



Tender Briefing

SFA Sea Space Sales – Food Fish Farming

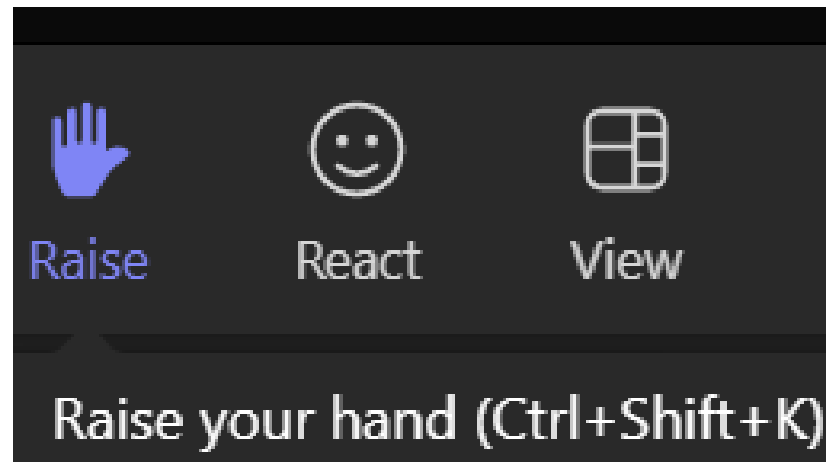
Sea Tranche 1

Tender Ref: SFA000/(R)008(23)

19 Jan 2024

Teams Meeting Etiquette

1. Audience are all muted during the presentation. So if you have any questions to ask, please note down the slide number and wait till the end of the presentation to ask your questions.
2. During the Q&A session, please raise your hands if you have questions to ask so your mic can be unmuted. Please start with introduction (i.e. Your Name and Organisation) and the slide number if applicable.



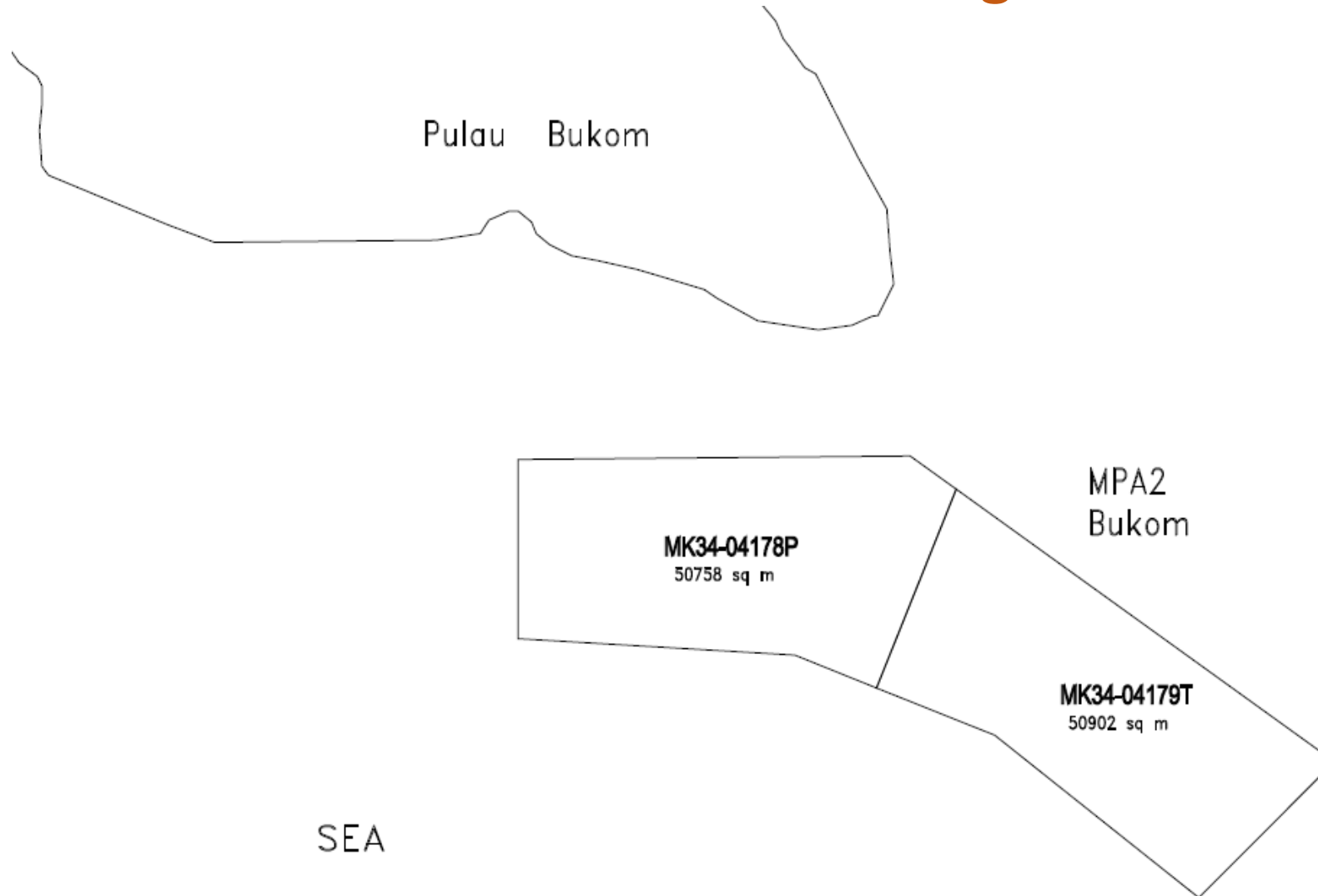
Overview

1. Tender Information
 - General Information
 - Foreshore Use
 - Development Guidelines
 - Technical Conditions
 - Tender Evaluation Criteria
 - Tender Forms
2. Timelines
 - Tender Stage & Development
3. Checklist for Tender
4. Common Issues faced by our Farmers and Tips to overcome them
5. Q&A

Please note this tender briefing is not exhaustive and you are to refer to the tender documents which are available on SFA's Land Sales Website.

Tender Information

Plots for Tender – For Food Fish Farming Use



[NEW] For sea space tender, Successful Tenderer(s) shall engage a surveyor to conduct a final survey of the Foreshore taken up upon completion of farm development works and obtain approval of the certified plan from the Chief Surveyor. All costs and fees and expenses related to the final survey shall be borne by the ST.

