



# Tender Briefing

SFA Land Sales - Vegetable Farming

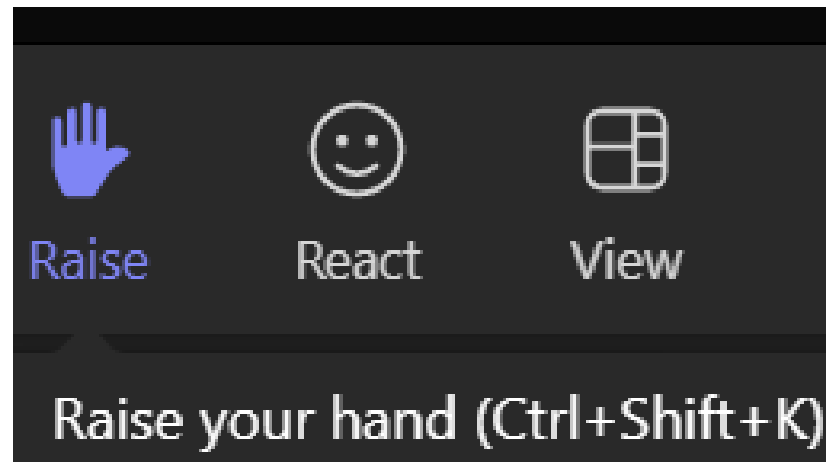
Tranche 7

Tender Ref: SFA000/(R)004(23)

11 Oct 2023

# 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

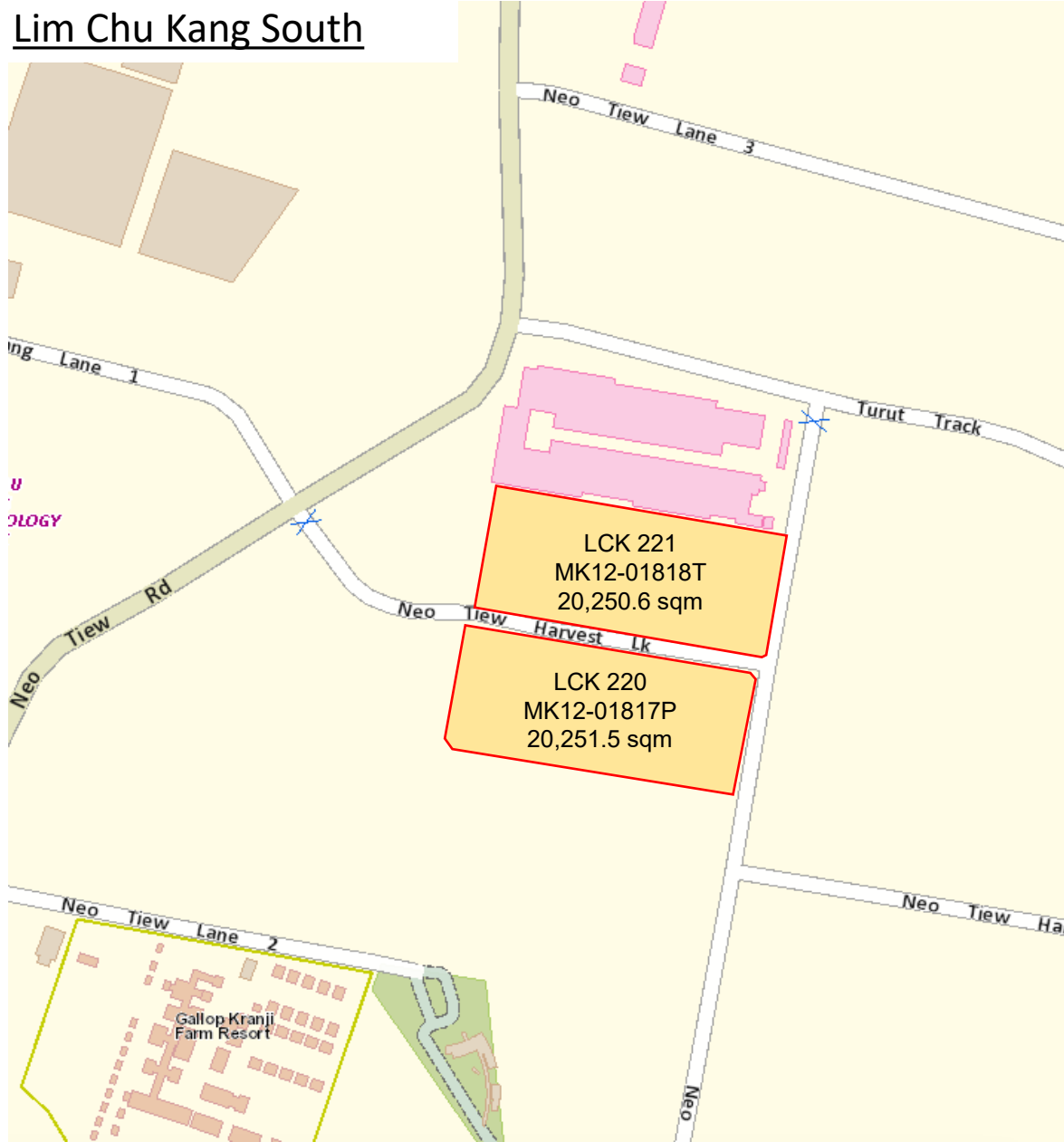
1. Tender Information
  - General Information
  - Land Use
  - Development Guidelines
  - Technical Conditions
  - Tender Evaluation Criteria
  - Tender Forms
2. Timelines
  - Tender Stage & Development
3. Checklist for Tender Submission
4. Information on Site Viewing
5. Common Issues faced by our Farmers and Tips to overcome them
6. 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.

