

VOLUME 6

SECTION 5

DIVESTMENT OF UDC LANDS

**Managed by the UDC
12 Ocean Boulevard
Kingston Mall
Kingston**

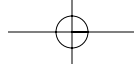


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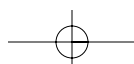
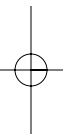
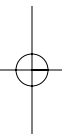
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CHAPTER I

THE URBAN DEVELOPMENT CORPORATION ASSET AND INVESTMENT POLICY STATEMENT

1.0 BACKGROUND

The Urban Development Corporation, in its drive to stimulate sustainable economic growth and social empowerment for national development, acquires, invests and manages its resources prudently. This is consistent with the mandate of the Corporation to make net positive contributions, while ensuring the preservation of capital, sufficient liquidity and optional returns on investment.

1.1 UDC DESIGNATED LANDS

The Corporation holds various lands whose uses are zoned in accordance with its Development Plans, for lands designated under the Urban Development Corporation Act.

1.1.2 Other Lands

The Corporation also owns other lands which when not designated can be zoned by other relevant authorities.

1.2 DIVESTMENT OF LANDS

The UDC will divest lands as follows:

- i The Corporation will make lands available to individuals, companies and other interested parties consistent with the development plans for the areas in which lands are available.
- ii Consistent with the philosophy of the Corporation, lands will be divested in a manner, which meets the highest test of transparency and integrity.
- iii Interested parties may at any time indicate their interest in any parcel of land which is owned by the Urban Development Corporation. This expression of interest must be put in writing stating:-
 - The use for which the land is being acquired

- The particulars of the party (ies) making the request
 - An offer in consideration for the land
- iv The Corporation will assess all interests received based on its criteria which includes cost/price, size and time frame for development and advise the interested party of its decision.
- v In some instances, the Corporation will issue a notice in the press that it is divesting parcel(s) of land. The public will be given a period not exceeding thirty (30) days, to indicate an interest in the land(s) being advertised.
- vi Interested parties will then be requested to provide a proposal for the use of the land within thirty (30) days and make an offer. In all cases, the Corporation will not publicize the proposal of any applicant.
- vii The Corporation will consider all proposals submitted, which equate or exceed a reserve price set by the Corporation within a period of thirty (30) days. Consideration will be given to the use, development and proposed implementation schedule being considered in each proposal subject to certain criteria set by the Corporation.
- viii The successful applicant will be informed and an Agreement for Sale or Lease will be done clearly stating the proposed use and an agreed time frame for the delivery of the development and all conditions precedent to the acquisition of the land.
- ix Where lands have not been zoned in a development plan for a UDC designated area, the applicant is expected to determine the exact amount that will be allowed for the land in question from the relevant Government agencies.

1.3 APPROVALS

All applicants are required to obtain necessary approvals for the developments proposed from the relevant agencies eg. KSAC, Parish Council, NRCA etc.

CHAPTER 2

PROJECT PROPOSAL INFORMATION FOR DEVELOPMENT OF UDC OWNED PROPERTIES

2.0 PROPOSALS FOR UDC LANDS

The Urban Development Corporation (UDC) welcomes proposals for development of properties which it owns. Proposals may be for outright land purchase, lease/rental arrangements or Joint Venture arrangements. The Corporation is committed to its programme of “making development happen” and will consider any proposal which seeks to enhance the value of its properties and contribute positively to the improvement of life within the designated areas, the environs and the wider Jamaican society.

2.1 PROSPECTIVE DEVELOPMENT

The prospective developer/business partner must possess a high reputation and a good track record. They must also have the financial strength to contribute to the successful undertaking of the proposed development. The developer will be required also to demonstrate that the proposed development is satisfactory in terms of risk and returns on investment and its contribution to the economic and social well being of the Jamaican society.

2.2 REQUIRED INFORMATION

The required information is to be provided in the form of a company and project profile that will require outline general information on the company and its principal shareholders and on the proposed development. Sample application form and project information guidelines are at Appendices 1-3.