General Information

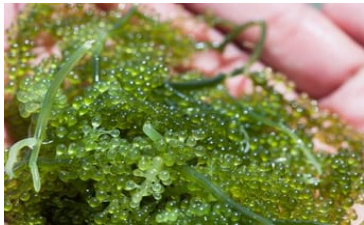
- Concept & Price Tender
- 20-year Lease Term with an option to extend by another 10 years subjected to conditions
- For Food Fish Farming Use Only
 - Means the maintenance, propagation and promotion of growth of any of the varieties of finfishes, crustacean, aquatic molluscs, echinoderms, aquatic plants or aquatic algae intended for human consumption at any stage of the production cycle.
 - **Via closed containment aquaculture systems (CCAS) only (refer to next slide for more details).**
- Project Completion Period (PCP)
 - To obtain completion of the entire development by 3rd year from Lease Commencement
- Potential Production Output (PPO)
 - Refers to only production of fin fish (At least 60% of PPO) or crustaceans cultivated for human consumption.
 - Has to achieve by the 5th year of Lease commencement, and maintained or exceed throughout the remaining Lease Term.
 - SFA would reasonably review and reduce the Actual Production Output and PPO due to regulatory requirements.
 - Ensure that at least twenty-five per cent (25%) of the PPO or actual production output, whichever is lower, shall be sold locally throughout the Lease Term.
- **Failure to comply to above timeline would constitute breach of contract and SFA may resume possession of the Foreshore without compensation.**

Foreshore Use – Allowable Produces, Production Capacity & PPO

Extractive species only in the open

SUBJECTED TO AGENCIES APPROVAL

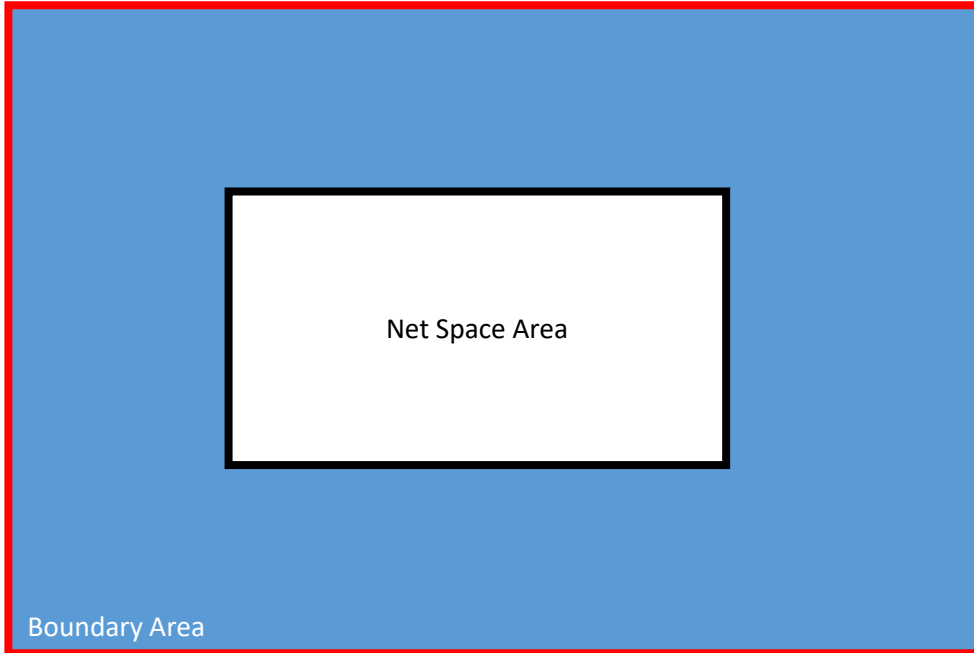
Has to be via CCAS
Counts towards Prod.
Cap of 3,465T/year (i.e. 1,732.5T/year per plot)



Counts towards PPO
Has to be at least 60% Finfish



Development Guidelines



Space Utilisation & Cap on Ancillary Use

- At least 90% of Net Space Area (NSA) shall be used for production
- The max outdoor & indoor floor areas for ancillary should not exceed 10% of NSA

Note: Floor Area includes outdoor & indoor areas. Pls refer to Appendix F: Technical Conditions of Tender for min Production Area and Max Floor Area for Ancillary Uses

For other development, detailed guidelines and other authorities' requirements please refer to the **Conditions of Tender Appendix A (Detailed Guidelines), Appendix F (Technical Conditions of Tender) and Conditions and Requirements of Relevant Authorities**

Useful Tip!

Engage a Naval Architect who is familiar and understands farm operations earlier to work out the development plans of the farm.

Legend



Total Lease Area (from seabed to sky)



Net Space Area = Total Lease Area less Boundary Area which are purely used for mooring/transient transport vessels parking purpose



Boundary Area which are purely used for mooring/transport vessels parking purpose (Akin to setback area for land)

Examples of Production Uses and Ancillary Uses

Extracted from Appendix A of Conditions of Tender: Detailed Guidelines, which also forms part of Appendix C of Conditions of Tender: Form of Lease

Production Uses

- Post-harvesting facility (e.g. de-scaling, de-gutting, filleting, packing, heat treatment, cold room, etc.)
- Quarantine / Disease Treatment / Vaccination Facility
- Breeding Facility
- Hatchery Facility
- Grow-out tanks
- Storeroom
- Loading/Unloading Area for Transport Vessels
- Bin Centre
- Tanks
- Netting Sheds
- R&D, Laboratory Facility
- Waste Treatment Facility
- Wastewater Treatment Facility
- Freshwater Storage Space
- Diesel Generators
- Solar Panels

Ancillary Uses

- Staff Accommodation / Workers Dormitory (inclusive of toilet/resting/kitchen/pantry areas)
- Office
- Parking for visitor transport vessels

**shall be used solely for supporting the development and farming on the Foreshore.*

Other Ancillary Uses [^]	Max Area
Snack Bar, café, restaurant, includes outdoor refreshment area, retail outlets - For sale of farm and non-farm products, e.g. souvenirs	200 sqm
Visitor Centre - For use as a museum or education centre to showcase farm related exhibits, local history, etc.	200 sqm

[^]Any proposal for other ancillary uses is subject to the approval of SFA and the relevant authorities. Land betterment charge/additional land premium, where payable, will be levied. SFA's endorsement and planning approval by URA is required.

The Lessee shall seek prior written consent of SFA and the relevant authorities for the proposed production, production-related and ancillary uses.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

SFA	General Requirements
	<ul style="list-style-type: none">• Plans are required to be submitted to SFA first for Landowner's Consent via CORENET before to be sent to other agencies for approval.• The Successful Tenderer (ST) is to work with SFA-appointed Environmental Management and Monitoring Plan (EMMP) consultant for the farm-level EMMP. The EMMP would have to be approved by agencies including SFA and NParks prior to any deployment/construction/operation on site.• The ST shall be required to obtain relevant agency clearances, including completion for the whole of the Development and a farm licence (https://www.sfa.gov.sg/food-farming/food-farms/starting-a-farm) to keep and maintain a farm in accordance with Fisheries Act prior to the start of any commercial farming activity.• If applicable, the ST shall be required to obtain at its own expense a licence (https://www.sfa.gov.sg/food-manufacturers/setting-up-food-establishments) from SFA for further processing activities such as processing of seafood products and comply with the Wholesome Meat and Fish Act, Sale of Food Act and the licensing conditions, before such activities are carried out.• The ST is to ensure that the Actual Production Output does not exceed the maximum production level of 1,732.5 tonnes a year at all times per Foreshore Parcel.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