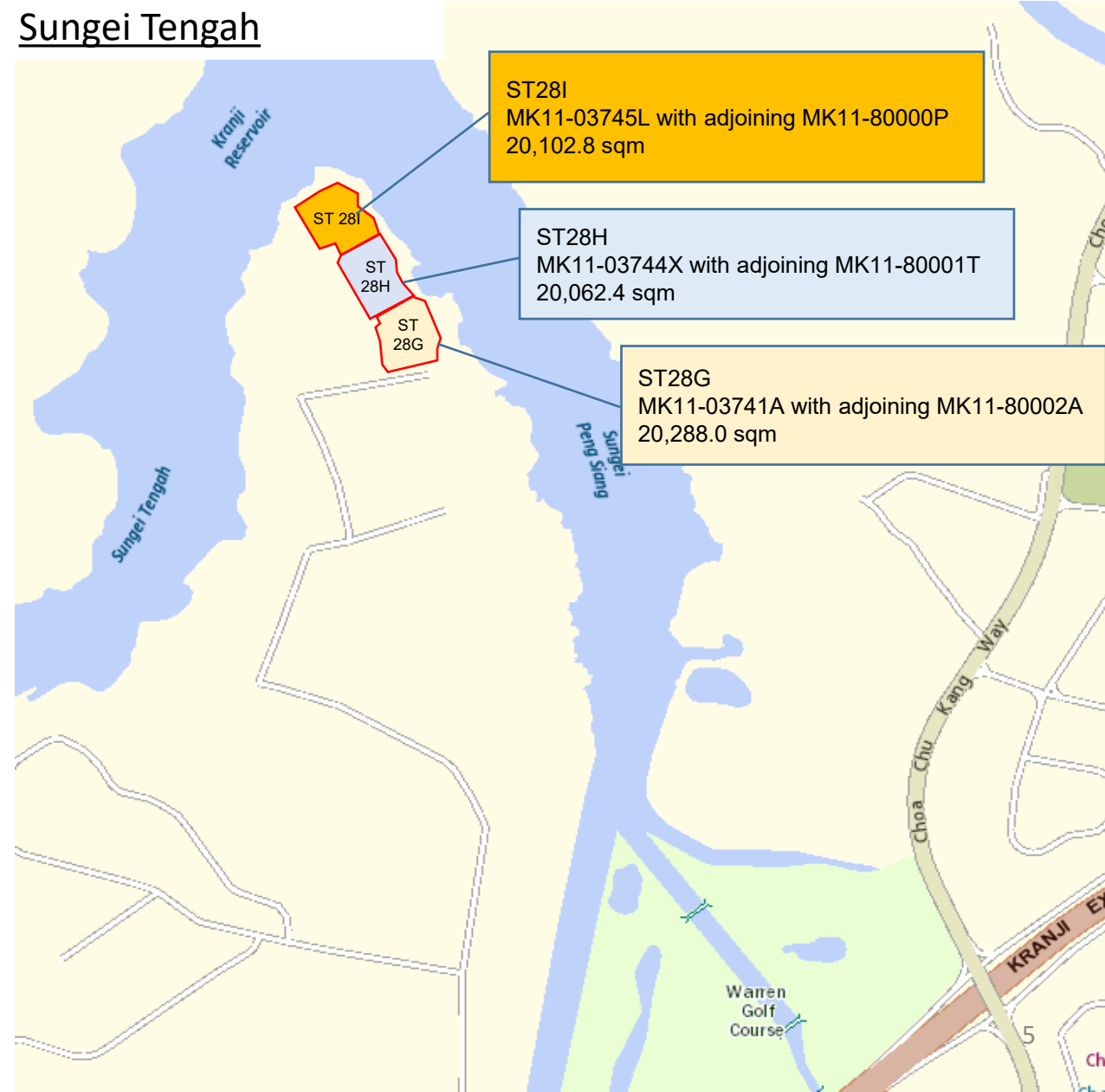
# Tender Information

# Plots for Tender – For Vegetable Farming Use

## Lim Chu Kang South



## Sungei Tengah



# General Information

- Fixed Price Tender (100% based on quality of tender proposal)
- 20-year Lease Term with an option to extend by another 10 years subjected to conditions
- For Vegetable Farming Use Only
  - Means the production of any edible plant or fungi cultivated for human consumption and **excludes** cereals and beansprouts
  - Project Completion Period (PCP)
    - To obtain full Temporary Occupation Permit (TOP) by end of 3<sup>rd</sup> year from Lease commencement
  - Potential Production Output (PPO)
    - Refers to only production of mushrooms, fruited vegetables and/or leafy vegetables cultivated for human consumption
    - Has to achieve by end of 5<sup>th</sup> year of Lease commencement, and maintain or exceed throughout the remaining Lease Term.
    - 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 the above timeline would constitute a breach of contract and SFA may resume possession of the Land without compensation.**

# Land Use – Allowable Crops & PPO

**Does not** count towards PPO



**Counts towards PPO:**



Allowed

Mushrooms, fruited vegetables\* and/or leafy vegetables



Not allowed to produce



\*Fruited Vegetables comprises tomato, brinjal, cucumber, chilli, wax gourd, bitter gourd, okra, French bean, long bean and other fruited vegetables.

