are raised. Are the advertised Eco-tourism site(s) included in the Working Plan and approved by the Competent	Yes, the Shojha site and other ecotourism sites are part of the Working Plan and have been approved by the H.P. Forest Department as well.

		Authority?	
15.	RFP Clauses: 1.2.11 and 1.2.13 read with Schedule-C	If not, does the HP ECOSOC/HP FD has the authority to approve the Development Plan prepared by the Operator for creation of various facilities and activities planned at the Ecotourism site?	HPECOSOC has the authority to approve the Development Plan.
16.	RFP Clauses: 1.2.11 and 1.2.13 read with Sch edule-C	What is the timeline for approval of Development Plan by the HP ECOSOC after it's complete submission by the Operator? Suggestion: These aspects should be clearly mentioned/defined in the RFP document and DCA to avoid the state of the project being in limbo as this is very common in Forest Clearances.	Please refer to Sub-Clause 4.2.1 of the Draft Concession Agreement in this regard.
17.	RFP Clause: 1.2.10	The carrying capacity has been defined as 50 to 80 persons including children on any given day. There may be instances people visiting the site for a short stay of few hours for food, participate in activities and enjoy nature during the day whereas there may be people staying overnight in the facility. There is no clarity on number of people to be allowed for a short duration during the day. Also there is no clarity on the maximum number of Units (huts/tents) which can be developed on the site for night stay of the visitors. Following queries are raised.	1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day. 2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only

			<p>upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p> <p>3. Maximum Number of tents are allowed as per carrying capacity for accommodation i.e. 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p>
18.	RFP Clause: 1.2.10	Is the maximum number of visitors i.e. 80 on a given day includes all those visiting the site for a short duration of few hours as well as those staying overnight?	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p> <p>2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest</p>

			area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
19.	RFP Clause: 1.2.10	If no, what is the maximum number of visitors to be allowed for short visit during the day?	Kindly refer to the response at sr. no. 17 and 18 above.
20.	RFP Clause: 1.2.10	What is the maximum number of Units (Huts/Tents) allowed on a site? Suggestion: The residents living in the facility overnight and those non-residents visiting for a short duration be defined separately.	Kindly refer to the response at sr. no. 17 and 18 above.
21.	RFP Clause 1.2.10 read with Schedule C	The clause provides that the Operator shall ensure that the natural profile and ecological integrity of the Ecotourism Site including its biodiversity value is maintained. No permanent structure/ infrastructure/ facilities/ shall be made/ constructed or developed at the Ecotourism Site as part of the Project, however, temporary structures/ facility made predominantly of natural material of local origin may be allowed as per the applicable laws related to development of ecotourism sites both the Central and State Government level. In this regard, the following queries are raised	Operator have to decide at their own level.
22.	RFP Clause 1.2.10 read with Schedule C	Even for putting up temporary structures/mud huts, some digging/earth cutting is required. Also laying of water pipeline, electric poles, bio-toilets etc would require digging. Is digging/earth cutting allowed for these activities?	These are the components of Development Plan, which should be prepared by the Operator after consultation with the Nodal Officer/ DFO of the Ecotourism Site.

23.	<p>RFP Clause 1.2.10 read with Schedule C</p>	<p>The plinth protection and floor tiles would be needed in the toilets and living facility which require cement work. This would prevent the rodents/snakes for the safety of those staying at night. Would the cement work be allowed to that extent?</p>	<p>As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’:</p> <p>“No permanent structures will be allowed. Only following types of structures will be allowed:</p> <ul style="list-style-type: none"> (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. <p>Flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p>
24.	<p>RFP Clause 1.2.10 read with Schedule C</p>	<p>Is the septic tank which also require some cement work be allowed for sewage management?</p> <p>Suggestion: Minimal cement work is needed for plinth protection, fixing floor tiles, septic tank etc which should be allowed.</p>	<p>No septic tanks are allowed to be constructed. Only Bio-toilets are allowed.</p>

X. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Narkanda in Kotgarh Forest Division of Rampur Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts.

			<p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed	Holding and subsidiary companies shall be

		to bid for two different sites?	allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism

			<p>sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
9.	Draft Concessions Agreement Clause 10.2.1	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.