NEA	General Requirements
	<ul style="list-style-type: none">• Sewage and used water should be collected using a holding tank system for treatment and disposal by a licensed waste collector at an approved Water Reclamation Plant operated by PUB.• Wastewater generated from the proposed farm developments shall be collected and treated for reuse in the farm as far as possible.• Refuse and solid wastes from the proposed farm developments (e.g. garbage, dead fishes, unwanted packing materials, etc.) shall be collected and kept in a sheltered holding area before they are brought back to the mainland for disposal at an authorised waste disposal facility. Solid wastes are not allowed to be thrown into the sea. Also, the use of open burning method for solid waste disposal is not allowed.• Off-road diesel engines (e.g. diesel-fired power generator, etc.) used in the proposed development are to comply with the emission and other requirements as stated in the Environmental Protection and Management (Off-Road Diesel Engine Emissions) Regulations.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

PowerGas, SPPG	Specific Requirements
	<ul style="list-style-type: none">• A report must be made to gasenquiry@spgroup.com.sg, upon detecting any gas pipelines.• Based on the information provided by SPPG, there are existing underground electricity cables in the vicinity. If the existing underground electricity cables are affected by the new development, the cost of diverting the electricity cables shall be borne by the Successful Tenderer.• The ST is advised to acquire a set of drawings for the electricity cables around the proposed work area. For further details on cable plan requests, please contact Mapping & Earthworks Administration Section at Tel No. 6916 5022.• The ST shall notify SPPG 6 months before the commencement of earthworks affecting distribution cables and 24 months if the work involves transmission cables (66 kV and above). The cost of cable diversion / protection / suspension incurred by SPPG shall be borne by the requesting party. The Successful Tenderer shall not commence the proposed earthworks until the affected cables are diverted/protected/suspended.• For any further clarification on cable damage prevention measures, the Successful Tenderer can contact Mr Benny Quek, Principal Engineer of Earthworks Surveillance & Patrolling Section at Tel no. 69165150 or email: quekgh@spgroup.com.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

EMA	Specific Requirements
	<ul style="list-style-type: none">• There are plans to lay subsea power cables in the proximity of Pulau Bukom and Pulau Jong in the near future. Fish farms and subsea power cables would have to co-exist.• As the subsea power cables are expected to be laid after the fish farms have been built, the Cable Laying Operator/ Cable Owner will work with the Successful Tenderer to coordinate on and implement the required works for installation and maintenance works of the subsea cables.• If required, the Cable Laying Operator/ Cable Owner will work with the Successful Tenderer to develop and implement a set of mitigation measures deemed feasible for both parties for the laying of the subsea cables and other related works. For further clarification on the future subsea cable, please contact Mr Yam Chee Yi Edwin, SP PowerGrid Technical Officer of Transmission Engineering Section at Tel no. +65 6916 8989 or email: yamcheeyi@spgroup.com.sg.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

MINDEF	Specific Requirements
	<ul style="list-style-type: none">• The ST shall ensure that all developments, structures and fixtures on PBK 1/ PBK 2 shall not exceed the maximum height of 26m and 160m Singapore Height Datum (SHD).• The lighting system and solar reflectance from materials (e. g. facade cladding) for the proposed development must not affect aircraft in flight. The ST shall ensure that any working/outdoor lightings and solar reflectance must be directed downwards and/or shielded to prevent causing glare and confusion to pilots. The ST shall undertake all necessary rectifications at its own cost and expenses to the satisfaction of the RSAF if the lightings are assessed by the RSAF to be a hazard to air navigation. The Successful Tenderer shall submit detailed plans on any glare inducing installation to RSAF (Email: Height_Control@defence.gov.sg with the Subject Title: “Glare Proposal for AOD”), for comments prior to implementation.• The ST shall ensure that the proposed development and related operations and activities will not affect the water quality in the vicinity of MINDEF land and foreshore, i.e. the water quality will not be worse-off than today or be prohibitive, in terms of human health and impact to activities including but not limited to swimming and diving. The works will need to abide to regulatory agencies’ requirements on discharge/effluent.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

NParks	Specific Requirements
	<ul style="list-style-type: none">• The ST shall consult NParks to develop the biodiversity related components of an Environmental Management and Monitoring Plan (EMMP). The EMMP shall include the EMMP recommendations from the Bukom EIA, such as water quality monitoring, habitat surveys, sediment surveys and wastewater and waste management. The EMMP will need to be finalised before the commencement of any development works, any construction or farm operation, including the deployment, moving and parking of barges or vessels on site. To avoid doubt, this requirement shall apply even if the farm has been constructed but has yet to commence operations.• The ST shall implement the biodiversity-related measures stated in the Environmental Management and Monitoring Plan upon NParks' review and acceptance (in writing) of the same.• In respect of the development and construction works ("Works") carried out pursuant to the Tender, the ST and all persons carrying out the Works for and on behalf of the ST will receive directions issued by the Director-General, Wildlife Management ("Director-General") under Section 10 of the Wildlife Act 1965 ("Wildlife Act"). These directions will incorporate the above terms, and such further terms as the Director-General deems fit. It is mandatory for the Successful Tenderer(s) and any other recipient of such directions to comply with these directions.• The ST and all parties appointed to or related to conduct the Works must not approve, permit or carry out the Works before the issuance of directions under Section 10 of the Wildlife Act by the Director-General.

Technical Conditions

Full Details in Technical Conditions of Tender and Conditions and Requirements of Relevant Authorities/Public Utility Licensees

URA	Specific Requirements
	<ul style="list-style-type: none"><li data-bbox="109 307 2446 485">• The Successful Tenderer shall engage a professional registered engineer / registered architect as QP to make a submission of the EMMP as well as clearances from relevant Authorities to URA Physical Planning Group through the Electronic Planning Application and Consultation (EPAC) system to receive a Planning Approval.

Tender Evaluation Criteria

Please refer to Conditions of Tender Appendix F Part V for further details.

Tender Evaluation Criteria		Maximum Score
Track Record	Production Track Record	10%
	Relevant Experience / Qualifications	10%
Production Capability	Potential Production Output (critical criteria)	30%
	Worker Productivity	10%
	Innovation (such as resource and energy efficiency)	20%
Business Sustainability	Business Plan & Construction Cost	10%
	Proof of Funds	10%
Total		100%

Production Track Record (10%)

- Based on average of latest three years' production figures (not earlier than 2012 and up to 2023), specifying clearly the type of produce (split by Fin Fish, Crustaceans, aquatic molluscs, echinoderms, aquatic plants or aquatic algae intended for human consumption).
- If three years figure are not available, scoring will be based on average of the remaining 1 or 2 years.
- Please note that bonus points would be given for production track record which are achieved via sea-based farming or closed containment aquaculture farming system(s).
- You are required to submit supporting documents to substantiate your production track record including updated company ACRA records (if farm licence is registered under a company) and latest 3 years audited financial statement (income statement, balance sheet, statement of cashflows; if audited financial statements are not available then management accounts with statutory declarations are to be provided), as well as farm layout plans of their existing farms and sales agreement with purchasers.
- If you are a local farm, you may indicate in the Tender Proposal Form that you would like SFA to use the earlier figures already given for the purpose of Production Track Record.

