

**Tourism Department, Government of Meghalaya  
Corrigendum -1**

**Letter No: M/D Tour/Tech/27/2026/12**

**Dated Shillong, 24th March 2026**

**Development, Operation and Maintenance of 4 Star Luxury Resort, at Jongksha, East Khasi Hills District, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership**

S. No	Clause No./Page No.	Original clause		Revised clause	
		Event Description	Date	Event Description	Date
1	ITB 21.1-Bid Due Date/Bid Schedule, Page No. 38	Proposal/Bid Due date	3:00 PM: 30.03.2026	Proposal/Bid Due date	3:00 PM: 08.04.2026
		Opening of Technical Proposal	5:00 PM: 30.03.2026	Opening of Technical Proposal	5:00 PM: 08.04.2026
2	3.2.6 Minimum Eligibility Criteria A. Technical Capacity	I. CRITERIA: A- HOSPITALITY EXPERIENCE- The Bidder should have an experience of developing or owning or managing and operating hotel(s) / resort(s) property with a minimum of 500 keys in aggregate, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date. In case the Bidders participating in Consortium, at least 1(one) member of the consortium should independently meet the aggregate 500 keys threshold.		I. CRITERIA: A- HOSPITALITY EXPERIENCE- The Bidder should have an experience of developing or owning or managing and operating hotel(s) / resort(s) property with a minimum of 300 keys in aggregate, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date. In case the Bidders participating in Consortium, at least 1(one) member of the consortium should independently meet the aggregate 300 keys threshold.	
3	Project Summary S.No. 2, Page No 8	<b>Project Scope</b> Development of a minimum 4 Star Luxury Resort with 100 rooms and ancillary facilities as per applicable development norms and regulations and in adherence to the standards of Hotel & Restaurant Approval Classification Committee (HRACC), Ministry of Tourism, applicable to a 4 Star Category Resort facility or above.		<b>Project Scope</b> Development of a minimum 4 Star Luxury Resort with 60 rooms and ancillary facilities as per applicable development norms and regulations and in adherence to the standards of Hotel & Restaurant Approval Classification Committee (HRACC), Ministry of Tourism, applicable to a 4 Star Category Resort facility or above.	
4	Clause II. CRITERIA B (iii), Page No 32	<b>II. CRITERIA: B – CONSTRUCTION EXPERIENCE</b> iii. Projects in Real Estate/Core Sector with Project Cost of minimum INR 50 crore to qualify as an Eligible Projects		<b>II. CRITERIA: B – CONSTRUCTION EXPERIENCE</b> iii. Projects in Real Estate/Core Sector with Project Cost of minimum INR 10 crore to qualify as an Eligible Projects	

S. No	Clause No./Page No.	Original clause	Revised clause
5	Project Summary S.No. 14, Page No 10	<p><b>Expected CAPEX: INR 90.5 Crore</b>  <i>Note- The estimated CAPEX is an indicative in nature for development of a 4 Star Luxury Resort having 100 rooms with ancillary facilities and infrastructure to be developed by the Concessionaire. The assessment of actual costs, however, will have to be made by the Bidders.</i></p>	<p><b>Expected CAPEX: INR 60 Crore for Phase-I, INR 40 Crore for Phase-II</b> (Construction Period for Phase-I shall be 3 years from the Appointed Date and Construction Period for Phase-II Shall be 3 years from COD of Phase-I)   <i>Note- The estimated CAPEX is an indicative in nature for development of a 4 Star Luxury Resort having 100 rooms (55 rooms in Phase-I &amp; 45 rooms in Phae-II) with ancillary facilities and infrastructure to be developed by the Concessionaire. The assessment of actual costs, however, will have to be made by the Bidders.</i></p>
6	Project Summary S.No. 14, Page No 9 Financial Covenants	<p><b>Non-Refundable Bid Document Fee (Payable online):</b>                      INR 90500/- (Rupees Ninety Thousand Five Hundred Only)  <b>Bid / Proposal Security:</b> INR 90.5 Lakhs (Rupees 90 Lakhs Fifty Thousand Only)  <b>Performance Security:</b> The Successful Bidder has to furnish Performance Securities before signing the contract in the manner as mentioned below:                      ► From the date of execution of the Contract till COD: INR 2.72 Crores with validity of 60 (sixty) days beyond the Construction/Development period                      ► From COD till expiry of Concession Period: INR 1.63 Crore with validity of 60 (sixty) days beyond the Concession Period  <i>Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.</i></p>	<p><b>Non-Refundable Bid Document Fee (Payable online):</b>                      INR 60,000/- (Rupees Sixty Thousand Only)  <b>Bid / Proposal Security:</b> INR 60 Lakhs (Rupees Sixty Lakhs Only)  <b>Performance Security:</b> The Successful Bidder has to furnish Performance Securities before signing the contract in the manner as mentioned below:                      ► From the date of execution of the Contract till COD: INR 1.80 Crores with validity of 60 (sixty) days beyond the Construction/Development period                      ► From COD till expiry of Concession Period: INR 1.08 Crore with validity of 60 (sixty) days beyond the Concession Period  <i>Note: Performance Security of Concession Period shall be renewed and escalated every 5 years based on WPI of every fifth year.</i></p>
7	Clause 3.2.6, CRITERIA: A-Bidder with HOSPITALITY EXPERIENCE, A. Firm's	<p>1. Experience of developing or owning or managing and operating hotel(s) / resort(s) property, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date.</p>	<p>1. Experience of developing or owning or managing and operating hotel(s) / resort(s) property, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date.</p>