XI. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Shoghi, Camping Site in Shimla Forest Division of Shimla Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts.

			<p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then

			bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening the Ecotourism-Site.

			The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
9.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
Kamal Kakkar			
10.	-	If we get selected when do we have to submit the annual Concession Fee (Clause 2.2.8)?	Kindly refer to Article 10 of the Draft Concession Agreement in this regard.
11.	-	After the selection process is done, How much time will be allotted for construction of site and Will the concession fee be waived during the construction period of the site.	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of Development Plan</i>) of the Draft Concession Agreement. Further, the Annual Concession Fee shall not be waived and is payable as per Clause 2.2.10 of the Request for Proposal and Clause 10.1.3 of Draft Concession Agreement.

12.	-	Will there be any deadline to build structure on the site?	Please see the response in sr. 10 above.
13.	-	<p>According to FCA regulation "It will require approval of Central Govt under Forest Reservation Act and (FCA) if it involves one or more of these:</p> <ul style="list-style-type: none"> - De-notification of Forest Land or apportion thereof. - Breaking up or clearing of Forest land or portion thereof - Assigning any forest land or any portion thereof by lease or otherwise to any private person or authority - Clearing of trees which have grown naturally for the purpose of using it for reforestation." <p>But how is the construction of necessities like water pipeline and sewage possible without any breakage of land?</p>	As per FCA amendment Act 2023, Ecotourism is now a 'forestry activity' and limited intervention is permitted for Ecotourism activities, hence, No FCA Clearance will not be required. Further for construction of necessities, the Operator shall propose these as part of the Development Plan.
14.	-	The coordinates of the locations are not available in the RFP's. Is it possible to change the prospective sites locations for any reason by the authorities?	<p>The coordinates of the Shoghi Camping Site is provided in Schedule-I of the Request for Proposal. However, more information and exact location of the Ecotourism Site thereat shall be provided by the Nodal Officer/ Divisional Forest Officer, the contact details of which have been provided in the Corrigendum No.2 dated 28.01.2024 for Shoghi</p> <p>Additionally, the Nodal Officer/ DFO may move the edges of the actual location on site slightly</p>

			for the sake of the Ecotourism Project. However, once the site is demarcated and handed over to the Operator no modification shall be allowed to be made to the area of the Ecotourism Site.
15.	-	We have tried downloading Shoghi RFP but the downloaded document is Neugal Park. It could be an error. Please upload Shoghi RFP.	Please refer to the Corrigendum No. 1 dated 15.01.2024 in this regard.
16.	-	In terms of natural Calamities at or on the way to the site, which could affect tourism. What are the relaxation measures for the operator?	Please refer to the Force Majeure provisions under Article 13 of the Draft Concession Agreement in this regard.
<i>Hiranya Wellness Resort</i>			
17.	RFP Clauses: 1.2.11, 1.2.13 read with Schedule-C	As per the Forest Conservation (Amendment) Act, 2023, Section-2 of the Forest Conservation Act, 1980 has been amended and Eco-tourism facilities included in the Forest Working Plan do not require forest clearance under the Act. There is no clarity in the RFP document(s) as to whether the Shoghi Site or other sites advertised are included in the Working Plan document and that the Working Plan document is duly approved by the Competent Authority. In view of aforesaid the following queries are raised. Are the advertised Eco-tourism site(s) included in the Working Plan and approved by the Competent Authority?	Yes, the Shoghi site and other ecotourism sites are part of the Working Plan and have been approved by the H.P. Forest Department as well.

18.	RFP Clauses: 1.2.11, 1.2.13 read with Schedule-C	If not, does the HP ECOSOC/HP FD has the authority to approve the Development Plan prepared by the Operator for creation of various facilities and activities planned at the Ecotourism site?	HPECOSOC has the authority to approve the Development Plan.
19.	RFP Clauses: 1.2.11, 1.2.13 read with Schedule-C	<p>What is the timeline for approval of Development Plan by the HP ECOSOC after it's complete submission by the Operator?</p> <p>Suggestion: These aspects should be clearly mentioned/defined in the RFP document and DCA to avoid the state of the project being in limbo as this is very common in Forest Clearances.</p>	Please refer to Sub-Clause 4.2.1 of the Draft Concession Agreement in this regard.
20.	RFP Clause: 1.2.10	<p>The carrying capacity has been defined as 50 to 80 persons including children on any given day. There may be instances people visiting the site for a short stay of few hours for food, participate in activities and enjoy nature during the day whereas there may be people staying overnight in the facility. There is no clarity on number of people to be allowed for a short duration during the day. Also there is no clarity on the maximum number of Units (huts/tents) which can be developed on the site for night stay of the visitors. Following queries are raised.</p>	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p> <p>2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted</p>