Relevant Experience / Qualifications (10%)

- Relevant experience in commercial farming by the major shareholder or key management staff (i.e. CEO, COO, Chief Tech Officer or key Technical Staff managing the day to day operations of the farm)
- Relevant agri-related diplomas/degrees/masters/PhD including in Aquaculture, Biological Science or any other science related
- Relevant non-agri diplomas/degrees/masters/PhD that can value add farming operation such as Engineering, Computer Science etc.
- Good Agriculture Practice certification/ award
 - Example like SS 670:2021/ SG GAP, BAP, Global G.A.P, ASC, Friend of the Sea and other relevant certifications

Potential Production Output (30%)

- Please note that for the purpose of PPO, only Fin Fish and Crustaceans will be considered, of which Fin Fish must be at least 60% of the total PPO.
- For Tenderers with proposed PPO that are beyond the maximum allowable production capacity (1,732.5 tonnes a year for one Foreshore Parcel), it would not be considered for further evaluation.
- Any tender proposals with ANY element of farming of animals which are non-extractive species using open cage system would not be considered for further evaluation.
- Please note the below are required to be submitted in the Tender Proposal Form:

1. Operational Plans

- Farm production schedule, stocking and harvesting for at least one production cycle from stocking to harvesting and the overall plan that leads to achieving the proposed production target
- Supply chain programme that provides the details of key agri-inputs like frys/fingerlings and fish feeds in ensuring resource supply resiliency (supply of frys/fingerlings and fish feed)
- Farm maintenance program including all M&E equipment, pumps, generators, aquaculture equipment and automated/control systems. To include source and frequency of maintenance services
- Biosecurity plan (reference point would be based on the guidelines which are prepared by SFA) and to include the fish health monitoring & disease management/control measures.
- Environmental water quality and sediment monitoring plan including parameters, frequency and designated locations to monitor. The plan should also include the necessary rectification measures should the determined threshold be exceeded.
- Waste management plan which includes all waste produced from production and staff activities (e.g. trade/farm effluent and human sewage)
- Automation or energy efficiency initiatives (i.e. to include at least 3 acceptable initiatives)
- Water and energy consumption plans (detailing sources of utilities given the plot is not connected to grid nor freshwater supply). [To be continued in next slide]

Potential Production Output (30%) & Worker Productivity (10%)

2. Business Plans

- Business plan that includes business analysis, strategy, financial projection and offtake plan detailing how would the products be sold in the targeted sale channels
- Marketing plan showing the advertisement strategies that will be implemented to sell off the products for both local and export markets.

3. Site Plan Preparations:

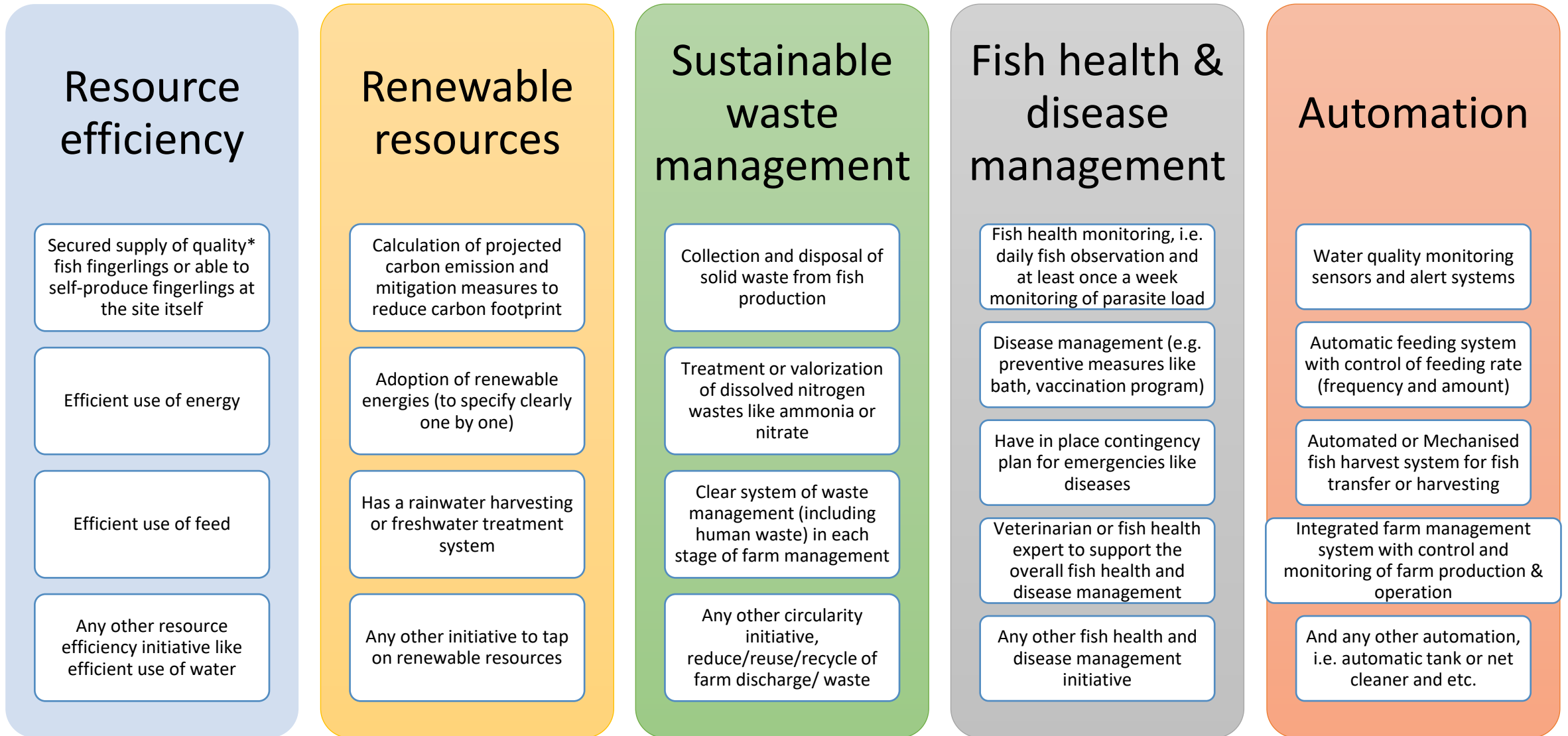
- Plan view of farm layout, label and indicate area for all activities with projected space utilisation, including workers' quarters if needed, and mooring area.
- Proposed design of farming systems, floating structures and mooring/anchoring systems

Note: Tenderer is required to submit supporting documents to substantiate the production level (including productivity of the farming system). If the CEC cannot assess the viability of the proposed farm because the required information above was not submitted OR the CEC assesses that the proposed farm is not viable, the CEC shall have the discretion to discount or disregard the tenderer's Potential Production Output.

