



**SEGRETERIA DI STATO
PER IL TURISMO, POSTE, COOPERAZIONE
ED EXPO**

**INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF
INTEREST FOR THE ENHANCEMENT OF THE "NIDO DEL FALCO" REAL ESTATE COMPLEX, BY
MEANS OF A LOAN FOR USE**

The Minister of Tourism, Posts, Cooperation and Expo, enforcing Congress of State Decision no. 49, adopted in its sitting of 29 June 2022,

GIVEN THAT

- a) The Strategic Plan for Tourism of the Republic of San Marino aims at repositioning San Marino as a tourist destination at international level and has mandated the Government to draw up, within the overall project, a plan for the reception facilities aimed at improving and enhancing the services offered, thus creating the conditions for new forms of tourist attraction.
- b) The State is the owner of the real Estate complex known as "Nido del Falco" (hereinafter also referred to as the "Real Estate") located in the historic centre of the Republic of San Marino, which offers among its distinctive features an exceptional panoramic view over the Romagna region, the Adriatic coast, as well as striking views of the mountains and hills of the Italian Marche region. Indeed, its special location within the Unesco Site, with the Three Towers at its side, makes the Real Estate the ideal candidate to become one of the symbols of the uniqueness of San Marino in the world. This goal can be pursued only through a strategic cooperation among the State and internationally recognised professional entities, which can further enhance the natural beauty of the site;
- c) The Real Estate, also due to the distinctive feature mentioned above, should be considered as a site of strategic importance for the development of tourism enhancement projects, also with reference to the Wedding tourist product, aimed at promoting and facilitating the celebration of weddings and wedding receptions in the Republic by foreign citizens, with the objective of expanding the tourist offer;
- d) It is necessary to enhance the Real Estate by means of upgrading works, aimed at renovating and redefining its function, in order to make it an area of excellence for the Republic of San Marino,

ANNOUNCES

The intention to start searching, by means of this International Notice (hereinafter also the Notice), for expressions of interest for the loan for use of the "Nido del Falco" real Estate, for the purpose of its enhancement.

This Notice shall be public in compliance with the principles of transparency, publicity, equal treatment, impartiality, proportionality and cost-effectiveness.

The outcome of this Notice shall only serve to orient the future action of the Ministry of Tourism with regard to a possible subsequent selection procedure and negotiation stage concerning the loan for use of the Real Estate to a single entity, for the purpose of its enhancement, and shall not commit any party the continuation of the project.





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PURPOSE OF THE NOTICE

The purpose of this Notice shall be to collect expressions of interest in order to verify the presence of professionally and internationally recognised subjects suitable and potentially interested in participating in a possible subsequent selection procedure for the loan for use of the Real Estate, in compliance with the purpose specified in this Notice.

This Notice shall not constitute a right to negotiate, nor a pre-emptive right, nor an invitation to tender, nor an offer to the public, nor a promise to the public and, therefore, the expressions of interest received shall not be binding in any way for the Ministry of Tourism, which shall stay free, at its sole discretion, to interrupt, change or terminate at any time this procedure and to initiate another procedure, or to change and revoke this Notice. The entities that express their interest shall have no right or claim to compensation, indemnity or reimbursement of costs and expenses incurred by themselves and their successors in title.

Given the state of the Real Estate and the absence of interventions aimed at enhancing it, the Ministry of Tourism intends, by means of this Notice, to collect expressions of interest from entities willing to commit themselves to enhancing the Real Estate by means of a renovation which, in addition to improving its building, structural and technical parts, would also upgrade and re-assess its uses, in accordance with the existing town-planning scheme.

The Real Estate, subject to the above-mentioned renovation and enhancement, shall be used for some of the following activities: catering, cafeteria, banqueting, reception, organisation of events and ceremonies, lounge and dancing activities, sale of food, beverages and other goods and services, as well as possible accommodation services, while at the same time promoting the revitalisation and upgrading of the area.

DESCRIPTION OF THE REAL ESTATE

The Real Estate, which is the subject of this Notice, is located in Contrada dei Magazzeni and is composed of three levels that are part of a larger building, registered at the Cadastral Sheet Number 42, part. 297, sub. 8,9,10,11,12 and 13 (best highlighted in yellow on the cadastral maps - cadastral extract and land registry record - attached to this Notice under letter "A").