			<p>ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p> <p>3. Maximum Number of tents are allowed as per carrying capacity for accommodation i.e. 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p>
21.	RFP Clause: 1.2.10	Is the maximum number of visitors i.e. 80 on a given day includes all those visiting the site for a short duration of few hours as well as those staying overnight?	<p>1. Kindly refer to footnote no. 2 of Clause 2.1.1 of Draft Concession Agreement: The carrying capacity for any ecotourism site would vary according to site conditions, but, as a standard norm, for a 1.00 (one) hectare ecotourism site, the carrying capacity of such site would be between 50 (fifty) to 80 (eighty) persons including children staying overnight at the Site on a given day.</p> <p>2. The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final</p>

			decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.
22.	RFP Clause: 1.2.10	If no, what is the maximum number of visitors to be allowed for short visit during the day?	Kindly refer to the response at sr. no. 20 and 21 above.
23.	RFP Clause: 1.2.10	What is the maximum number of Units (Huts/Tents) allowed on a site? Suggestion: The residents living in the facility overnight and those non-residents visiting for a short duration be defined separately.	Kindly refer to the response at sr. no. 20 and 21 above.
24.	RFP Clause 1.2.10 read with Schedule C	The clause provides that the Operator shall ensure that the natural profile and ecological integrity of the Ecotourism Site including its biodiversity value is maintained. No permanent structure/ infrastructure/ facilities/ shall be made/ constructed or developed at the Ecotourism Site as part of the Project, however, temporary structures/ facility made predominantly of natural material of local origin may be allowed as per the applicable laws related to development of ecotourism sites both the Central and State Government level. In this regard, the following queries are raised	Operator have to decide at their own level.
25.	RFP Clause 1.2.10 read with	Even for putting up temporary structures/mud huts, some digging/earth cutting is required. Also laying of water pipeline, electric poles, bio-toilets	These are the components of Development Plan, which should be prepared by the Operator after consultation with the Nodal Officer/ DFO of the

	Schedule C	etc would require digging. Is digging/earth cutting allowed for these activities?	Ecotourism Site.
26.	RFP Clause 1.2.10 read with Schedule C	The plinth protection and floor tiles would be needed in the toilets and living facility which require cement work. This would prevent the rodents/snakes for the safety of those staying at night. Would the cement work be allowed to that extent?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: “No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. Flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base. It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be mud with local wood/ wood shards only.
27.	RFP Clause 1.2.10 read with Schedule C	Is the septic tank which also require some cement work be allowed for sewage management? Suggestion: Minimal cement work is needed for plinth protection, fixing floor tiles, septic tank etc which should be allowed.	No septic tanks are allowed to be constructed. Only Bio-toilets are allowed.

XII. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Potter Hill in Shimla Forest Division of Shimla Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GRV Realinfra Consultants Pvt Ltd</i>			
1.	-	Is there a no-compete clause binding the HPTDC. If so for how much radius area?	No
2.	-	Will there be any tariff regulation by any of the Govt. of HP Agencies?	Currently, there is no tariffs/ User Charges regulation for the visitors/ Users of the Ecotourism Site by any Govt. authority or agency.
3.	-	Will the property be given on as-is-where-is basis?	Yes
4.	-	What type of constructions - RCC, Tents, and Local Material Cottages will be permitted?	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017': "No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.