	<b>Experience (Maximum Marks= 40) Page No. 34</b>	<ul style="list-style-type: none"> <li>• 500 keys in aggregate: 5 marks</li> <li>• From 501 keys to 600 keys: 10 marks</li> <li>• From 601 keys to 700 keys: 15 marks</li> <li>• From 701 keys to 800 keys: 20 marks</li> <li>• More than 800 keys: 25 marks</li> </ul>	<ul style="list-style-type: none"> <li>• 300 keys in aggregate: 5 marks</li> <li>• From 301 keys to 400 keys: 10 marks</li> <li>• From 401 keys to 500 keys: 15 marks</li> <li>• From 501 keys to 600 keys: 20 marks</li> <li>• More than 600 keys: 25 marks</li> </ul>
8	<b>Clause 3.2.6, CRITERIA: B – Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector, A-1. Operator’s Experience (Hospitality Sector Tie up) (Maximum Marks= 30), Page No. 35</b>	<p>1. Experience of developing or owning or managing and operating hotel(s) / resort(s) property, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date.</p> <ul style="list-style-type: none"> <li>• 500 keys in aggregate: 5 marks</li> <li>• From 501 keys to 600 keys: 7.5 marks</li> <li>• From 601 keys to 700 keys: 10 marks</li> <li>• From 701 keys to 800 keys: 12.5 marks</li> <li>• More than 800 keys: 15 marks</li> </ul>	<p>1. Experience of developing or owning or managing and operating hotel(s) / resort(s) property, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date.</p> <ul style="list-style-type: none"> <li>• 300 keys in aggregate: 5 marks</li> <li>• From 301 keys to 400 keys: 7.5 marks</li> <li>• From 401 keys to 500 keys: 10 marks</li> <li>• From 501 keys to 600 keys: 12.5 marks</li> <li>• More than 600 keys: 15 marks</li> </ul>
9	<b>Clause 3.2.6, B. Financial Capacity, I. NET WORTH, Page No. 33</b>	<b>I. NET WORTH</b> – The Bidder shall have a Net Worth of Rs. 25 Crores (Rupees Twenty-Five crore only) at the closing of the preceding Financial Year before the Bid Due Date.	<b>I. NET WORTH</b> – The Bidder shall have a Net Worth of Rs. 15 Crores (Rupees Fifteen crore only) at the closing of the preceding Financial Year before the Bid Due Date.
10	<b>Clause 3.2.6, B. Financial Capacity, II. TURNOVER, Page No. 33</b>	<b>II. TURNOVER</b> – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25 should be at least INR 40 Cr (INR Forty Crore Only).	<b>II. TURNOVER</b> – Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25 should be at least INR 24 Cr (INR Twenty Four Crore Only).
11	<b>Clause 3.2.6, CRITERIA: A- Bidder with HOSPITALITY EXPERIENCE, B. Financial Capacity (Maximum Marks= 30), Net worth 1) &amp; Turnover 2) Page No 34 &amp; 35</b>	<p><b>CRITERIA: A- Bidder with HOSPITALITY EXPERIENCE, B. Financial Capacity (Maximum Marks= 30)</b></p> <p>1) Net worth (as on 31st March 2025):</p> <ul style="list-style-type: none"> <li>• INR 25 Crore up to INR 50 Crore (5 marks)</li> <li>• More than INR 50 Crore &amp; up to INR 100 Crore (7.5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (10 marks)</li> <li>• More than 200 Crore&amp; up to INR 300 Crore (12.5 marks)</li> <li>• More than INR 300 Crore (15 marks)</li> </ul>	<p><b>CRITERIA: A- Bidder with HOSPITALITY EXPERIENCE, B. Financial Capacity (Maximum Marks= 30)</b></p> <p>1) Net worth (as on 31st March 2025):</p> <ul style="list-style-type: none"> <li>• INR 15 Crore up to INR 30 Crore (5 marks)</li> <li>• More than INR 30 Crore &amp; up to INR 50 Crore (7.5 marks)</li> <li>• More than INR 50 Crore &amp; up to INR 100 Crore (10 marks)</li> <li>• More than 100 Crore&amp; up to INR 200 Crore (12.5 marks)</li> <li>• More than INR 200 Crore (15 marks)</li> </ul>