# 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 (At least 90% of Land Area)

- Cultivation System (e.g. Greenhouse, Nursery, Germination Room)
- Packing/Processing/Sorting Facility
- Store Room
- Loading/Unloading Bay
- Coldroom
- Bin Centre
- Water Storage Space, Tanks
- Research & Development, Laboratory Facility
- Wastewater Treatment Facility
- Solar Harvesting System
- Waste-to-energy/Waste Recovery/Compost System

## Ancillary Uses (Refer to next slide)

- Worker's Quarter (if allowed by agencies)\*
- Office\*
- Carpark

*\*The Worker's Quarter and Office shall be used solely for supporting the development and farming on the Land.*

Other Ancillary Uses <sup>^</sup>	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

<sup>^</sup>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 via plan submission on CORENET.



# Key Tender Information

Lot No.	LCK 220	LCK 221	ST 28G	ST 28 H	ST 28I
<b>Mk No.</b>	MK12-01817P	MK12-01818T	MK11-03741A with adjoining MK11-80002A	MK11-03744X with adjoining MK11-80001T	MK11-03745L with adjoining MK11-80000P
<b>Fixed Sale Price (in S\$ excl. GST)</b>	\$198,000	\$198,000	\$306,000	\$300,000	\$301,000
<b>Tender Deposit (in S\$)</b>	\$9,900	\$9,900	\$15,300	\$15,000	\$15,050
<b>Lot Area (excluding subterranean lots)</b>	20,251.5 sqm	20,250.6 sqm	20,288.0 sqm	20,062.4 sqm	20,102.8 sqm
<b>#Land Area</b>	17,792.5 sqm	17,912.9 sqm	17,991.5 sqm	17,975.5 sqm	17,762.9 sqm
<b>*Building Height (Maximum)</b>	30 m SHD		60 m SHD		
<b>Production Area (Minimum)</b>	16,013.3 sqm	16,121.6 sqm	16,192.4 sqm	16,178.0 sqm	15,986.6 sqm
<b>^Floor Area for ancillary uses (Maximum)</b>	1,779.2 sqm	1,791.3 sqm	1,799.1 sqm	1,797.5 sqm	1,776.3 sqm
	Workers' Quarters only allowed till 31 Dec 2031				

# Land area excludes NParks' green buffer and peripheral planting verge requirement.

\* SHD refers to Singapore Height Datum. STs are to ensure that all buildings (inclusive of all structures and fixtures above the roof-top such as TV antennas, water tanks, lift motor rooms, cranes, maintenance equipment and lightning conductors), construction equipment and temporary structures, such as cranes, piling rig, etc within the Land Parcel(s) should not exceed the stipulated height controls for the respective Land Parcel(s) at all times.

^Floor Area accounts for both outdoor and indoor floor areas.

# Technical Conditions

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

LTA	General Requirements
	<ul style="list-style-type: none"><li>• The proposed developments shall be served by only one access point.</li><li>• The access locations are sited as shown indicatively in the Control Plans.</li></ul>
SFA	General Requirements
	<ul style="list-style-type: none"><li>• Plans are required to be submitted to SFA first for Landowner’s Consent via CORENET before to be sent to other agencies for approval.</li><li>• The Successful Tenderer (ST) shall be required to obtain relevant agency clearances, including TOP/CSC for the whole of the Development and a farm licence (<a href="https://www.sfa.gov.sg/food-farming/food-farms/starting-a-farm">https://www.sfa.gov.sg/food-farming/food-farms/starting-a-farm</a>) to keep and maintain a farm in accordance with Control of Plants Act (where applicable) prior to the start of any commercial farming activity.</li><li>• The ST shall be required to obtain at its own expense a licence (<a href="https://www.sfa.gov.sg/food-manufacturers/setting-up-food-establishments">https://www.sfa.gov.sg/food-manufacturers/setting-up-food-establishments</a>) from SFA for further processing activities such as processing of salad and comply with Sale of Food Act and the licensing conditions, before such activities are carried out.</li></ul>

# Technical Conditions

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

URA	Development Control & Setback Guidelines
	<ul style="list-style-type: none"><li data-bbox="112 307 2451 542">• The ST shall comply with the URA Development Control (DC) guidelines issued or may be issued by the Competent Authority under the Planning Act 1998, unless otherwise stated in these Technical Conditions. For more information on <u>URA's Development Control Handbook for guidelines on agriculture developments</u>, please refer to: <a href="http://www.ura.gov.sg/Corporate/Guidelines/Development-Control/Non-Residential/Agriculture">www.ura.gov.sg/Corporate/Guidelines/Development-Control/Non-Residential/Agriculture</a>.</li><li data-bbox="112 599 2451 714">• The ST is advised to refer to the Control plans in the info booklets for building setback and green buffer requirements.</li><li data-bbox="112 771 2451 942">• All buildings and structures shall be set back at least 5m away from the lot boundary fronting a road. Only minor structures such as bin centre, electricity switch room and guard post etc. approved by the Competent Authority can be sited within the building setback.</li><li data-bbox="112 999 2451 1113">• All buildings and structures adjoining agriculture development shall be set back at least 2m with no planting strip from the lot boundary measured from the eaves of structures.</li></ul>