The main body of the Real Estate is located on the third and mezzanine floors and consists of premises measuring approximately **285 square metres** overlooking a large appurtenant area offering a breathtaking view.

As a whole, the premises of the Real Estate in question have a total net surface area of approximately **735 square metres**, as well as an appurtenant area consisting of terraces and outbuildings with a total surface area of **approximately 1,120 square metres** (as better indicated in the attached plan under letter "B"), part of which falls within the typological classification of historical monumental complex - Ridge of Mount Titano.

Photographic images of the Real Estate in question and its appurtenances are also attached to this Notice under letter "C".

PROJECT FOR THE RENOVATION, UPGRADING AND DESIGNATED USE OF THE REAL ESTATE

The proposal shall provide for multiple and differentiated services and activities, also in synergy with each other, which shall be consistent with the characteristics of the real Estate and the context in which it is located, and shall be aimed at its enhancement and compatible with the regulations in force for the use of protected historical buildings.

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The proposal shall concern the tourist and/or hospitality service: it shall provide for projects aimed at offering catering and hospitality services with a focus on food and wine culture and the specialities of the territory. It shall also provide for the serving of food and beverages to the public. The proposal shall also provide for projects aimed at offering some of the following services: banqueting, organisation of events and ceremonies, lounge and dance hall activities, sale of food, beverages and other goods and services as well as possible accommodation services.

The proposal shall be submitted together with a project for the enhancement of the building, to be carried out by means of the structural and architectural renovation of the building, as well as the improvement of the building's seismic response, energy class and uses. The costs shall be borne in full by the proposer.

The cost of the architectural-structural renovation of the entire building and its appurtenant spaces and areas is estimated to be no less than Euro 2,500,000.00 (two million five hundred thousand/00).

The proposal and the project for the renovation, upgrading and designated use of the Real Estate shall be submitted in the possible subsequent selection procedure.

Without prejudice to the full autonomy of the proposing party and future concessionaire to determine the characteristics and content of the renovation and upgrading project as deemed most appropriate for the performance of the activity, the Ministry of Tourism undertakes to promote and facilitate, through the competent Offices and Authorities, a phase of joint preliminary discussion among the concessionaire and the aforementioned Offices and Authorities with a view to defining the renovation and upgrading project, also taking into account the limitations set forth in Law no. 147/2005 and UNESCO's limitations, in order to achieve mutual interests and objectives.

FREE OF CHARGE LOAN FOR USE

The Real Estate which is the subject of this Notice, as well as of a possible subsequent selection procedure, will be granted in the form of a free of charge loan for use. The terms of the loan for use contract, which may be concluded following a specific and subsequent negotiation stage, will be defined by agreement between the parties.

The Ministry of Tourism hereby announces that upon completion of the renovation work, the costs of which shall not be less than Euro 2,500,000.00 and upon acknowledgement of the relative technical-economic congruity, the Real Estate will be granted in the form of exclusive free of charge loan for use for the entire duration of the contract, without any concession fee being due. The concessionaire shall be required to carry out the activities of the tourist offer set out above, subject to the issuance of the required licences, permissions and each of the other necessary authorisations in favour of the concessionaire in relation to the aforementioned use.

The revenues generated by the exercise of the permitted activities shall go entirely to the concessionaire.

MAIN TERMS OF THE FUTURE LOAN FOR USE

Some of the main conditions of the loan for use that may possibly be stipulated upon completion of a specific and subsequent negotiation stage are indicated below. These conditions may be subject to possible changes.

DURATION: in order to ensure the achievement of the economic-financial balance of the renovation and upgrading investment, as well as to allow the concessionaire to initiate a solid development programme on the asset, the loan for use contract shall have a duration of 20 (twenty) years, starting from the date of issuance of the authorisations for the activities to be carried out or, if later, from the date of completion of the works. The duration of the loan for use may be extended by the granting party, upon negotiation

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between the parties, following further investments for the enhancement of the Real Estate by the concessionaire and upon authorisation by the competent bodies.

REAL ESTATE CONDITIONS - MANTAINANCE: The Real Estate shall be delivered to the concessionaire in the factual and legal conditions as it is at the time of issuance of this Notice.

All necessary works needed to upgrade and enhance the Real Estate, including routine maintenance, extraordinary maintenance, operating costs and all costs entailed by renovation and upgrading of the premises, shall be borne by the future concessionaire, based on the winning project of a possible selection, as well as following negotiation among the parties.

