



**DEPARTMENT OF TOURISM  
GOVERNMENT OF GOA**

**Expression of Interest (EOI)**

**EOINo. N5/3(1055)/2023-DT/957**

**Dated: 08.06.2023**

**for**

**INVITATION FOR  
INTRODUCTION AND OPERATION OF  
VARIOUS TOURISM ACTIVITIES IN GOA**



**DESCRIPTION OF EOIPROCESS**

1) The Expression of Interest (EOI) aims to identify credible Applicants interested in introducing and operating various tourism activities in Goa, without burdening the state exchequer. The EOI document can be accessed and downloaded from the websites provided. Interested Applicants must submit their application as per the specified format and include all relevant supporting documents. Proposals should be submitted in hard copy, sealed, and clearly labelled with the project name, and sent to the designated address. Applicants are encouraged to carefully review the EOI document before submitting any queries, feedback, or suggestions.

For further details contact, Director, Department of Tourism, Government of Goa, 2nd floor, Paryatan Bhavan, Patto-Panaji, Goa-403 001, Ph: (0832) 2494203, 2494204, 2494200, e-mail: [dir-tour.goa@nic.in](mailto:dir-tour.goa@nic.in)

2) The Applicants are required to send their written queries, feedback or suggestions to: [deptgoatourism@gmail.com](mailto:deptgoatourism@gmail.com) or [pmu@goa-tourism.com](mailto:pmu@goa-tourism.com).

**1. PROJECT BACKGROUND**

1.1. Tourism is primary industry in Goa. Goa is famous for its beautiful beaches, locales and golden shores. As per Tourism Master Plan & Policy 2021, the focus of Goa Tourism is shifting towards 'Goa beyond beaches' for showcasing Sustainable Tourism. In this endeavor to promote Goa as year-round destination as also to diversify its services portfolio, Goa Tourism has been introducing various new tourism services / activities in Goa in the last few years. Goa Tourism believes that these Tourism Activities will complement the existing tourist attractions in the State, cater to wider variety of tourist categories, and aid in attracting new tourists / repeat visitors to the State. Accordingly, to further increase the portfolio of new attractive services in Goa offering multiple avenues of entertainment and activities for the tourists, the Authority invites proposals from competent entities for introduction and Operations of various Tourism Activities in Goa.

**2. LIST OF TOURISM ACTIVITIES**

2.1. The Applicants can submit their EOI application(s) along with a detailed project report, plans and supporting documents, in support of their proposal for introduction of below mentioned categories of Tourism Activities in the state.

1. Caravan Tours	2. Floatel	3. Trikes
4. Jet Surfing	5. Floating Restaurant	6. Horse Trails
7. ATVs	8. Game Fishing	9. Live Visual 5D / 3D Entertainment show
10. Fly Board with Jet Skis	11. Underwater Scooter	12. Sky Diving
13. Seabreacher	14. Weddings and Incentive Trips	15. Standup Paddleboard Yoga
16. Hanging Restaurant	17. Hovercrafts	18. Giant Wheel
19. Inflatable Land based Adventure Activity Park	20. Submersible Watercraft	21. Fishermen Market and F&B Court
22. High-end music venue	23. Interstate Luxury Bus Services	24. Battery Operated Cars/Vehicles
25. Golf Course	26. Yoga and Wellness	27. Star Gazing



	Tours	
28. Bicycle Tours	29. Goan Occupation Trails	30. Camping / hiking
31. Personal Transportation Devices Tours	32. Hot Air Balloon	33. Scuba and Snorkelling
34. Bungee Jumping	35. Motorised Paragliding	36. White water rafting
37. Heritage Boat Cruises	38. Heli-tours	39. Seaplane Services
40. Shooting range	41. Nautical Tours	42. Amphibious Tours
43. Hop On Hop off Tours		

2.1.1. Apart from the tourism activities mentioned under clause 2.1 above, the Applicants may provide proposal for any other Tourism Activities that are unique, transformative, sustainable and creative. However, the Authority reserves the right to consider such tourism activity for purpose of evaluation.

### 3. MINIMUM ELIGIBILITY EXPERIENCE

4.1 Any applicant fulfilling the below mentioned minimum eligibility experience are invited to apply to the Authority as per formats provided in Annexure.

Minimum Eligibility
<ul style="list-style-type: none"> <li>Independent private legal entity incorporated / registered in India -proprietorship, partnership firm, Limited Liability Partnership (LLP); private limited company registered under Companies Act 2013; public limited company registered under Companies Act 2013 including Joint Ventures, government-owned entities.</li> <li>Average annual turnover in any 3 (three) financial years of the last 5 (five) financial years namely, 2018-19, 2019-2020, 2020-21 and 2021-22, 2022-23 should be at least INR 50,00,000/- (Rupees Fifty Lakh only).</li> <li>Net Worth of at least INR 25 Lakh as on 31 March 2023.</li> <li>The applicant should have a clean record without any involvement in major litigation, such as fraud and FEMA violations. They should also have no conflicts of interest and should not be blacklisted by any Central Government, State Government, or PSU in India. Additionally, they should not have any ongoing disputes with the Department of Tourism (Government of Goa) or Goa Tourism Development Corporation Limited and should not have been disqualified from past tenders due to material misrepresentation or fraudulent submission of documents.</li> </ul>

### 4. SCREENING OF APPLICATIONS

5.1. The Authority, through an Empowered Committee shall screen the applications and project reports received through the Expression of Interest (EOI).