# Technical Conditions

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URA	Platform Level, Slopes and Earth Retaining Structures & Earthworks
	<ul style="list-style-type: none"><li>• The ST shall submit the details and design calculations prepared by a Qualified Person (“QP”) for structural works appointed under the Building Control Act 1989 for any proposed slopes or earth retaining structures to the SFA, the Competent Authority or any other relevant authorities for approval before commencement of work.</li><li>• All earthworks proposals and plans showing the extent of works shall be submitted to the relevant Authorities for prior written approval.</li><li>• Upon approval of the earthworks, the ST shall appoint a QP to supervise the earthworks to be carried out within the Land Parcel. The QP shall inform the SFA, SLA, PUB and NEA the source, volume and type of earth-fill to be imported and where the cut materials from the land will be deposited. All proposed earth-fill materials shall comply with regulatory requirements.</li><li>• Upon completion of the earthworks, the ST shall submit a copy of the topographical survey plan to SLA.</li><li>• The ST shall indemnify SFA and the Government against all claims and/or damages which may arise either directly or indirectly from any instability rendered to the existing slopes/embankments by any cause whatsoever or by any works.</li></ul>

# Technical Conditions

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

BCA, SFA & URA	Plan Submission
<ul style="list-style-type: none"><li>• The ST shall engage a professional registered engineer / registered architect as QP to seek clearances from relevant authorities (including the SFA) and make a submission of the development and building plans to BCA through the CORENET E-Submission System.</li><li>• The ST shall submit the proposed Layout Plan/Development Plan/Building Plan to the SFA for endorsement before submission to the Competent Authority. SFA reserves the right to require the ST to amend and modify the above mentioned plans submitted by the ST.</li><li>• Refer to URA's circular <a href="#">URA/PB/2019/17-DCG</a> issued 20 September 2019 to see if your proposed development allows you to qualify for Plan Lodgement Scheme or even no plan submission to URA, instead of the normal Direct Application to URA.</li><li>• Please note regardless of Plan Lodgement Scheme, your QP is still required to submit plans to other Development Control (DC) agencies for approval.</li><li>• Submissions to URA DC Group (under the Plan Lodgment Scheme or via a Development Application) for proposals involving new building projects with GFA of more than 5,000 sqm are to be submitted in BIM format for approval. This is in alignment with BCA's submission requirements for Building Plan approvals.</li></ul>	

# Technical Conditions

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

PUB	Water storage, irrigation ponds and being in Water Catchment Areas
<ul style="list-style-type: none"><li>• Not to construct any structures on, over or under the drainage reserve without the prior approval of PUB.</li><li>• The extraction of groundwater is not allowed by PUB. This includes the digging of deep earthen ponds and allowing natural infiltration of groundwater. Ponds lined with impermeable materials such as rubber pond-liner or concrete are allowed.</li><li>• The ST shall adopt the appropriate measures in their farm design and operation:<ul style="list-style-type: none"><li>• [Underground water storage and ponds] The ST shall engage a QP to design the ponds and ensure that linings and bunds are properly implemented.</li><li>• [Aboveground water storage and ponds] The ST shall ensure that all above ground ponds comply with the structural requirements of the relevant authorities.</li></ul></li><li>• As Land Parcels are located within the Kranji Water Catchment, the ST is to ensure that its development proposal abides by NEA's, NParks' and PUB's pollution control, trade effluent and water quality guidelines. <b>Stringent measures to be adopted during construction &amp; occupation to ensure watercourses are not polluted.</b></li><li>• Watermain is currently 100mm in diameter. If there is diversion required for water pipes 300mm &amp; below, <b>consultation must be made at least 6 months ahead</b> and the cost of diversion of any water pipes shall be borne by the Successful Tenderer.</li></ul>	

# Technical Conditions

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

PUB	Water storage, irrigation ponds and being in Water Catchment Areas
	<ul style="list-style-type: none"><li>• <i>[Specific to ST 28 GHI]</i> Surface runoff shall direct discharge into the Kranji Reservoir through the pipe culverts as built by SFA.</li><li>• Erosion &amp; sediment control measures to be submitted by Qualified Erosion Control Professional (QECP) to PUB before commencement of works → E.g. Perimeter cut-off drains, silt traps, storage ponds, treatment plants → Clean discharge to comply with statutory requirements.</li><li>• The maximum allowable peak runoff to be discharged to the public drains will be calculated based on a runoff coefficient of 0.55 and for design storms for various storm durations of up to 4 hours. Peak runoff reduction can be achieved through the implementation of features like <b>detention tanks or retention/sedimentation ponds</b>. The QP shall be required to submit details (calculations and/or hydraulic model results) showing how the proposed system meets the required peak runoff rates.</li></ul>
DSTA	Height Restrictions
	<ul style="list-style-type: none"><li>• 60m Singapore Height Datum at ST28 GHI and 30m SHD at LCK 220/221 → All structures fixtures above the roof top are subject to same height limit. Applicable to construction equipment temporary structures, etc.</li><li>• <i>[Specific to ST 28 GHI]</i> All buildings/structures (in their entirety) within this Control Zone are subject to <b>glazing control requirements</b> if their height is more than 12m Above Ground Level.</li><li>• Due to proximity to Tengah Air Base, it is expected to have <b>noise, dust and vibration</b>, and these effects should be taken into consideration in the proposed developments, and in particular, in the design of the facilities and operating equipment. If necessary, the ST should assess if a noise study should be carried out.</li></ul>