Worker Productivity = PPO / no. of farming staff

Innovation (20%)

See Tender Evaluation Criteria in Appendix F Part V for more details



*Quality fingerling refers to fingerlings that are sourced from a licensed or established hatchery with own broodstock or from a known breeding farm (it would exclude back-yard farms or from unknown sources)

Business Sustainability (20%)

Construction Cost + Business Plan (10%)

Reasonable plan submission fees

Reasonable professional fees

Reasonable ship vessel and/or barge construction costs

Reasonable equipment cost

Realistic Gantt chart showing realistic time required to obtain agencies' clearance, complete construction, set up the farm, start and ramp up production output to steady state, considering business continuity/contingencies.

Reasonable marketing plan

Established sales channels within Singapore and overseas.

Financial standing and Proof of funds (10%)

Tenderer is to submit DP Credit Rating Report

Proof of funding for costs associated with development of the farm is to be shown via examples like funds in account, in-principal bank loan or strong net assets as shown in audited financial statements.

Tender Forms

- Tenderers are encouraged to fill up the **Form of Tender** and **Tender Proposal Form** in Word Doc as there are prompts in the Word documents to ensure all the necessary info required are filled in or submitted.
- Not recommended to refer to separate documents when filling up the various sections on Tender Proposal Form (except if they are supporting documents), as it could risk necessary info not submitted at Tender Close.
- Each tenderer shall only be allowed to submit one tender proposal regardless of the number of plots he is tendering.
- Since Tenderers are required to **submit all information at Tender Close**, please also submit **slides for the purpose of tender interview presentation at Tender Close** if you think it helps as part of tender interview. Otherwise, shortlisted tenderers will only be allowed to refer to what was submitted at Tender Close.

Can I take up both Plots of Foreshore?

- Yes you may indicate in your **Form of Tender** if you would like to take up both Foreshore parcels based on the current tender proposal for one plot.
- While there would be economies of scale if both plots of Foreshore are taken up for development, please note the following:
 - You would be required to provide proof of funding for ALL the plots taken up.
 - ST is still required to complete farm development (by obtaining Certificate of Classification and mooring of the vessel/barge) within three years of Lease Commencement for ALL plots taken up.
 - ST is still required to achieve PPO within five years of Lease Commencement for ALL plots taken up.

What is Closed Containment Aquaculture System (CCAS)?

- Extracted from pg. 12 & 30 of [Sea Farms Industry Guide](#)

VESSEL-LIKE FARMS (CLOSED CONTAINMENT SYSTEM)

For vessel-like farms, the proposed mooring system (i.e. the hardware such as anchors and chains) for the farm is required to be certified by a Classification Society (CS) which is approved by MPA. The vessel-like farm will have to be surveyed in accordance with CS requirements, so as to make sure there is assurance of structural safety. The mooring arrangements can be endorsed by a registered Professional Engineer and cleared by MPA COMET.

The vessel-like farm is to maintain its CS requirements and will be subjected to annual and other surveys as required by the CS. The CS certificate shall be retained by the owner. It is the onus of the owner to ensure that the vessel-like farms and its mooring equipment are maintained regularly to ensure that it is fit for its purpose. Please note that agencies including SFA, will follow up with the farm to provide proof of validity and that annual surveys were carried out by the CS.

Please refer to below contact details of the MPA-approved CS:

- American Bureau of Shipping (ABS) Singapore: abssingapore@eagle.org;
- Bureau Veritas (BV) Singapore: SGP_CSG@bureauveritas.com; SGP_OPS@bureauveritas.com;
- China Classification Society (CCS) Singapore: sgp@ccs.org.cn;
- Det Norske Veritas & Germanischer Lloyd (DNV-GL) Singapore: SNG.SSC@dnv.com;
- Korean Registry of Shipping (NR) Singapore: singapore@krs.co.kr;
- Nippon Kaiji Kyokai (NK) Singapore: sp@classnk.or.jp;
- Lloyd's Register (LR) Singapore: ZZSNGOPS@lr.org;
- Registro Italiano Navale (RINA) Singapore: singapore.marine@rina.org

DEEP NET CAGE (OPEN SEA) WITH SUPPORTING BARGE FOR STORAGE USE / VESSELS FOR TRANSPORT

For deep net cage farm type, the proposed mooring system and arrangement for open net cages which are part of the barge farms is only required to be certified by a PE.

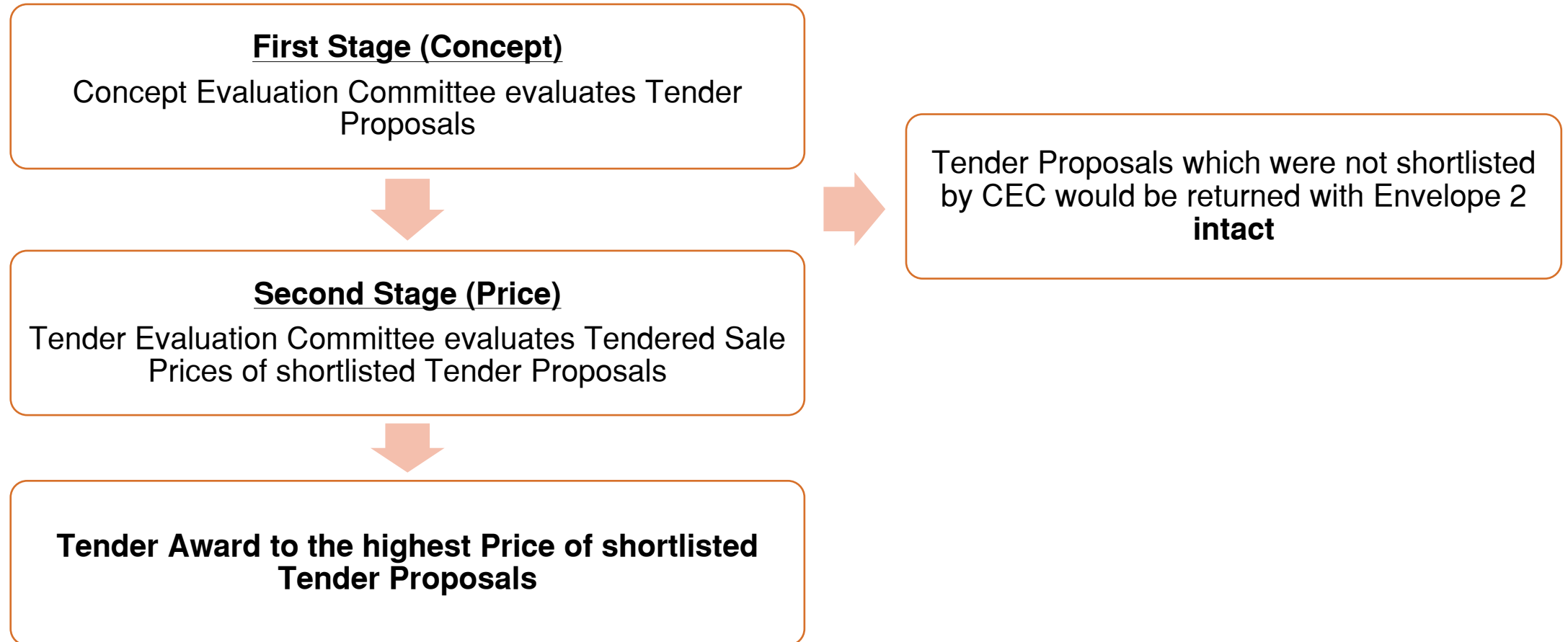
The supporting barges/vessels shall be registered as Harbour Crafts under MPA (please refer to "Submission Guideline as Harbour Craft under MPA Guidelines" section for more details).