5.2. Upon evaluation of the aforesaid EOI application along with the plans and supporting documents, the Authority will invite the Shortlisted Private Entities for a technical presentation before the Empowered Committee of the Authority. During the technical presentation, the shortlisted Private Entities are required to showcase:

- Brief introduction about the proposed Tourism Activity
- Proposed timeline for introduction of the Tourism Activity in the state



- Relevance of proposed Tourism Activity in Goa's context
  - Breakeven analysis for the proposed Activity and the proposed plan for marketing the activity to customers
  - Estimated revenue generation to the State
  - Estimated employment potential to the State
  - Type of workforce required by the Activity, proposed plan for sourcing them and training offered to them
  - Perceived risks in the Project and proposed risk mitigation plan
- 5.3. Based on evaluation of the merit of the Tourism Activity, the Authority will release a final list of "Private Operators", which are invited for introduction and operations of tourism activity(s) in the State.

**5. SUPPORT PROVIDED BY THE AUTHORITY**

- a. The Authority shall extend the following support to the Private Operator to facilitate them in introduction of tourism activity(s) in the State as approved by the Empowered Committee:
- 1) Registration of activities of the Private Operator under the appropriate category of tourism trade by collecting the required registration fees.
  - 2) Suitable assistance to the Private Operator in securing necessary No Objection Certificate (NOCs), permissions, and approvals from various statutory authorities, on best efforts basis. For avoidance of the doubt, while the Authority provides necessary assistance to the Private Operators, the ultimate responsibility for securing these permissions lies with the Private Operator only and the Authority cannot be held responsible for the same.
  - 3) Evaluating any land or infrastructure requirements for introduction of the Tourism Activity(s) in the State, and necessary assistance in arranging the same on independent commercial basis with the respective owners on best efforts basis.
  - 4) Provide reasonable assistance in marketing / promoting the Tourism Activity(s) by showcasing them through their social media handles, printed materials at various travel marts and exhibitions, as attended by Department of Tourism, Govt. of Goa or GTDC.
  - 5) The Private Operator shall be granted permission to prominently display the Goa Tourism brand in their office and promotional content.
- b. The Authority shall extend the aforesaid support on non-exclusive basis, allowing for fair competition and equal opportunities among multiple operators operating in the same category of tourism activities.

**6. RIGHT TO CANCEL THE EOI PROCESS**

6.1. The Authority may cancel this EOI process at any stage without assigning any reasons whatsoever and will not be liable to compensate any Applicant on any grounds whatsoever. The Applicants shall not be entitled to refund of cost of documents or other costs in case the EOI is cancelled for whatsoever reason or without assigning any reason.



**7: APPENDIX 1: LETTER OF EXPRESSION OF INTEREST**

**(To be furnished on letterhead of the Applicant)**

Ref:

Date:

Name of Contract:

To,

Director,

Department of Tourism, Government of Goa

Paryatan Bhavan, 2nd Floor,

Patto Plaza, Panaji - 403001, India

**Sub: Expression of Interest towards "Invitation for Introduction and Operation of Various Tourism Activities in Goa"**

Dear Sir,

Having examined the EOI, the receipt of which is hereby duly acknowledged, I/We offer to submit the EOI for the Tourism Activity \_\_\_\_\_ (as per the clause 2.1 of the EOI document).

I/We agree and understand that this EOI is non-binding and non-committal. The Authority shall not be liable to me/us for any liability arising directly or indirectly from our participation in the EOI Process.

I/We further agree, understand and fully comprehend that the Authority may in its absolute and exclusive discretion at any time change, alter, replace, remove and/or cancel any or all part of this EOI or the Project. The Authority may also abandon, call-off, alter, replace, revise the EOI.

We submit hereto my/our EOI as per the requirements and details specified in the EOI Document. I/We confirm that the information contained in these submissions or any part thereof, including the annexures, and other documents and instruments delivered or to be delivered to the Authority, are true, accurate, verifiable and complete. These submissions include all information necessary to ensure that the statements therein do not in whole or in part mislead the Authority in its EOI Process.

I/We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the EOI Process, I/we are liable to be disqualified from the EOI Process, if selected to do so.

I/We agree for unconditional acceptance of all the terms and conditions set out in the EOI Document and also agree to abide by this EOI.

I/We agree that you are not bound to accept any EOI you may receive. I/We also agree that you reserve the right in absolute sense to reject all or any of the EOI received as per the EOI Document.