# Technical Conditions

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

<b>SCDF</b>	<b>Fire Safety</b>
<ul style="list-style-type: none"><li>• ST to comply with Fire Safety Act and Regulations, prevailing “Code of Practice for Fire Safety Precautions in Buildings” (Fire Code) &amp; relevant Codes of Practices Guidelines</li></ul>	
<b>IRAS &amp; SP</b>	<b>Address and Utilities</b>
<ul style="list-style-type: none"><li>• ST must apply for an official house number from IRAS for the premises before they can apply for utility account with Singapore Power.</li><li>• <b>The maximum electrical load available for the Land Parcel without the need for a new substation is 280kVA per plot, which translates to 400A.</b></li></ul>	
<b>NParks</b>	<b>General Requirements</b>
<ul style="list-style-type: none"><li>• ST to ensure roadside trees green verge(s) abutting the site are not affected.</li><li>• All pick up drop off%, loading unloading bays fire engine hard standing areas to be within the site.</li><li>• ST to replace existing roadside trees green verge(s) fronting the site if affected.</li><li>• Development works to be confined within the site working boundaries.</li><li>• No illegal dumping</li><li>• No storing of construction materials beyond boundaries of Land Parcels.</li><li>• The ST will be receiving directions issued by the Director-General/Wildlife Management pursuant to Section 10 of the Wildlife Act (Cap. 351), in relation to this Project. <b>Before which, no works shall be allowed to commence.</b></li></ul>	



# 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"><li>• Wastewater generated from the proposed farm developments shall be collected and treated for reuse in the farm as far as possible.</li><li>• All liquid waste discharged into public sewer shall abide by PUB requirements, which would be VERY STRIGENT since it is within water catchment area.</li><li>• PUB approval required for proposed sewer connection and allowable discharge rate</li><li>• If not connected to public sewer in time, shall use temporary holding tank to store before getting licensed waste collector to approved Water Reclamation Plant operated by PUB. Details of the temporary holding tank system shall be submitted to PUB for approval before implementation.</li><li>• If the proposed farming activities would include the use of pesticides, only pesticides that are registered by the Singapore Food Agency (SFA) shall be used. Approval from NEA is required for chemicals including pesticides that are listed as hazardous substances under the EPMA. Only pesticide registered with NEA shall be used against the five vectors ((namely mosquitoes, flies, cockroaches, rodents and rat fleas).</li><li>• <b>[Specific to LCK 220 &amp; LCK 221] Stay-in facilities (i.e. worker's quarter) can be allowed on site up to 31 Dec 2031</b> and will be reviewed thereafter, subjected to prior approvals from SFA and other relevant agencies and <b>lifting of title restrictions</b>. In the event that the stay in facilities are no longer allowed by Technical Agencies after 31 Dec 2031, the ST shall remove/repurpose the built facilities and make alternate housing arrangements.</li><li>• <b>[Specific to ST28]</b> to ensure that the workers staying in the dormitory on site would be sufficiently protected from loud aircraft noises.</li></ul>

# 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%
<b>Total</b>		<b>100%</b>

## Production Track Record (10%)

- Based on average of 2020-2022 production figures.
- If 2020-2022 figures are all not available, to provide up to three years of latest production info if available.
- You are required to submit supporting documents to substantiate your production track record.
- 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 shareholder(s) 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 qualifications by the shareholder(s) or key management staff or key technical staff
  - Relevant agri-related diplomas/degrees/masters/PhD including in Horticulture, Plant Science, Agronomy 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, Global G.A.P.

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

Please note that for the purpose of PPO, only Fruited Vegetable, Mushroom and Leafy Vegetables will be considered.

Please note the below are required to be submitted in the Tender Proposal Form:

## 1. Operational Plans

- Farm production schedule for at least one production cycle from seeding to harvesting and the overall plan that leads to achieving the proposed production target.
- Water and energy consumption plans to show the sources of utilities etc.
- Farm equipment maintenance program which includes all M&E equipment, pumps, generators, and automated/control systems. To include source and frequency of maintenance services.
- Pest management which included pest monitoring schedule and control measures such as pesticides use
- Farm inputs supply plans that provides the details (including source) of key agri-inputs like fertilisers and seeds/spores in ensuring resource supply resiliency.
- Waste management plan which includes all waste produced from production and staff activities (e.g. trade/farm effluent and human sewage)

## 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. Meeting Technical Regulations:

- plan view of farm layout, label and indicate area for all activities with projected space utilisation, including workers' quarters if needed, taking into account buffer and setbacks
- access roads (including for fire safety purpose)
- water detention tanks/ponds

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

***Worker Productivity = PPO / no. of farming staff***

# Innovation (20%)

## Resource efficiency

Energy efficiency of 30kWh/kg for controlled environment (with artificial lighting and/or air conditioning) or 10kWh/kg for other farm types

Water efficiency of 35L/kg for hydroponics or substrate culture of 150L/kg for soil-base culture

Fertilizer efficiency of 20g/kg for hydroponics or substrate culture of 30g/kg for soil-base culture

Closed loop farming system with maximum monthly farm waste# disposal of 10%.

