



Ministry of Tourism, Industry & Commerce

Draft Expressions of Interest & Request for Proposals

The following EOIs and RFPs are prepared upon the request of His Excellency, the President, to the Minister of Tourism, Industry and Commerce for the following:

- 1. Development of Eco-lodges and Resorts in the identified locations/regions.**

REQUEST FOR PROPOSALS (RFP)

Government of Guyana (GOG)

The Government of Guyana (GOG), through the Ministry of Tourism, Industry and Commerce, acknowledges that Guyana has been recognised as a premier eco-tourism destination with much potential for further improvement and invites proposals for the development of eco-lodges and resorts.

The GOG invites all persons interested in this development to submit their proposals in accordance with this RFP. The GOG is prepared to offer attractive incentives for the development of the eco lodge and resort industry, including fiscal incentives.

The objective of this project is:

1. To generate employment by engaging the local communities
2. To create business opportunities through collaboration and partnership by engaging with the local communities
3. To expand the country's accommodation selection and the quality of room stock
4. To encourage the participation of the public & private sectors
5. To facilitate preservation by supporting and promoting sustainable practices.

The following areas have been identified as suitable for investment:

- Mashabo - Region 2
- Vreed en Hoop Waterfront- Region 3
- Leguan - Region 3
- Stabroek Waterfront- Region 4
- Bartica- Region 7
- Sakaika(Falls)- Region 7
- Kumerau (Falls) - Region 7
- Kamana- Region 8
- Orinduik (Falls)- Region 8
- Lethem- Region 9

As a guidance note, it is envisaged that the eco-lodges/ resorts contain elements such as the following: nature trails, wildlife viewing platforms or reserves, bird trails and viewing spots, adventure and exploration offerings, agri-tourism and culinary fusion offerings, entertainment, natural wellness/spa, gift shop or indigenous, artesian boutique, among other activities.²

RFPs must contain the following information to permit a comprehensive evaluation:

- i. Identify the project or land proposed for lodge/resort development, specifying size, location, and other details, including ownership details such as transport, lease, and associated survey plan. Detail all terms if the proposed land is to be obtained from the Government, including the basis of valuation and terms of lease, sale, or lease with an option to buy. For clarity, this RFP will apply to both developers using private land and those seeking Government or community land.
- ii. Provide evidence of financial capacity to fund such a project. Only parties providing evidence of financial capacity to undertake a project as Principal will be considered.
- iii. Provide a concept design for the project outlining the proposed site layout, number of floors, associated amenities and a rendering of the proposed project.
- iv. Submit background information on the development group, including the partners, investors, contractors, and other parties, as well as how the project will be organised and executed.
- v. Submit experience in designing, constructing, operating, and/or owning a resort or eco-lodge.
- vi. Submit a summary proposal/business plan containing:
 - (1) description of the number of rooms and capacity, and other amenities that will be catered for
 - (2) type and brand of eco-lodge/resort, and any evidence to support the same
 - (3) expected investment and proposed capital structure (debt/equity mix and term sheets for debt)
 - (4) summary financial projections for the project, including room rate and occupancy level
 - (5) employment levels during construction and post-construction.
 - (6) expected contractors, including general, sub-contractors, relevant experience, and overall supervision
 - (7) project schedule showing key milestones to start and complete the project
 - (8) any market studies
 - (9) details on the level of local content projected during both construction and commercial operations
 - (10) proposed activities and/or offerings, complete with descriptions.
 - (11) expected incentives and other support requested from GOG.
- vii. Green Building components and resource use efficiency – water, renewable energy, local raw material usage, etc.

- viii. Specific plans for wastewater treatment (e.g., greywater recycling, bio-digesters) and potable water sourcing/treatment that exceed basic local standards to minimise environmental impact on watersheds.
- ix. Waste minimisation, reduction and/or recycling plans and disposal; considerations for procurement of goods and services – with low emissions and to minimise waste.
- x. Estimated carbon emissions (tourism is a sector identified in Guyana’s National Determined Contribution, NDC, for climate mitigation), and a fully costed plan detailing the renewable energy mix (solar, hydro, wind) and the percentage of self-generated power to achieve net-zero or near-net-zero operations.
- xi. Methods for minimising construction impacts and waste, particularly in environmentally sensitive areas, e.g. forested areas, near rivers/watershed areas, indigenous lands, rural communities, etc. (Reference: EPA EIA requirements).
- xii. Future or phased expansion plans to consider the above points.
- xiii. Workers: employment contribution – local (vs. international staff) and worker packages for decent work; workplace safety and/or OSHA requirements.
- xiv. Contingency plan for potential risk factors, including but not limited to flood, fire, etc.

The GOG will use the responses to this RFP to rank and select those parties who will be invited to negotiate an MOU, including land terms, zoning, development conditions, and other incentives that will be provided.

For questions and clarifications, please send to kamrul@guyanatourism.com

The deadline for the submission of the RFP is **December 31st, 2025**

All RFP’s should be placed in a sealed envelope titled (“**RFP for the Eco-Lodge or Resort Development**”) and deposited by the submission deadline at the address below:

Permanent Secretary
Ministry of Tourism, Industry and Commerce
229 South Road, Lacytown
Georgetown
Tel. (592) 225-6710

Email: ps@mintic.gov.gy

For additional information, please contact the above.

GOG is not bound to accept any RFP