The future concessionaire shall also bear all charges for obtaining permits and authorizations from the relevant offices/entities for the renovation and upgrading of the Real Estate and its relevant use.

ADDRESSEES

This Notice shall be addressed to natural and legal persons, including international groups, with proven experience of more than ten years in the catering and/or hospitality sector, which are not in a situation that would result in the loss or suspension of their capacity to contract with the Public Administration.

INSPECTIONS AND ENQUIRES

The party expressing interest may request to view the Real Estate according to times and operational arrangements to be agreed on with the Ministry of Tourism, in consultation with the responsible Offices/Entities.

All requests for information and clarifications may be addressed to the Ministry of Tourism within 5 working days prior to the submission deadline.

INSTRUCTIONS AND DEADLINE FOR THE SUBMISSION OF THE EXPRESSION OF INTEREST

Interested parties may submit their expression of interest in the loan for the use of the Real Estate for the purposes of this Notice, by filling out the appropriate form "**Expression of Interest**" (**Annex D**).

The following documents shall be compulsorily attached to the above form, duly and fully filled in:

- a) a photocopy of the subscriber's identity document and, in case of legal persons, a certificate of incorporation with a list of the shareholders;
- b) a descriptive report in which the party expressing interest must describe: its proven direct experience of more than ten years or any collaboration with third parties with similar proven experience, in the catering/hospitality sector; the type of activity carried out, with an indication of the reference markets; any experience in the management of real estate properties similar to those referred to in this notice (maximum 20 A4 pages, Times 12 font, type 1 line spacing; pictures and tables are also accepted, always within the maximum 20 pages).

A necessary condition for admission to any subsequent selection procedure shall be proven experience of more than ten years, to be documented through certifications, attestations or other documents.

The expression of interest and the above-mentioned documents shall be received no later than **12 p.m.** on **15/09/2022** as follows:



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- by email at: corrispondenza.turismo@gov.sm; the subject line of the message should read as follows: INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF INTEREST FOR THE ENHANCEMENT OF THE "NIDO DEL FALCO" REAL ESTATE COMPLEX, BY MEANS OF A LOAN FOR USE.

- in a sealed envelope, to be delivered by hand or sent by mail or courier to the following address: Ministry of Tourism, Posts, Cooperation and Expo - Contrada Omagnano 20, 47890 San Marino. The envelope shall bear on the outside the following wording: "INTERNATIONAL EXPLORATORY NOTICE FOR THE COLLECTION OF EXPRESSIONS OF INTEREST FOR THE ENHANCEMENT OF THE "NIDO DEL FALCO" REAL ESTATE COMPLEX, BY MEANS OF A LOAN FOR USE", together with address and name of the sender.

In sending the email or delivering the envelope or mailing it, the party expressing interest shall declare that it has read the provisions of the Notice and accepts all its conditions.

The expression of interest shall not constitute proof of meeting the requirement for admission. Dispatch or delivery of the expression of interest and related documents shall be at sole and only risk of the sender. The Ministry of Tourism and the Public Administration shall be in no case held accountable for any technical mishaps, or in case the expression of interest, for any other reason, is not received at the above address.

The party that, in submitting an expression of interest, makes false and misleading statements, shall be held liable under Article 24 of Law no. 159/2011, also under penalty of immediate exclusion from this procedure and any subsequent steps.

OUTCOME OF EXPRESSIONS OF INTEREST

The expressions of interest received shall not be binding on the Ministry of Tourism. Expressions of interest shall not entail any title or condition with respect to subsequent decisions to be made by the Congress of State.

No merit rankings or scoring shall be established under this Notice.

Since this is an Exploratory Notice, the Ministry of Tourism, on behalf of the Congress of State, reserves the right, as of now, not to proceed with a selection procedure for the loan for use of the entire Real Estate for the purpose of its enhancement, without this resulting in any rights for the interested parties.

The Ministry of Tourism, through the Congress of State, also reserves complete decision-making autonomy with respect to the subject matter of this Notice and to any other aspect or content of any subsequent selection procedure, as well as to any guarantees that the proposer will be required to provide, subject to prior decision of the Congress of State.

THE MINISTER OF TOURISM

Federico Pedini Amati