CLOSED CONTAINMENT SYSTEM

The farming unit employs the closed containment aquaculture system to provide a controlled culture environment and protects the stocks from adverse water conditions like harmful algae blooms. The floating closed containment system can be a refurbished barge with tanks on board or a purpose-built structure. The farm is equipped with filtration technology, automation, and uses Artificial Intelligence and IoT tools to carry out various operations such as seawater quality monitoring, fish feeding and monitoring and auto-tank cleaning etc. The stocking density and production is often higher than the open net-cage system as pure oxygen produced onsite (either from liquid oxygen or oxygen generator) is supplied to the culture tanks to support the higher biomass. Both capital outlay and operational costs are also higher than that for traditional fish farms.

Tender Process



Timelines

Timeline - Tender Stage

Tender Launch

Download tender documents from www.sfa.gov.sg/landsales
Study Tender Documents
All reports and drawings attached are for reference only.
Prepare Form of Tender, Tender Proposal Form, supporting documents, Tender Deposit and Processing Fee

Tender Close

Submission must include hardcopy **and** scanned/ electronic copy in a thumbdrive to:

- **Tender Box 2** for Food Fish Farming
- at **52 Jurong Gateway Road, Level 1 JEM Office Tower**

Deadline: **11 Apr 2024, 12 noon**

Tenders submitted **by post or into SFA's mailbox shall not** be considered.

Tenders will be accepted only if submitted according to instructions as stated.

Tender Acceptance

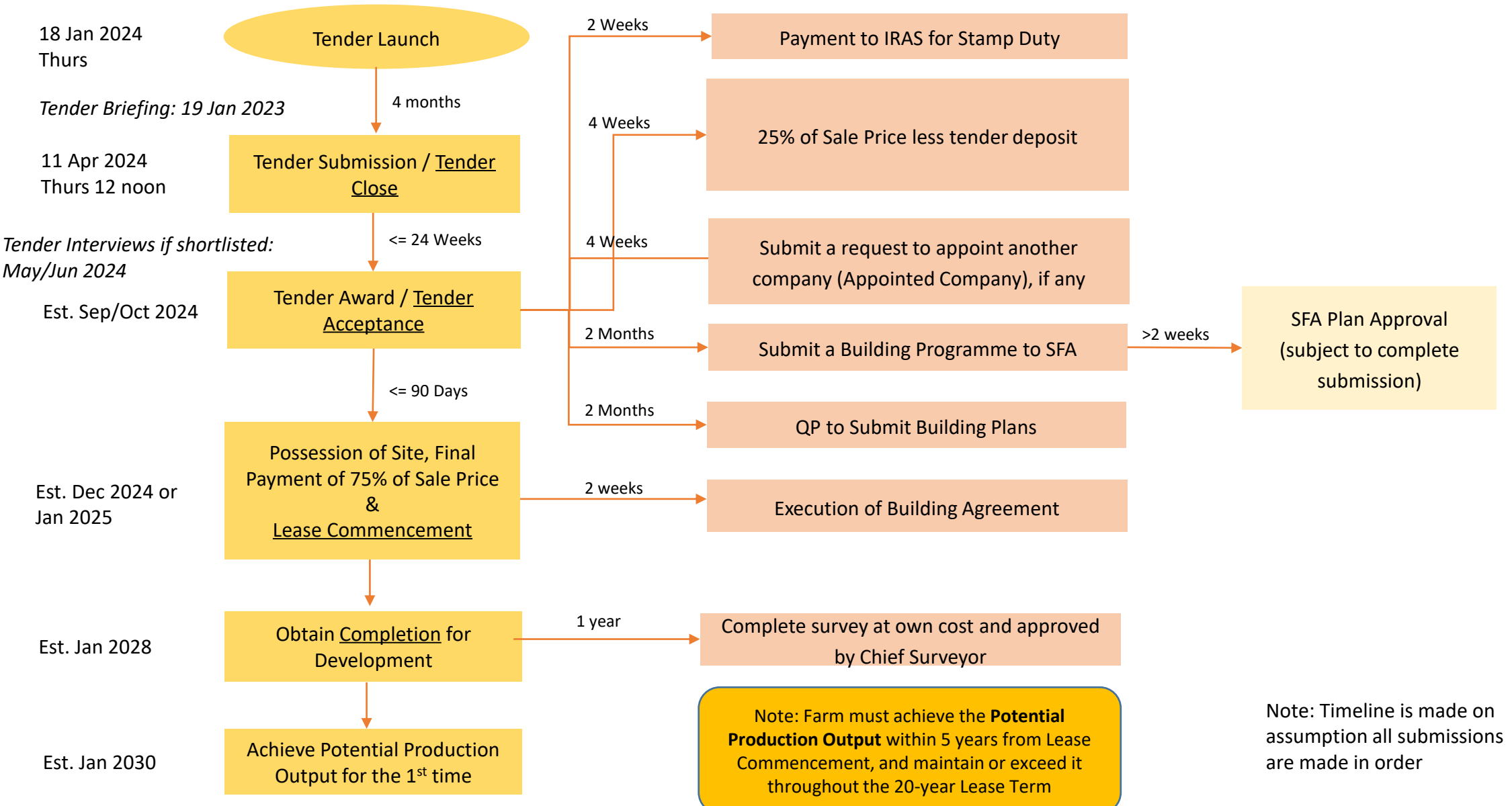
Shortlisted tenderers are required to attend tender clarification interview shortly after tender closing

Tender results in Q4 CY2024

Successful Tenderers will receive the Tender Acceptance Letter from SFA

Please note tenderers are to ensure all the necessary information are submitted before Tender Closing Time. The Tender Box is open for depositing of Tender Documents no later than 12 noon (SG time) on 11 Apr 2024. You are advised not to not wait till last min to submit in case of traffic jam etc.

