



Municipality of Trieste

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Trieste, 5 November 2015

EXPLORATORY MARKET RESEARCH AIMED AT IDENTIFYING APPLICANTS TO BE INVITED TO TENDER WITHIN THE FRAMEWORK OF A NEGOTIATED PROCEDURE

(art. 125, sub-pars. 10 and 11 of Law Decree no. 163/2006 as amended and supplemented)

IN ORDER TO SELECT THE ECONOMIC OPERATOR TO BE ENTRUSTED WITH THE TASK OF LAYING OUT GUIDELINES FOR DRAWING UP A STRATEGIC PLAN ON THE ENHANCEMENT OF AREAS LOCATED WITHIN THE OLD PORT OF TRIESTE.

I. General considerations on the procedure

Pursuant to art. 1, sub-pars. 618 and 619 of Law dated 23.12.2014, no. 190 (2015 Stability Law), published on the Official Journal no. 300 of 29.12.2014, all areas, buildings and other works belonging to the public marine domain and located within the boundaries of the port area, excluding docks, Adriaterminal and the coastal strip of the Old Port of Trieste, were released from the public ownership and transferred to the available assets of the Municipality of Trieste to be used for the purposes provided for by its urban planning tools after transferring the international free trade zone.

Therefore, the Municipality of Trieste shall dispose of the areas and buildings released from the public ownership in compliance with the national and European legislation and shall transfer the relevant proceeds to the Port Authority of Trieste so that the infrastructure of the New Port and the new areas to be used as international free trade zone can be built.

The said legislation also provides for the Chairman of the Port Authority, in cooperation with the President of the Friuli Venezia Giulia Region and the Mayor of Trieste, to set the boundaries of the areas that remain under the public marine domain.

Pursuant to the said provisions, the representatives from the State Property Office, the Port Authority of Trieste, the Harbourmaster's Office of Trieste, the Interregional Authority for Public Works and the Autonomous Region of Friuli Venezia Giulia, together with the representatives from the Municipality of Trieste, performed any and all technical activities required to identify the dividing line for the public marine domain.

Therefore, on 9 July 2015, the "Agreement Report" and the "New Dividing Line Identification Report" were formally signed. The "Final Public Marine Domain Boundary Plan" is enclosed therewith and is an integral and essential part thereof.

The deeds and the plan above are available on the website of the Municipality of Trieste: portovecchio.comune.trieste.it

That being stated, the Municipality of Trieste intends to proceed with the actions required to requalify, refurbish and enhance the Old Port of Trieste, also to seize the opportunities for socioeconomic development resulting from this enhancement to Trieste and its socioeconomic fabric.

In this regard, first of all it intends to design, draft, circulate, share and approve an enhancement and conversion plan for the Old Port as a whole. This tool will enable it to identify the uses and urban, economic, technological and social characteristics to develop in the area so as to trigger reactions in terms of opportunities, sustainability, attractiveness and interest by institutional and private investors at the international level.

The Municipality of Trieste, being aware of the highly strategic importance to Trieste, the Friuli Venezia Giulia Region and the Italian territory as a whole of this requalification project for the Old Port, launched a procedure to select a strategic advisor of global standard having an international experience in the field of strategic assessment and planning of urban property conversion projects, to be entrusted, pursuant to art. 125, sub-pars. 10 and 11 of Legislative Decree no. 163/2006 as amended and supplemented, with the task of laying out guidelines for drawing up a strategic enhancement plan on the areas belonging to the Old Port of Trieste.

This procedure is made conditional upon the implementation of the process of sub-pars. 618 and 619 and art. 1 of Law no. 190/2014.

2. Scope and deadlines

The activities to be performed by the advisor will basically involve the provision of survey results, inputs and support to turn the information on the area and the wider territory, including economic and financial data, into useful knowledge for the Municipality of Trieste to make the most appropriate decisions so as to attract potential investments and economic initiatives by domestic and foreign investors.

The activities shall be organised as follows:

STEP 1: Surveys.

Estimate length: 60 days

- a) Review of the territorial, economic, demographic, social, technological and logistic context at the local, regional and international level to show strengths, criticalities and needs, to be developed and integrated with possible and feasible solutions, limits and constraints (urban planning, morphology, environment, etc.), risks and opportunities;
- b) Definition of strategic objectives in terms of settlement, economic impact, employment and environment of the conversion and enhancement of the Old Port; in this regard, attractiveness and interest indicators for public and private, national and international investors shall be identified in line with the future “mission” to be given to Trieste and the urban interaction and integration between the neighbouring town centre and the Old Port (“Trieste 2030” project).

STEP 2: Definition and laying out of guidelines for drawing up the strategic plan.

Estimate length: 60 days

- a) Laying out of guidelines for drawing up the strategic plan in line with the *mission* assigned to the City with the aim to achieve the following objectives:
 - i. Breakdown of Old Port areas to be physically modified into the following homogeneous categories:
 - Preservation or restoration
 - Requalification
 - Economic development in each sector (marine, tourist, accommodation, cultural, port, pleasure boating, residential development, etc.)

