



**COUNTY GOVERNMENT OF ISIOLO
P.O. BOX 36-60300 ISIOLO**

**REQUEST FOR EXPRESSION OF INTEREST
DOCUMENT**

**[SELECTION OF INVESTOR IN EXPORT ABATTOIR
OPERATION)**

**EXPRESSION OF INTEREST (EOI) FOR A PRIVATE
INVESTOR TO OPERATE AND MANAGE ISIOLO
EXPORT ABATTOIR AND MAIN FEEDLOT ON A
REVENUE-SHARING MODEL/LEASE**

TENDER NO. CGI/AB/EOI/01/2024-2025

AUGUST 2024

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EOI INVITATION /ADVERTISEMENT

REQUEST FOR EXPRESSION OF INTEREST

[SELECTION OF INVESTOR IN EXPORT ABATTOIR OPERATION)

EXPRESSION OF INTEREST (EOI) FOR A PRIVATE INVESTOR TO OPERATE AND MANAGE ISIOLO EXPORT ABATTOIR AND MAIN FEEDLOT ON A REVENUE-SHARING MODEL/LEASE

TENDER NO. CGI/AB/EOI/01/2024-2025

County Government of Isiolo is inviting through Expression of Interest (EOI) a private investor with capacity (both technical and financial) and interested to operate and manage a built and equipped abattoir and main feedlot situated at Burat Ward, Isiolo County.

Background

Livestock production is the backbone of the economy of Isiolo County. It provides food security and income to the households while also providing social security and societal pride in the pastoral community. The subsector development is in line with Vision 2030 and the Bottom-up Economic Transformation Agenda (BETA).

The County Government of Isiolo wishes to entrust the operation and management of the abattoir and main feedlot to a willing, competent, and experienced private investor. The private investor would operate the abattoir and the main feedlot as a business under the legally available options through a revenue-sharing model/lease.

Requirement details

A brief document detailing the requirement is available for inspection at the County Supply Chain Office during normal working hours as **from 23rd August, 2024** or can be downloaded free of charge from the County Website www.isiolo.go.ke or PPIP – www.tenders.go.ke

EOI submission documents shall be enclosed in plain sealed envelopes clearly marked with the tender number and name. The same shall be addressed to:

**County Secretary,
County Government of Isiolo,
P.O. BOX 36 – 60300,
Isiolo**

The EOI submission documents shall be deposited in the tender box provided at the **County Government of Isiolo Treasury Headquarters'** on or before **13th September, 2024 at 11.00a.m.** The EOIs shall be opened immediately thereafter in the presences of bidders or their representatives who choose to attend.

TERMS OF REFERENCE AND SUBMISSION REQUIREMENTS

REQUEST FOR EXPRESSION OF INTEREST

[SELECTION OF INVESTOR IN EXPORT ABATTOIR OPERATION)

ASSIGNMENT TITLE: EXPRESSION OF INTEREST FOR PRIVATE INVESTOR TO OPERATE & MANAGE ISIOLO EXPORT ABATTOIR AND MAIN FEEDLOT

TERMS OF REFERENCE

1.0 Introduction

1.1 Background

Livestock production is the backbone of the economy of Isiolo County. It provides food security and income to the households while also providing social security and societal pride in the pastoral community. The subsector development is in line with Vision 2030 and the Bottom-up Economic Transformation Agenda (BETA).

Approximately 80 percent of the county's inhabitants derive their livelihoods from livestock enterprise, and close to 70 percent of the rural labor force is employed in the livestock sub-sector. Moreover, enhancing Livestock production, value addition, and improved marketing are well captured in the County integrated development plan (CIDP) and the Governor's manifesto.

Isiolo Export Abattoir is a project of the County Government of Isiolo geared towards addressing the challenge of inadequate market access and value addition in livestock production. It is situated in Burat ward of Isiolo county about 8 km from Isiolo town centre on the Isiolo Oldonyiro road.

1.2 Rationale

The aim of setting up of the abattoir was to provide an ever-ready market to the pastoralists for all livestock species (camels, cattle, sheep, and goats), boost livestock trade, add value to the livestock products, increase income to livestock producers, create employment and earn revenue to the county Government, The abattoir is envisioned to tap into the livestock trade of the Northern and Northeastern corridor of Kenya while expanding livestock marketing opportunities by processing higher-end meat products for domestic and international markets. The geographical advantage of the county with its central location in Kenya and the LAPSET project connecting all the counties of northern and northeastern counties and Somalia and Ethiopia ensures regional livestock trade can be taped into.