## Renewable resources

At least 1 renewable energy technology for on-farm energy production such as solar panels, or bioenergy systems

At least 1 water saving technology to supplement water usage such as rainwater harvesting

## Innovative waste management

Technologies for reduction, reuse, and/or recycling of farm wastes into farm inputs such as fertilizer, compost

Technologies for upcycling of farm waste into value added products

## Innovative pest/disease management

Integrated pest management (IPM) control strategies\*

At least 1 digital tool (such as sensors or imaging cameras) for plant health and/or pest and disease monitoring

## Automation

Automation strategies of farm processes^

Central smart control system with:

- Monitoring and control of environmental parameters through use of sensors, actuators
- Data analytics and farm management software

#Farm waste refers to spent substrates, post harvest waste, spent nutrient solution, etc.

\*Note: Integrated pest and disease management is an approach to pest control in agriculture which uses a mix of control strategies, such as monitoring, prevention, cultural, biological, mechanical, and chemical controls, to manage pests and diseases effectively while minimizing risks to human health and the environment.

^Examples of farming processes are (but not limited to) seed sowing, seedling transplanting, fertigation, irrigation, harvesting and post harvest process such as packaging)

# Business Sustainability (20%)

## Construction Cost + Business Plan (10%)

Accurate calculations for plan submission fees

Reasonable design consultant/QP cost (if quotation is provided cost will be taken as reasonable, else TEC will decide)

Reasonable civil engineering cost

Reasonable mechanical engineering/electrical engineering cost

Reasonable Operating 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 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 the given Word Docs 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.



# Can I take up more than one Land Parcel?

- Yes you may indicate in your **Form of Tender** if you would like to take up 2 or 3 Land Parcels based on the current tender proposal for one Land Parcel.
- While there would be economies of scale if more than 1 Land Parcel is taken up for development, please note the following:
  - You would be required to provide proof of funding for ALL the Land Parcels taken up.
  - You are still required to obtain full TOP within three years of Lease Commencement for ALL Land Parcels taken up.
  - You are still required to achieve PPO within five years of Lease Commencement for ALL Land Parcels taken up.

# Timelines

# Timeline - Tender Stage

## Tender Launch

Download tender documents from [www.sfa.gov.sg/landsales](http://www.sfa.gov.sg/landsales)

Site viewing by SFA (optional)

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 as an one-time closed envelope tender:

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

Deadline: **7 Dec 2023, 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

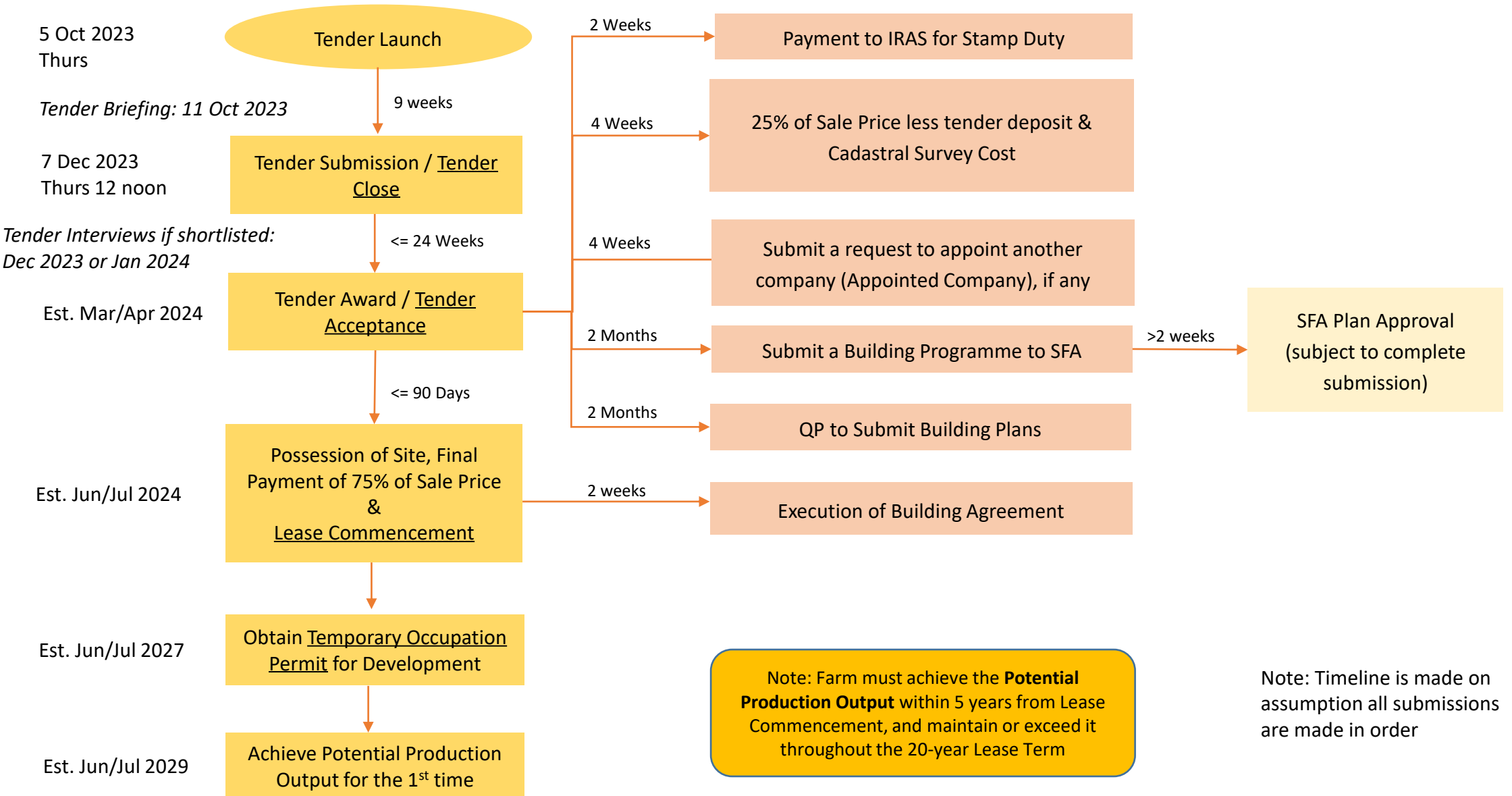
Shortlisted tenderers are required to attend a tender interview soon after tender closing