		<p>2) Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23,2023-24 and 2024-25</p> <ul style="list-style-type: none"> <li>• INR 40 Crore up to INR 100 Crore (5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (7.5 marks)</li> <li>• More than INR 200 Crore &amp; up to INR 300 Crore (10 marks)</li> <li>• More than 300 Crore &amp; up to INR 400 Crore (12.5 marks)</li> <li>• More than INR 400 Crore (15 marks)</li> </ul>	<p>2) Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23,2023-24 and 2024-25</p> <ul style="list-style-type: none"> <li>• INR 24 Crore up to INR 50 Crore (5 marks)</li> <li>• More than INR 50 Crore &amp; up to INR 100 Crore (7.5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (10 marks)</li> <li>• More than 200 Crore &amp; up to INR 300 Crore (12.5 marks)</li> <li>• More than INR 300 Crore (15 marks)</li> </ul>
12	<p><b>Clause 3.2.6, CRITERIA: B – Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector B. Financial Capacity (Maximum Marks= 20), Net worth 1) &amp; Turnover 2) Page No 36</b></p>	<p><b>CRITERIA: B – Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector B. Financial Capacity (Maximum Marks= 20)</b></p> <p>1) Net worth (as on 31st March 2025):</p> <ul style="list-style-type: none"> <li>• INR 40 Crore up to INR 75 Crore (2.5 marks)</li> <li>• More than INR 75 Crore &amp; up to INR 100 Crore (5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (7.5 marks)</li> <li>• More than 200 Crore (10 marks)</li> </ul> <p>2) Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25</p> <ul style="list-style-type: none"> <li>• INR 40 Crore up to INR 100 Crore (2.5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (5 marks)</li> <li>• More than INR 200 Crore &amp; up to INR 400 Crore (7.5 marks)</li> <li>• More than 400 Crore (10 marks)</li> </ul>	<p><b>CRITERIA: B – Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector B. Financial Capacity (Maximum Marks= 20)</b></p> <p>1) Net worth (as on 31st March 2025):</p> <ul style="list-style-type: none"> <li>• INR 15 Crore up to INR 30 Crore (2.5 marks)</li> <li>• More than INR 30 Crore &amp; up to INR 50 Crore (5 marks)</li> <li>• More than INR 50 Crore &amp; up to INR 100 Crore (7.5 marks)</li> <li>• More than 100 Crore (10 marks)</li> </ul> <p>2) Average Annual Turnover in 3 (three) years of last 5 (five) financial years i.e., 2020-21, 2021-22, 2022-23, 2023-24 and 2024-25</p> <ul style="list-style-type: none"> <li>• INR 24 Crore up to INR 50 Crore (2.5 marks)</li> <li>• More than INR 50 Crore &amp; up to INR 100 Crore (5 marks)</li> <li>• More than INR 100 Crore &amp; up to INR 200 Crore (7.5 marks)</li> <li>• More than 200 Crore (10 marks)</li> </ul>