			<p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
5.	-	Will the Concessionaire get the depreciated value of the assets at the termination of the Concession Period?	Kindly refer to Article 15 (<i>Consequences upon Termination</i>) of the Draft Concession Agreement where no such payment is stipulated to be provided to the Operator.
6.	-	Will the HP Govt. or any of its Agencies open for JV with the Applicants?	No, consortium or joint ventures are not allowed.
7.	-	Will the Bar License be permitted at the premises?	Not allowed.
8.	-	Are there any additional benefits such as no EMD etc. for the Start-up Companies?	No.

9.	-	Our client has requested for additional time to prepare and bid as there are many properties at distant locations. We request you to please extend the last date for receipt of bids to minimum 15th March 2024.	No change. The provisions of the RFP shall prevail.
GS Rathore			
10.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
11.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal if the site is further put for bidding.	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017', the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
12.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017': No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts.

			<p>In all these cases, only flooring with eco-friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
13.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
14.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then

			bids of both the companies shall be rejected.
15.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
Sai Eternal Foundation			
16.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
17.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-burdening

			<p>the Ecotourism-Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
18.	Draft Concessions Agreement Clause 10.1.2	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.
<i>RBJ Steel Private Limited</i>			
19.	-	Detailed Map of Site.	Site map of Potter Hill is provided under Schedule I of the Request for Proposal. However, only an area measuring 1.00 (one) hectare approx. as identified and demarcated by the Nodal Officer/ DFO out of the total area of 1.50 (one point five) hectares, shall be available to the Selected Bidder/ Operator where the Ecotourism Project will be implemented.
20.	-	Dos & Don'ts.	Kindly refer to Schedule B of the Draft Concession Agreement for the List of Don'ts. In

			addition to the above, the Authority shall issue and provide 'do not disturb' guidelines.
21.	-	Area will be closed by fencing by the department or not for security to & from wild life.	As provided under Sub-Clause 2.1.3 (viii) of the Draft Concession Agreement, the Operator shall ensure protective fencing around the Ecotourism Site.
22.	-	No. of cottages allowed to be placed at site.	As per the carrying capacity for overnight stay facility.
23.	-	How many Main entries are there to the site?	As per the carrying capacity.
24.	-	Electricity, Water & Sewerage connections will be provided by the department?	The Operator shall arrange for such connections at the Ecotourism Site.
25.	-	Approach Road repair/clearance will be provided by the department?	No, however trekking path will be allowed to the Ecotourism Site. Sites have approach roads, other than that no construction is allowed.
26.	-	Brand name of the site can be changed by the party or not?	Yes.
27.	-	Any security guards provided by the department for smooth running of site from wild life.	No.

XIII. Name of Project: Selection of an operator for design, development, management/ providing services to run eco-tourism activities at Ganga Nal, Prashar in Mandi Forest Division of Mandi Forest Circle in the state of Himachal Pradesh.

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
<i>GS Rathore</i>			
1.	RFP Clause 2.2.4	Regarding Bid Security, as most of the organisations accept Bank Guarantees instead of FDR for Bid Security and Performance Security, it is requested that the clause may kindly be amended to include Bank Guarantees for the Bid Security and Performance Security.	No change. The provisions of the RFP shall prevail.
2.	RFP Clause 1.2.5	Regarding the tenure of the contract, as the contract would finish after 15 years, the operator should be allowed the Right of First Refusal is the site is further put for bidding.	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’, the total time period for concession to be granted to private parties is 10 years extendable by 5 years. Further re-bidding of site may be done after approval of GoHP.
3.	-	The Temporary construction should be clearly defined. Please make it clear if tents, with iron frames and cement board would be considered as temporary structures, also if there is a requirement of having some foundations for the iron structure, would it be allowed? Can wooden structures be put there with permanent foundation?	As per the ‘Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017’: No permanent structures will be allowed. Only following types of structures will be allowed: (a) Tents of various types; (b) Wooden structures; (c) Eco-friendly pre-fabricated structures which can be removed; (d) Mud & Bamboo Huts. In all these cases, only flooring with eco-