Tender results in H1 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 no later than 12 noon (SG time) on 7 Dec 2023. You are advised not to not wait till last min to submit in case of traffic jam etc.

# Timeline - Development



# Checklist for Tender Submission

# Tender Documents Overview

Invitation to Fixed Price Tender

Price Schedule (*fixed price of land*)

Form of Tender (*Indicate choices of Land Parcel*)

Tender Proposal Form (*Submit your tender proposal*)

Form A & Form B

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

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

Technical Information Booklets

- Location Plans
- Control Plans
- Certified Plans
- As-built Plans of Pipe Culvert (if applicable)
- Planimetric Plans
- Soil Reports
- Trial Pit Test Reports

Questions & Answers

## CHECKLIST FOR SUBMISSION OF TENDER

Please refer to the following checklist to ensure that all necessary items have been included. Each Tenderer must submit all items 1 to 10 as part of its tender submission. This checklist is for the Tenderer's own reference and need not be submitted.

<input checked="" type="checkbox"/> for action taken		
1	<b>Fixed Amount Tender Deposit &amp; Processing Fee</b> paid to SFA via <u>PayNow</u> or Bank Transfer. Please print out the screenshot of transaction made.	<input type="checkbox"/>
2	The prescribed <b>Form of Tender</b> duly completed and signed by the tenderer.	<input type="checkbox"/>
3	The prescribed <b>Tender Proposal Form</b> duly completed and signed by the tenderer, including the Tenderer's Proposal to be submitted with supporting documents.	<input type="checkbox"/>
4	<b>Director's Resolution</b>	<input type="checkbox"/>
5	<b>Form A</b> duly completed and signed by the tenderer	<input type="checkbox"/>
6	<b>Form B</b> duly completed and signed by the tenderer	<input type="checkbox"/>
7	Please include:  (a) the latest PDF of <b>Registrar of Business Certificate</b> 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 <b>audited financial statements</b> 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 <b>financial statements</b> for the last three (3) years if any.  (c) the Tenderer's <b>DP credit rating report</b> .	<input type="checkbox"/>
8	A <u>thumbdrive</u> or <b>USB</b> containing the electronic PDF copy of items 2 to 7.	<input type="checkbox"/>
9	The tender submission comprising all the above items must be placed in an envelope. The <b>envelope label cover</b> , with the particulars of the tenderer duly completed, must be pasted on the envelope.	<input type="checkbox"/>