Timeline - Development



Checklist for Tender

Tender Documents Overview

Invitation to Tender

Form of Tender (*Indicate Tendered Sales Price*)

Tender Proposal Form (*Submit your tender proposal and preference for plot(s)*)

Form A

Form B

Technical Information Booklet

- Control Plan
- Registrar of Title Plan
- Bathymetric Survey Plan

Conditions and Requirements of Relevant Authorities/Public Utility Licensees (For Tenderers information only)

Conditions of Tender

- Appendix A: Detailed Guidelines
- Appendix B: Form of Building Agreement
- Appendix C: Form of Lease
- Appendix D: Draft Building Programme
- Appendix E: Undertaking
- Appendix F: Technical Conditions of Tender

Questions & Answers

☒ for action taken		
1	Tender Deposit of \$10,000.00 & Processing Fee of \$1,000.00 (per Foreshore Parcel) paid to SFA via <u>PayNow</u> or Bank Transfer. Please print out the screenshot of transaction made.	<input type="checkbox"/>
2	The prescribed Form of Tender duly completed and signed by the tenderer.	<input type="checkbox"/>
3	The prescribed Tender Proposal Form duly completed and signed by the tenderer, including the Tenderer's Proposal to be submitted with supporting documents.	<input type="checkbox"/>
4	Director's Resolution	<input type="checkbox"/>
5	Form A duly completed and signed by the Tenderer	<input type="checkbox"/>
6	Form B duly completed and signed by the Tenderer	<input type="checkbox"/>
7	Please include: (a) the latest PDF of Registrar of Business Certificate on the Tenderer from the Accounting and Corporate Regulatory Authority (ACRA); and (b) (i) (where the Tenderer is required by law to audit its financial statements) the Tenderer's audited financial statements for the last three (3) years if any; or (ii) (where the Tenderer is not required by law to audit its financial statements) the Tenderer's financial statements for the last three (3) years if any. (c) the Tenderer's Default Probability (DP) credit rating report .	<input type="checkbox"/>
8	A thumbdrive or USB containing the electronic PDF copy of items 2 to 7. Please note the submission of Tender proposals and other required documents are to be done via softcopy via USB drives, as well as hardcopy. Please note the softcopy version in USB drives will be taken as the final version for review by SFA, as hardcopy submitted is deemed as a backup in case the USB drives are corrupted.	<input type="checkbox"/>
9	Envelope 1: The tender submission comprising Items 1, 3-8 must be placed in a sealed envelope labelled with the envelope label cover "Envelope 1". Envelope 2: The tender submission comprising Item 2 must be placed in a sealed envelope labelled with the envelope label cover "Envelope 2". Submission Envelope: Envelope 1 and Envelope 2 shall be sealed in an envelope labelled with the envelope label cover "Submission Envelope"	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

To prevent disqualification of tender submission, please make sure you complete and submit all the necessary forms as per checklist.

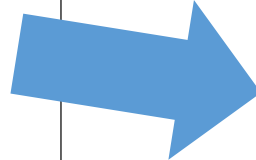
Submission Envelopes

- Tenderers are to seal both Envelopes 1 and 2 containing the necessary documents and insert them into the Submission Envelope, and deposit the sealed Submission Envelope into the Tender Box.

Envelope 1	FOR FOOD FISH FARMING SALE OF FORESHORE FOR FARM USE
Checklist - Please ensure the following information are enclosed <u>within</u>	<input type="checkbox"/> Tender Deposit & Processing Fee Screenshot <input type="checkbox"/> Tender Proposal Form (duly completed and signed with supporting documents) <input type="checkbox"/> Registrar of Business Certificate <input type="checkbox"/> Director's Resolution <input type="checkbox"/> Form A <input type="checkbox"/> Form B
Tenderer's Name	: _____

Sealed

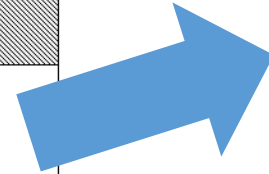
Form of Tender
NOT in Envelope 1



Envelope 2	FOR FOOD FISH FARMING SALE OF FORESHORE FOR FARM USE
Please ensure the following information are enclosed <u>within</u>	<input type="checkbox"/> Form of Tender
Tenderer's Name	: _____

Sealed

Sealed



Submission Envelope	FOR FOOD FISH FARMING SALE OF FORESHORE FOR FARM USE
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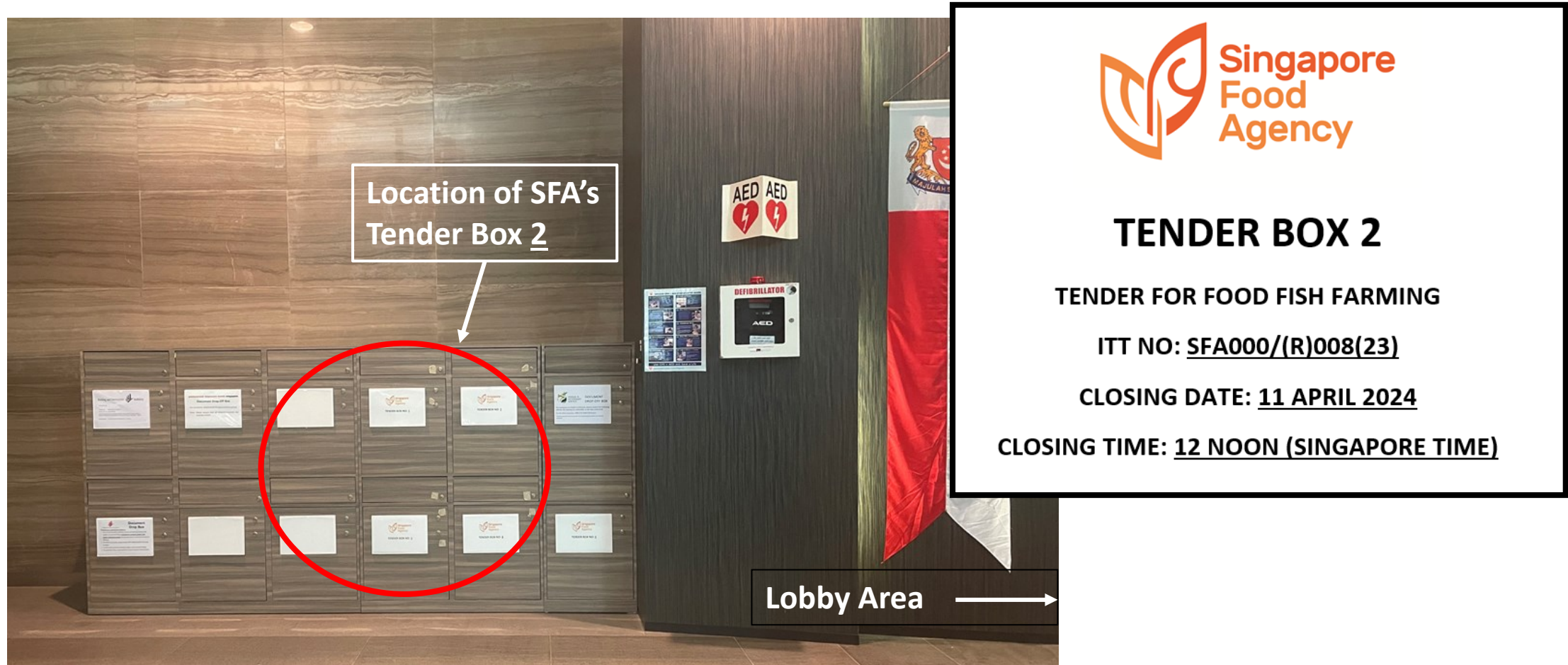
Payment Required

Payments	Due Date
Tender Deposit(s) and Processing Fee(s)	Latest 11 Apr 2024 at 12 noon sharp
Stamp Duties (on Tender Acceptance Letter)	Within 14 days of receiving Tender Acceptance Letter
25% of Tendered Sale Price including GST (Less Tender Deposit)	Within 28 days of receiving Tender Acceptance Letter
75% of Tendered Sale Price including GST	Within 90 days of receiving Tender Acceptance Letter

SFA shall have the right to rescind any contract formed upon the award of the tender if the Successful Tenderer fails to comply with the above Conditions.