2.3 CONTACT INFORMATION

For further information please contact:

Head Office
The General Manager
Urban Development Corporation
12 Ocean Boulevard
Kingston Mall, Kingston

Telephone: 876-922-8310-4
Telefax: 876-922-9326

Branch Offices
40-42 Fort Street
Montego Bay, St. James
Telephone: 876-952-2044

Ocho Rios Commercial Centre
St. Ann

Norman Manley Boulevard
Negril, Westmoreland
Telephone: 876-957-315

Appendix I

APPLICATION FOR ACQUISITION OF UDC PROPERTY
INFORMATION REQUIREMENTS - PROSPECTIVE PURCHASER

1. GENERAL

i) Identify the area in which the property is located _____

ii) State purpose of acquisition Residential
 Commercial
 Industrial
 Agricultural
 Social
 Other _____

iii) State the area/size of property required _____

iv) State the nature of acquisition Licence Lease Purchase
 Other (Specify) _____
 If lease/licence. State period _____

v) State terms of acquisition Rental rate _____
 Purchase Price _____
 Deposit (%) _____
 Balance (%) _____

2. APPLICANT PROFILE

i) Name of Applicant _____

ii) Business/Mailing Address _____

iii) Telephone/Fax/Email _____

Appendix I

iv) Brief description of business history _____

3. BUSINESS PROFILE

i) Brief description of the proposed business

ii) Value of current business _____
 iii) Estimated value of new Investment _____
 iv) Number of persons employed current _____ Projected _____
 v) Monthly financial projections for the first year of the new operation

4. SPECIAL REQUIREMENTS (to be submitted upon request)

- i) Bank and/or commercial references
- ii) Audited financial statements of last 3 years

Appendix 2**A. COMPANY PROFILE****Required information**

- 1.0 Incorporated trade name of the company**
- 2.0 Date of incorporation of company**
- 3.0 Registration Number**
- 4.0 Business Address (local/overseas)**
- 5.0 Phone/Fax/Website**
- 6.0 Type of Company (partnership/limited liab./etc.)**
- 7.0 Corporate affiliation (Parent Company, Subsidiary or Associated Company)**
- 8.0 Nature of Business (developer/financial/trading/etc.)**
- 9.0 Financial Status of company (audited financial statement)**
- 10.0 Main Bankers or Financial Institution (s)**
- 11.0 Projects Status of company (list of projects undertaken)**
- 12.0 Principal Shareholders/Directors**
- 13.0 Principal project staff (list of project team members)**

Appendix 3

B. PROJECT PROFILE**Required Information**

- 1.0 Type of proposal (the business plan should indicate type of relationship with the UDC e.g Joint Venture Partnership).
- 2.0 Identify the specific property(s) required for the proposed development. (indicate location and amount of land required)
- 3.0 Indicate the purpose for which the property is required. (i.e type of development – Residential/Commercial/Resort/etc.)
- 4.0 Provide brief outline of proposed development plans. (attach site plan/floor plans/elevations/impressions/etc.)
- 5.0 Outline the project development budget. (identify all the elements of capital expenditure and indicate their related cost)
- 6.0 Outline the proposed project financing plan. (indicate the amount of borrowings and share capital and identify the sources)
- 7.0 Indicate the product(s) service(s) to be provided; number of units to be produced and their relative prices.
- 8.0 Identify Target Groups and outline summary of any market survey or demand analysis carried out. (detail market surveys and demand analyses to be attached)
- 9.0 Financial analysis to include projected income statements; projected cashflow analysis and balance sheet; sensitivity and breakeven analysis.
- 10.0 Outline the proposed project scheduling program indicating design and planning, implementation and operation phases.
- 11.0 Outline program for project management indicating shareholding & control and the roles during implementation and operations.
- 12.0 Identify any risk or constraints that may impact negatively on the feasibility of the proposed development and outline planned means of minimizing or eliminating such risk/constraints.
- 13.0 Indicate the status of the project in terms of required corporate and statutory approvals.