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

# Payment Required

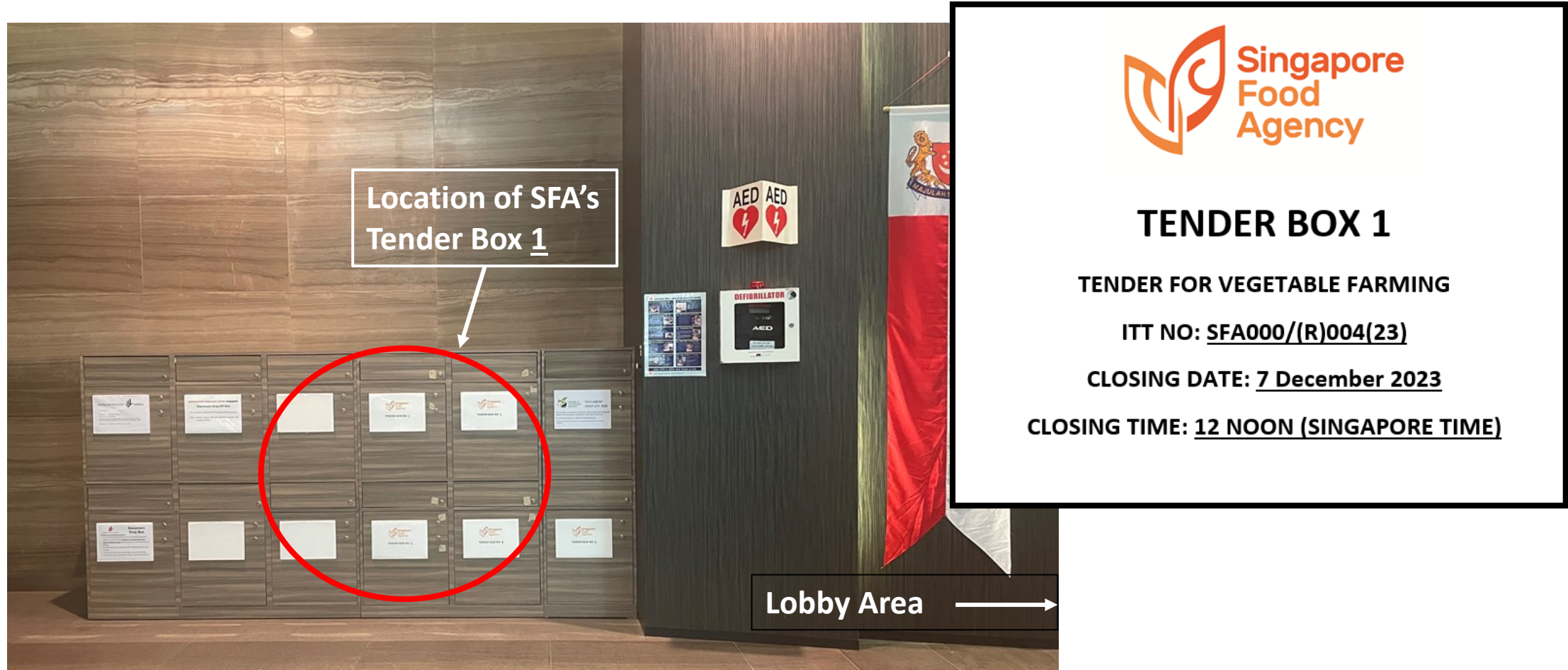
Payments	Due Date
Tender Deposit(s) and Processing Fee(s)	<p>Latest 7 Dec 2023 at 12 noon sharp</p> <p>If the Tenderer would like to bid for two/three plots, the Tenderer is to pay for two/three plots respectively based on his/her top two/three preferred options.</p>
Stamp Duties (on Tender Acceptance Letter)	Within 14 days of receiving Tender Acceptance Letter if awarded
25% of Tendered/ Fixed Sale Price including GST (Less Fixed Amount Tender Deposit)	Within 28 days of receiving Tender Acceptance Letter if awarded
75% of Tendered/ Fixed Sale Price including GST Cadastral Survey Cost	Within 90 days of receiving Tender Acceptance Letter if awarded

*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 1 is located on the left of Level 1 Lobby Area of JEM Office Tower.



**Please ensure your envelope is properly sealed.**

# Site Viewing (Optional)

- The Land Parcels – LCK 220 & LCK221 are not hoarded up and accessible to public.
- The Land Parcels – ST 28G, ST 28H, ST 28I are hoarded up and not accessible to public. They are open for viewing on **19 Oct 2023 (Thu) from 10-11am** only.
- Meeting point is at the gate outside ST 28H. Transport will not be provided.
- Please note that visitors shall be responsible for their own safety when they enter the Land Parcel(s).

# 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 consider for major agencies' requirements (e.g. water detention tank, fire protection system provision, person with disability (PWD) accessibility requirement)
  - 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 QP which resulted in delay, construction not meeting Agencies requirement
  - Non-credited vender (i.e. plumber disappeared after collecting deposit/payment)
- Operational phase
  - Not able to offtake produce and waste
  - Not able to sustain business viability

# Tips before Starting a Farm in Singapore

- Planning, Design and Construction phase
  - Read [industry guide](#) to find out more about setting up farm in Singapore, including of design of Farm's Archetype for a 2.0ha plot.
  - **Read the tender documents thoroughly.**
  - Engage a professional team with proven track record and knowledge of Singapore's regulations including Qualified Person, Quantity Surveyor, M&E, C&S engineers, consultants and contractors to do a feasibility study for **both construction 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 building plans approved by agencies 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 farmland 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.
  - Please be updated on status of agri-inputs including the necessary approvals/permits to obtain. E.g. some fertilisers would need NParks approval before they can be imported to Singapore. Else, you may get in touch of SAFEF to find out existing importers of fertilisers. You may refer to SAFEF website (<https://safef.org.sg>) for info or write in to [secretariat@safef.org.sg](mailto:secretariat@safef.org.sg) find out more.
  - Please be updated on status of agri-waste disposal, which can be a major operating costs, especially mushroom farming. Best is see how can you reduce, re-use or recycle the wastes.
  - Have in place business contingency plans.

## **\*\*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](mailto: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

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.