According to experts' abattoir appraisal reports, the World Bank assessment report, and feasibility studies, the abattoir demonstrates strong viability both at socio-economic and operation levels. The National Government and The County Government of Isiolo have invested considerable resources towards construction of the abattoir, development partners have given expert advice; in addition, recently World Bank has committed to support the completion and operationalization of the abattoir. The county has invested in equipping, completion works and

operationalization of the facility. The abattoir has a capacity of slaughtering 1000 sheep and goats, 600 cattle and 200 camels complete with automated line. The abattoir stands close to other Government livestock investment support infrastructure like the Feed lot, livestock screening compartment and pasture production facilities

The County Government of Isiolo wishes to entrust the operation and management of the abattoir and main feedlot to a willing, competent and experienced private investor. The private investor would operate the abattoir and the main feedlot as a business under the legally available options through a revenue-sharing model/lease.

County Government of Isiolo is inviting through Expression of Interest (EOI) a private investor with capacity both technical and financial and interested to operate and manage a built and equipped abattoir and main feedlot situated at Burat Ward, Isiolo County.

The response to this invitation should not include financial proposal at this stage.

1.3 Scope of Assignment and Evaluation Criteria

The Private investor shall perform the following –

1. Enter into an agreement /memorandum of understanding with the county Government of Isiolo on the term of engagement.
2. Operate and manage the abattoir and main feedlot as a private business venture.
3. Pay the agreed monies/fees promptly to the county Government of Isiolo for the Use of the Facility.
4. Willingly support the local community in the promotion of livestock marketing and providing employment of the local community, especially for the labour requirement.
5. Maintain, service, and safeguard the county investment in the Abattoir during the period the investor will be at the facility.
6. Hand over the abattoir and the main feedlot to the County Government of Isiolo in a proper working condition and any improvement done on it upon the expiry of the agreed period of engagement,
7. The operator shall market the facility, Source, and Procure Livestock on its own

To be shortlisted, the interested investor shall fulfil the following requirements:

1. Demonstrate interest to invest in the operation of a built and equipped abattoir.
2. Demonstrated a clear understanding of a revenue-sharing model of similar projects.
3. Demonstrate experience of 15 years in abattoir operation managing and operating at least one export-standard abattoir facility and main feedlot (Provide documentary evidence).
4. Demonstrate organizational setup to operate and manage the abattoir
5. Have a Strategy for supply of livestock to the abattoir and the marketing of abattoir products.
6. Demonstrate financial ability to support such engagement.

In responding to this assignment, the bidder MUST cover the following areas:

1. A technical proposal that portrays a clear understanding of the scope and the business model to be applied.
2. Experience of 15 years in similar undertakings.
3. Proposed work plan for the investment
4. Disclose any Joint Venture (JV) arrangements proposed and the contribution of each partner to the success of the investment (JVs should not be more than two (2))
5. Provide the proposed organization Chart/structure arrangement for this investment which should include CVs of the highest-ranking key personnel working with the investor as per the below guide;
 - i. General Manager
 - ii. Operations Manager
 - iii. Quality Assurance Manager
 - iv. Veterinary Officer
 - v. Environmental and Compliance Officer.

The following certified documents must be submitted as part of the expression of interest:

- 1) Certificate of Incorporation/Partnership deed/business certificate or its equivalent.
- 2) Valid Tax compliance certificate or its equivalent.
- 3) A list of directors as contained in the CR12 Form or its equivalent.
- 4) Three referees to ascertain whether the investor has undertaken a similar business investment successfully.
- 5) Proof of access to sufficient startup capital for immediate deployment of not less than – **KENYA SHILLINGS TWO BILLION**. This should be evident by recent bank statements or a letter of credit or commitment from a reputable financing bank/institution.

N/B – All the above requirements carry the same weight and would all be weighted to a total out of 100% for purposes of ranking.

SELECTION CRITERIA

The submitted EOI would be evaluated and ranked based on the individual response to the above requirement and clear understanding of the requirement. The most responsive EOI as ranked (not

more than seven) shall be shortlisted and invited to submit Request for Proposal / Tender for Leasing.