- ii. Breakdown of the actions according to competent authorities (Municipality of Trieste, Port Authority, Region, etc.) and private investors;
- iii. Adequate attraction of human resources;
- iv. Adequate attraction of financial resources;
- v. Adequate improvement of citizens' quality of life;
- vi. General considerations on the available options to implement the actions above.

STEP 3: Support and assistance in terms of plan introduction, sharing, circulation and approval (involvement of third parties)

Minimum length: 60 days

- a) Introduction of the plan guidelines to institutions, social partners, stakeholders, opinion leaders, associations, etc., so that they can be understood and shared;
- b) Implementations of or changes to the guidelines based on the results of consultations and exchanges;
- c) Support during circulation and approval of the plan drawn up according to the guidelines.

3. Basic fees

The all-inclusive lump basic fees payable for the activities and services provided for by this procedure and the relevant task shall amount to **EUR 170,000.00** (EUR one hundred seventy thousand/00), plus VAT at the legal rate in force.

4. Inclusion criteria

Given the objective to select the strategic advisor offering the best combination of overall skills, experiences in similar successful international projects and global connectivity, the following criteria shall be met to take part in the selection process:

General criteria:

- a) Absence of grounds preventing the applicant from being awarded public contracts pursuant to art. 38 of Legislative Decree no. 163/2006 as amended and supplemented;

Special economic, financial, technical and organisational criteria:

- b) Global turnover of the last five years for activities associated with the provision of strategic, operational and financial advice services in the field of territorial and urban development at the national and international levels as well as with the implementation of complex property enhancement projects for an overall amount not lower than € 1,000,000.00 (EUR one million/00);
- c) Turnover of the last five years for the performance of similar tasks as those mentioned in this procedure (advice in complex urban conversion and/or enhancement projects on areas not smaller than 200,000 sq.m.) for an overall amount not lower than € 850,000.00 (EUR eight hundred fifty thousand/00);
- d) Execution of at least no. 2 urban conversion and/or enhancement projects on areas not smaller than 200,000 sq.m. each in the last five years;
- e) Proven ability (CV and working plan for human resources) to organise and activate, during the performance of services, a multidisciplinary team with the skills required to carry out the following activities:
 - o Strategic planning
 - o Urban planning
 - o Survey of local, national and international real estate markets;
 - o Analysis, monitoring and advice on the assessment of territorial and real estate impacts
 - o Provision of information on values, characteristics and economic and social trends on real estate markets
 - o Analysis of needs and the socioeconomic context
 - o Analysis and assessment of development and sustainability policies

- Strategic and operational advice on public-private partnerships, demographic/statistical information, real estate market survey and logistics, finance;
 - Assessment of costs and time required for conversion activities;
- f) Reliance on or availability of an organisational structure based on an international network and at least a permanent establishment or contact in Italy.

The Municipality of Trieste shall select approximately 5 economic operators from the applicants meeting the criteria above and shall invite them to submit their technical and economic offers as described in the invitation letter and by the time limit set therein.

In the event that the number of applications above is not reached, the Municipality of Trieste reserves the right to invite, at its choice, other operators that meet the inclusion criteria, even if they have not expressly applied for the procedure.

This notice does not formally launch any public invitation to tender. It only starts a market survey aimed at identifying – in a transparent, impartial, non-discriminatory and fair manner – a selection of economic operators to be invited to tender within the framework of a negotiated procedure for awarding the services above.

5. Submission of applications

All interested persons may apply by using the special forms available on Portovecchio.comune.trieste.it where they may also find the invitation letter and the framework contract to be signed with the contractor.

The application as published on the profile of the Principal and this notice may also be sent by fax to + 39 040.6758025 or by certified electronic mail to: comune.trieste@certgov.fvg.it All applications shall be filed **not later than on 23.11.2015 at 12:00 pm.**

Within the following 5 (five) days, the Municipality of Trieste shall send the invitations to submit technical and economic offers to all selected applicants.

6. Assessment of tenders

The assessment of technical and economic offers submitted as described in the invitation letter and within the relevant time limit shall be made by a special selection board to be set up after the submission of proposals in compliance of the procedure mentioned under the invitation letter (see website of the Municipality of Trieste above).

For further information on this procedure, please contact Mr. Walter Toniati, Strategic Projects, Public Procurements, Public Contracts and General Affairs Department Manager, Municipality of Trieste, phone 040.6754557; email toniatiw@comune.trieste.it.

Pursuant to art. 13 of Legislative Decree no. 196/2003 as amended and supplemented (“*Code on Personal Data Protection*”), you are informed that the personal data provided and collected for the purposes of this procedure shall only be used for the said purposes in compliance with all legal requirements in force, also with reference to rights granted to data subjects (art. 13 of Legislative Decree no. 196/2003).

The Manager of the Department
(Mr. Walter Toniati)