			<p>friendly materials shall be allowed such as interlocking tiles with sand base or with local stone base.</p> <p>It is herewith being clarified that cemented or concrete foundations are strictly prohibited and shall not be allowed to be laid at the Ecotourism Site along with any other permanent and/or non-eco-friendly materials such as cement, etc. The filling material for foundations should be local wood/ wood shards with mud only.</p> <p>Limited digging will be allowed up to 1 to 2 meters for laying of MS pipes system by using mud with wood/ wood shards as the filling material for reinforcement.</p> <p>The Operator would be allowed to install MS Poles for lighting but for affixing these poles no cement or mortar is allowed to be used.</p>
4.	-	How much free time would be allowed to the operator for development of the site?	Kindly refer to Clause 3.6 (<i>Commencement of Operations</i>) and Schedule C (<i>Parameters of the Development Plan</i>) in the Draft Concession Agreement which is very clear in this regard.
5.	-	Can Holding and Subsidiary companies be allowed to bid for two different sites?	Holding and subsidiary companies shall be allowed to bid for two different Ecotourism Projects, provided the companies can meet the net worth criteria independently. However, in case both the holding and subsidiary companies submit bids for the same Ecotourism Site, then

			bids of both the companies shall be rejected.
6.	-	In the case of individuals and it is allowed to submit the valuation report and the market value would be considered for the purpose of calculation of Net Worth, but in case of company only the book value would be considered, why can't companies be allowed to submit the valuation report and their net worth is also considered as per the market value as per valuation report.	In the case of individuals/ sole proprietors detailed balance sheet is not filed with the Income Tax Department as in the case of companies, therefore, such a relaxation has been permitted in the case of individuals/ sole proprietors only.
<i>Sai Eternal Foundation</i>			
7.	RFP Clause 1.2.9	The Concession Period of 10 years is very less. It is requested to kindly consider the concession period for 40 years instead of 10 years.	Concession Period is as per 'Revised Policy on Development of Eco-Tourism in Himachal Pradesh, 2017' and cannot be changed.
8.	RFP Clause 1.2.10	The carrying capacity of 1.0 Hectare ecotourism site per day is 50 to 80 which is very less. It is requested to kindly increase the carrying capacity or there should be no limit.	The carrying capacity as defined in the Bidding Document and is calculated keeping in view the minimal impact on the environment which shall not be changed. Further, it is clarified that the carrying capacity given in the RFP document is approximate given in relation to the overnight staying guests at the Ecotourism sites and does not include the staff and personnel deployed by the Operator for the running, operation and maintenance of the Site. However, the Operator should ensure that the total number of staff/ personnel deployed remains within reasonable limit without over-

			<p>burdening the Ecotourism-Site.</p> <p>The approximate number of day visitors expected by the Operator should be specified in the Development Plan. The range of maximum number of day visitors should be kept between 100 to 180 visitors per day who can spend only upto 6 hours in a day for various permitted ecotourism activities whether on the Ecotourism Site or in the surrounding forest area as per approved Development Plan. However, the final decision in this regard shall be taken by the Nodal Officer/ DFO of the Ecotourism Site keeping in view the specific requirements of the Site from time to time.</p>
9.	Draft Concessions Agreement Clause 10.2.1	The annual escalation at the rate of 5% is very higher side. It is requested to kindly reduce it to 1-2% annually.	The rate of escalation has been reduced to 3% per annum.

Response of HPECOSOC to the additional queries raised verbally by prospective Bidders during the Pre-Bid:

Sr. No.	Document/ Clause Reference	Queries/ Clarifications	Responses
1.	-	What is the maximum amount of rent that is chargeable for night stays at rooms/ tents that are to be developed at the Ecotourism Site by the Operators?	At present there are no guidelines which prescribes a limit on the maximum amount of rent that can be charged for overnight stay from visitors/ Users. However, HPECOSOC shall take up this matter with the Government of H.P. for deciding whether or not any cap/ limit to the rent is required to be put for the Ecotourism Projects.
2.	-	A query was raised by one prospective bidder to give some preference to local entrepreneurs in Himachal Pradesh in the bidding process for running and operating the Ecotourism Sites in the State.	Local entrepreneurs possessing a 'Bonafide Himachali Certificate' duly issued by the Government of Himachal Pradesh, the Net Worth requirement has been reduced to Rs. 3 Crores, in order to encourage entrepreneurship amongst the Bonafide Himachalis. In this regard, kindly refer to the respective Corrigenda dated 05.02.2024 issued for all the 13 Ecotourism Projects on the e-procurement portal.