Submission of Tender

- Tender Box 2 is located on the left of Level 1 Lobby Area of JEM Office Tower.



Please ensure your envelope is properly sealed.

Common Issues Faced by Some of Our Farmers and how to Overcome Them

Common Issues Faced by Some of Our Farmers

- Planning, Design and Construction phase
 - Did not factor in major agencies' requirements (including that of MPA-approved Classification Societies) and time needed to obtain their approvals
 - Lack of funding, materials or manpower
 - Investor withdraw after tender award, or no seeding of fund to continue with next phase/plot of development
 - Bidding for multiple plots and unable to meet PCP for all plots
 - Inexperienced consultants/vendors which resulted in delay, construction not meeting agencies' and/or Classification Society requirements
 - Difficulty finding suitable landing point for loading or unloading of goods

Common Issues Faced by Some of Our Farmers

- Operational phase
 - Not able to offtake produce
 - Not able to manage waste properly
 - Difficulty sustaining/maintaining business viability
 - Poor awareness of actual operational costs (e.g. utility, manpower, agri-inputs) / non-robust Cost Benefit Analysis
 - Poor understanding of the market
 - Inadequate pricing / offtake / marketing plans

Tips before Starting a Farm in Singapore

- Planning, Design and Construction phase
 - **Read the tender documents thoroughly.**
 - Engage a professional team with proven track record and knowledge of Singapore's regulations including Naval Architects, consultants and contractors to do a feasibility study for **both development and operational phases including sales plan and waste management plan (including sourcing of vendors & suppliers)** before submission of tender proposal, to ensure you are able to perform the contractual terms.
 - Get plans approved by agencies or Classification Society before any commencement of works to prevent the need to do corrections later.
 - Prepare a contingency plan.
 - Consider whether you have the financial resources to complete multiple plots within the same period of time.

Tips before Starting a Farm in Singapore

- Operational phase
 - Property tax: to note that fixed properties like stationary/bolted farming machinery or systems will be factored into annual value of the sea space after installations of the farm are completed.
 - ST will be required to hold more than 50% of shares of the farm, until SFA's prior written approval is obtained for any changes to this.
 - Consider export to overseas markets for future growth & expansion plans as part of long-term business sustainability plans
 - As part of running a business, it is important to always have a sense of your customers, and a business plan to generate top-line revenue and manage bottom-line costs.
 - Have in place business contingency plans

More Resources and Tips

- Refer to [Industry Guide](#) to find out more about setting up a sea-based farm in Singapore
- Refer to [website](#) for more resources including what was presented during a workshop on setting up sea-based farm held in Oct 2023.
- Engage a Naval Architect and consultants who are familiar and understand farm operations to work out the development plans and business plans of the farm.
- If you would like to view the EIA report, kindly contact Ms Lim Swee Keng at lim_swee_keng@sfa.gov.sg and Mr Rahmat at rahmat_khairudin@sfa.gov.sg to make an appointment.
- You may refer to SAFEF website (<https://safef.org.sg>) for info or help or write in to secretariat@safef.org.sg find out more.

STARTING A SEA-BASED FARM:

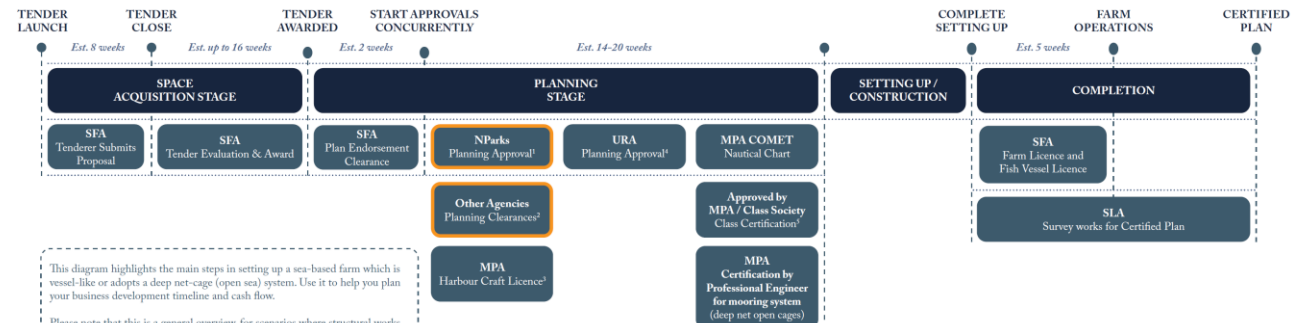
An Industry Guide

The guide will walk you through the key guidelines and procedures needed to start a sea-based farm in Singapore.



Farm Development Approvals

Farm Type: Closed Containment System / Deep Net-cage (open sea)



This diagram highlights the main steps in setting up a sea-based farm which is vessel-like or adopts a deep net-cage (open sea) system. Use it to help you plan your business development timeline and cash flow.

Please note that this is a general overview, for scenarios where structural works are required. Your experience of the process may vary, depending on your specific circumstances. For example, the completeness of an application made, the time intervals between an agency's correspondence, the need to undertake EMMP studies and the subsequent application by your appointed Naval Architect are contributing factors to the actual timeline of your farm's development.

Important Reminder

- Below tender proposals will not be considered for further evaluation:
 - Proposed PPO that are beyond the maximum allowable production capacity (i.e., 1,732.5 tonnes a year for one Foreshore Parcel); OR
 - Any element of farming of animals which are non-extractive species using open cage system.

****Important Reminder****

- Withdrawal of Tender
 - If the tenderer attempts to withdraw tender once it had been submitted, the tender deposit will be forfeited
 - Any tenderer may also be liable to be debarred from future Government tenders
 - Where such tenderer is a limited company, both the company & its individual directors may also be debarred
- Default or Breach
 - If the Successful Tenderer failed to execute the conditions of tender, SFA shall be entitled to:
 - Terminate the agreement
 - Forfeit all monies paid
 - Re-tender the premises
 - Debar the tenderer from future Government tenders
 - All losses & expenses incurred to be paid by ST as damages

Enquiries

- Tender documents and list of frequently asked questions & answers are already found on SFA website:
 - <http://www.sfa.gov.sg/landsales>
- Tender briefing slides and any additional questions asked during the briefing will also be updated onto the above website.
- All enquiries related to this tender to be directed to Landsales@sfa.gov.sg.
- In the event that SFA seeks clarification upon any aspect of the Tenderer's submission and proposal, the Tenderer shall provide full and comprehensive responses within three (3) days of SFA's request or notification.



Thank you



Q&A

Teams Meeting Etiquette

1. Audience are all muted during the presentation. So if you have any questions to ask, please note down the slide number and wait till the end of the presentation to ask your questions.
2. During the Q&A session, please raise your hands if you have questions to ask so your mic can be unmuted. Please start with introduction (i.e. Your Name and Organisation) and the slide number if applicable.

