

Tourism Department, Government of Meghalaya
Corrigendum-1

Letter No: M/D Tour/Tech/27/2026/11

Dated Shillong, 24th March 2026


Development, Operation, and Maintenance of 5 star hotel and retail outlet village at Mawkhanu Knowledge City, Meghalaya under the Design, Build, Finance, Operate, and Transfer (DBFOT) model on Public Private Partnership (PPP)

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

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

Development, Operation, and Maintenance of 5 star hotel and retail outlet village at Mawkhanu Knowledge City, Meghalaya under the Design, Build, Finance, Operate, and Transfer (DBFOT) model on Public Private Partnership (PPP)

Project Name: Development, Operation, and Maintenance of 5 star hotel and retail outlet village at Mawkhanu Knowledge City, Meghalaya under the Design, Build, Finance, Operate, and Transfer (DBFOT) model on Public Private Partnership (PPP)				
Response to Pre-Bid Queries			Dated Shillong, 23rd March, 2026	
S.No	RFP Clause & Page Number	Existing RFP clause	Queries/Suggestion/Clarification sought by the bidders	Response to Queries
1	Project Summary – Project Financial Covenants, Performance Security S.No.13 Page No 10	<p>Performance Security: The Selected Bidder shall furnish Performance Securities before signing the Concession Agreement in the manner as mentioned below:</p> <ul style="list-style-type: none"> ▶ From the date of execution of the Contract till COD: INR 6 Crores with validity of 60 (sixty) days beyond the Construction/Development period ▶ From COD till expiry of Concession Period: INR 2 Crore with validity of 60 (sixty) days beyond the Concession Period <p><i>Note: Performance Security of Concession Period shall be renewed and escalated @ 10% in every 5 years.</i></p>	<p>The current requirement of ₹6 Crores during construction and ₹2 Crores during operations appears relatively high for a tourism-led project in an emerging destination. We request that the Performance security be aligned to 1% of project cost, and that the post-COD security be reconsidered or suitably reduced.</p>	<p>Performance Security: The Selected Bidder shall furnish Performance Securities before signing the Concession Agreement in the manner as mentioned below:</p> <ul style="list-style-type: none"> ▶ From the date of execution of the Contract till COD: INR 2.7 Crores with validity of 60 (sixty) days beyond the Construction/Development period ▶ From COD till expiry of Concession Period: INR 2 Crore with validity of 60 (sixty) days beyond the Concession Period <p><i>Note: Performance Security of Concession Period shall be renewed and escalated @ 10% in every 5 years.</i></p>
2	Project Summary – Project Financial One Time Upfront Premium S.no.15 Page No 10	<p>One-time Upfront Premium – Rs 7,00,00,000/- (Seven crore only)</p>	<p>The upfront premium of ₹7 Crores may impact project feasibility given the location’s current stage of development. We request either:</p> <p>Reduction of the upfront premium to Rs. 4 Crores, or conversion of a portion into additional revenue share or deferred payment.</p>	<p>RFP condition prevails</p>

<p>3</p>	<p>Clause 2.4 Page No. 22</p>	<p>2.4 Implementation Schedule The Concessionaire shall undertake all necessary activities to completely operationalise the Resort, including procuring equipment, necessary civil work, marketing, etc., within 36 (thirty-six) months of Appointed Date.</p>	<p>Implementation Timeline & Phased Development: The stipulated 36-month timeline may be challenging considering site conditions and project scale. We request: Extension of the development period to 48 months, and Explicit permission for phased development, allowing hotel and retail components to be developed in stages based on demand.</p>	<p>Accepted; however, the development obligations shall include the following specific timelines: (i) the construction of the 5-star hotel shall be fully completed within a period of three (3) years from the Appointed Date; and (ii) the development of the Retail Outlet Village shall be fully completed within a period of four (4) years from the Appointed Date</p>
<p>4</p>	<p>Lease Moratorium Clause 24.5.3, Page No. 82</p>	<p>24.5.3 Lease Moratorium: No Annual Lease Rental to be paid during the construction period i.e. which shall be a period of 3 (three) years from the Appointed Date. In-case of Construction Period extends beyond three years; the lease moratorium period will not be extended beyond the three-year period. If the Commercial Operation Date (COD) is achieved within the designated Construction Period of three years, the lease moratorium period concludes on the date of COD achievement.</p>	<p>Given the expected ramp-up period for tourism demand, we request: Extension of the lease moratorium to 5 years, or Commencement of lease payments post stabilisation of operations.</p>	<p>RFP Condition Prevails</p>
<p>5</p>	<p>Land Parcel Clarification Clause 2.3 Page No. 21</p>	<p>2.3 Project Description & Site Appreciation</p> 	<p>During the site visit, the land parcel shown appeared to be adjacent to the proposed golf course, whereas the RFP indicates a different parcel. We request confirmation of the exact land parcel, a detailed site layout with boundaries, and clarification on proximity to key planned developments.</p>	<p>The land parcel shall be allocated in a manner that ensures adequate business potential and supports the unique value proposition of the Project. However, the exact land parcel, along with its clearly defined boundaries, shall be finalized and handed over only after a joint survey is conducted by the Authority and the Selected Bidder.</p>

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6	Project Summary S.No 15. Consideration to Authority	<i>Note: Capital subsidy and various incentives under Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024 shall be applicable to the project.</i>	We request detailed clarification on incentives available under applicable state and central policies, including capital subsidies and other fiscal benefits.	Please refer Meghalaya Industrial & Investment Promotion Policy (MIIPP)-2024 and Uttar Poorva Transformative Industrialisation Scheme (UNNATI)-2024
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S/d-
Director of Tourism Department,
Govt. of Meghalaya, Shillong