I/We fully understand and acknowledge that I/ we shall have no special rights even if our proposal is accepted and the terminal is developed accordingly.

It is hereby confirmed that I/We am/are entitled to act on behalf of my/our firm and empowered to submit this document as well as such other documents, which may be required in this connection.

Yours faithfully,

Date: (Signature, name and designation of the Authorised signatory)

Place: Name and seal of Applicant

**8. APPENDIX 2: DETAILS OF ELIGIBILITY CRITERIA ALONG WITH SUPPORTING DOCUMENTS**

1. Expression of Interest for :  
Tourism Activity (out of clause 2.1 of the EOI document or any other activity)
2. Details of Applicant
  - a) Name :
  - b) Country of incorporation :
  - c) Address of the corporate headquarters and its branch office(s), if any, in India :
  - d) Date of incorporation and/ or commencement of business :
3. Brief description of the Applicant including details of its main lines of business and proposed role and responsibilities in the Project:
4. Details of individual(s) who will serve as the point of contact / communication for the Authority
  - a) Name :
  - b) Designation :
  - c) Company :
  - d) Address :
  - e) Telephone Number :
  - f) E-Mail Address :
  - g) Fax Number :
5. Particulars of the Authorized Signatory of the Applicant
  - a) Name :
  - b) Designation :
  - c) Address :
  - d) Phone Number :
  - e) Fax Number :

INTRODUCTION AND OPERATION OF VARIOUS TOURISM ACTIVITIES IN GOA



a) The following information shall also be provided, if applicable.

**Name of Applicant:**

S No.	Criteria	Yes	No
1.	Has the Applicant been barred by the Central / State Government, or any entity controlled by them, from participating in any project(s)		
2.	If the answer to 1 is yes, does the bar subsist as on the date of application?		
3.	Has the Applicant paid liquidated damages of more than 5% (five percent) of the contract value in a contract due to delay or has been penalised due to any other reason in relation to execution of a contract, in the last three years?		
4.	Are there any pending court cases (criminal or civil) against directors / partners of the applicant?		

**Financial Experience of the Applicant**

Applicant type (1)	Turnover of 3 years of the last 5 financial years i.e., 2017-18, 2018-19, 2019-2020, 2020-21 and 2021-22 (2)	Net worth of the Applicant / Consortium as on 31 Mar 2023 (2)
Single entity		
Consortium		

**Name & address of Applicants Bankers:**

**Instructions:**

1. The Applicant shall attach copies of the balance sheets, financial statements and Annual Reports for the 3 (three) years. The financial statements shall:
  - a. reflect the financial situation of the Applicant;
  - b. be audited by a statutory auditor;
  - c. be complete, including all notes to the financial statements; and
  - d. correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).
2. The Applicants shall provide a CA / Auditor's Certificate specifying the Turnover of the Applicant and specifying the methodology adopted for calculating Turnover.
3. The Applicants shall provide a CA/ Auditor's Certificate specifying the Net worth of the Applicant and specifying the methodology adopted for calculating Network.
4. The Applicant should provide details of its own Financial Capacity.
5. The Applicant shall also provide the name and address of the Bankers.

**Certificate from the Chartered Accountant**

This is to certify that the information contained above is correct as per the Books of



Accounts of the Applicant/ Associate whose Turnover as on:

- 1) Year 1 (31/03/20XX) is INR \_\_\_\_\_ /- (INR in words)
- 2) Year 2 (31/03/20XX) is INR \_\_\_\_\_ /- (INR in words)
- 3) Year 3 (31/03/20XX) is INR \_\_\_\_\_ /- (INR in words)

Name of the Authorised Signatory:

Designation:

Name of the Audit firm:

(Signature for the Authorised Signatory of the Chartered Accountant)

Seal of the Firm

**9. APPENDIX 3: DETAILED PROJECT REPORT**

Detailed Project Report: The project report shall contain the following:

- o Company Profile and details of existing business concerns
- o Brief on the proposed project / Tourism Activity
- o Uniqueness of the Tourism Activity and brief on any geographic locations where it is currently operational.
- o Any patents / intellectual property rights owned by the applicant or its associates for running such Tourism Activity.
- o Whether the applicant possess the experience in running such Tourism Activity anywhere in the world?
- o Market analysis/ justification for proposed project / Tourism Activity for the state of Goa
- o Proposed location within Goa for launching of such project / Tourism Activity
- o Requirement(s) for introducing the project / Tourism Activity in Goa including clearly specifying the support expected from the Authority.
- o Implementation Timeline for various phases of the proposed project / Tourism Activity.
- o Investment proposed in Tourism Activity and means of finance.
- o Financial projections to justify the feasibility of the proposed project / Tourism Activity including proposed revenue generation by the Project.
- o Proposed employment to be generated (Direct and Indirect) in the state.

««« END OF EOI DOCUMENT»»»