S/d-  
 Director of Tourism Department,  
 Govt. of Meghalaya, Shillong

<b>Project Name:</b> Development, Operation and Maintenance of 4 Star Luxury Resort, at Jongksha, East Khasi Hills District, Meghalaya under Design, Build, Finance, Operate and Transfer (DBFOT) Mode on Public Private Partnership. <b>Response to Pre-Bid Queries</b>				
				<b>Dated Shillong, 23rd March, 2026</b>
S.No	RFP Clause & Page Number	Existing RFP clause	Queries/Suggestion/Clarification sought by the bidders	Response to Queries
1	<b>Project Summary – Project Scope S.no. 2 Page No 8</b>	<p><b>Project Scope (Refer Section 2 for details)</b></p> <p>Development of a minimum 4 Star Luxury Resort with 100 rooms and ancillary facilities as per applicable development norms and regulations and in adherence to the standards of Hotel &amp; Restaurant Approval Classification Committee (HRACC), Ministry of Tourism, applicable to a 4 Star Category Resort facility or above.</p>	Kindly clarify whether 100 keys is the minimum requirement or the maximum permissible capacity and if the bidder can build more rooms than 100.	Please Refer Corrigendum-1
2	<b>3.2.6 Minimum Eligibility Criteria I. Criteria: A / Pg. 31</b>	<p><b>I. CRITERIA: A- HOSPITALITY EXPERIENCE-</b></p> <p>The Bidder should have an experience of developing or owning or managing and operating hotel(s) / resort(s) property with a minimum of 500 keys in aggregate, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date. In case the Bidders participating in Consortium, at least 1(one) member of the consortium should independently meet the aggregate 500 keys threshold.</p>	It is requested that seasonal or temporary hospitality developments comprising luxury tented accommodation with organized lodging infrastructure and hospitality services may also be considered as eligible hospitality experience, provided they meet the minimum key/room capacity requirements specified in the RFP.	RFP Condition Prevails
3	<b>2.5 (d) / Pg. 24</b>	<p><b>2.5 Key Terms</b></p> <p>(d) The Concessionaire shall be responsible for obtaining all applicable permits, incl. building permits and other approvals required for development of the Project.</p>	We request the authority to facilitate and support the selected bidder in the process of obtaining the applicable permits, approvals, and NOCs from the respective government bodies/ boards/ organisations wherever required	The Concessionaire shall be responsible for obtaining all necessary approvals and permits. However, the Authority shall facilitate to concessionaire in obtaining the approvals and permits.

4	<p><b>Clause 3.2.6</b> <b>Page No 31</b></p>	<p><b>3.2.6 Minimum Eligibility Criteria</b> I. CRITERIA: A- HOSPITALITY EXPERIENCE- The Bidder should have an experience of developing or owning or managing and operating hotel(s) / resort(s) property with a minimum of 500 keys in aggregate, in any 12 consecutive months during the past 10 financial years preceding the Bid Due Date. In case the Bidders participating in Consortium, at least 1(one) member of the consortium should independently meet the aggregate 500 keys threshold.</p>	<p>Please decrease the minimum keys criteria to 300 nos</p>	<p>Refer corrigendum-1</p>
5	<p>A-2. Construction Experience (2) of CRITERIA: B - Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector Page No 35</p>	<p><b>CRITERIA: B – Bidder with CONSTRUCTION EXPERIENCE and Tie-up with Operator from Hospitality Sector</b> <b>A-2. Construction Experience (Maximum Marks= 20)</b> <b>(2) Construction Experience in NORTHEAST INDIA:</b> (Clause 3.2.6, as applicable and Projects to be executed/location to be Northeast India only) 1. Developed/paid for development of Eligible Project(s); (Real Estate and/ or Core Sector Projects) AND/OR 2. Paid for or received payments for construction of Eligible Project(s); (Real Estate and/ or Core Sector Projects). • INR 100 Crore up to INR 200 Crore (2.5 marks) • More than INR 200 Crore &amp; up to INR 300 Crore (5 marks) • More than INR 300 Crore &amp; up to INR 400 Crore (7.5 marks) • More than 400 Crore (10 marks)</p>	<p>Hospitality Industry from Northeast in general and from Meghalaya in particular should get more weightage</p>	<p>RFP Conditions Prevails</p>

6	<b>Project Summary S.No. 2, Page No 8</b>	<b>Project Scope</b> ► Development of a minimum 4 Star Luxury Resort with 100 rooms and ancillary facilities as per applicable development norms and regulations and in adherence to the standards of Hotel & Restaurant Approval Classification Committee (HRACC), Ministry of Tourism, applicable to a 4 Star Category Resort facility or above.	Investor should allowed 60 rooms to construct in 1st 10 years with 60 crores investment and then additional 40 rooms with 40 crores investment.	Refer corrigendum-1
7	<b>Clause II. CRITERIA B (iii), Page No 32</b>	<b>II. CRITERIA: B – CONSTRUCTION EXPERIENCE</b> iii. Projects in Real Estate/Core Sector with Project Cost of minimum INR 50 crore to qualify as an Eligible Projects	Please allow Project in real estate /core sector with project cost of minimum 10 crores to qualify as an eligible projects .	Refer corrigendum-1
8	<b>Project Summary S.No. 15, Page No 10</b>	<b>Consideration to Authority</b> ► Revenue Share - 4% of Gross Revenue for each accounting year which shall be considered as Bid Variable/Bid Parameter for selection of bidder.	Reduce the minimum revenue sharing to 1 percent and let the investors quote more to get the project.	RFP condition prevails

S/d-  
 Director of Tourism Department,  
 Govt. of Meghalaya, Shillong