

From: Greek Trade Office in Tirana <ecocom-tirana@mfa.gr>

Subject: Έναρξη διαγωνιστικών διαδικασιών για διαχείριση κρατικών ακινήτων

Προς ενημέρωση μελών σας.

Ενημερώνουμε ότι ο Αλβανικός Οργανισμός Επενδύσεων (AIC-Albanian Investment Corporation) ανακοίνωσε την έναρξη διαγωνιστικών διαδικασιών για επενδυτικά έργα που αφορούν στην ανάπτυξη και διαχείριση κρατικών ακινήτων.

Τα εν λόγω έργα έχουν ως απώτερο στόχο την αναβάθμιση του αστικού και οικονομικού τοπίου της Αλβανίας και παρατίθενται, ως κατωτέρω:

1. Νέο Κτίριο της Εθνικής Βιβλιοθήκης

Το προκείμενο έργο περιλαμβάνει τη δημιουργία του νέου κτιρίου της Εθνικής Βιβλιοθήκης και τη μετατροπή της συγκεκριμένης στρατηγικής περιοχής σε ένα σύγχρονο και πολυλειτουργικό κέντρο. Η πρωτοβουλία αυτή αποσκοπεί στη βιώσιμη αστική ανάπτυξη, τον πολιτιστικό εμπλουτισμό και την αποτελεσματική αξιοποίηση της δημόσιας περιουσίας.

Περισσότερες πληροφορίες και σχετικά έγγραφα για το ως άνω έργο μπορούν να αναζητηθούν στον κάτωθι σύνδεσμο:

<https://www.aicorporation.al/en/projects/the-new-building-of-the-national-library>

2. Έργα "Hospitality Albania"

Τα εν λόγω έργα, εστιάζουν στην επαναξιοποίηση κυβερνητικών κατοικιών ως ελίτ καταλύματα και παρατίθενται ως κατωτέρω:

Ø Βίλα Αυλώνας (Vlora's Villa):

Πληροφορίες και σχετικά έγγραφα για το έργο μπορούν να αναζητηθούν στον κάτωθι σύνδεσμο:

<https://www.aicorporation.al/en/projects/hospitality-albaniafor-the-re-conceptualization-of-government-residences-into-elite-accommodation-structures-in-vloras-villa>

Ø Βίλα Βελίπογιας (Velipoja's Villa):

Πληροφορίες και σχετικά έγγραφα για το έργο μπορούν να αναζητηθούν στον κάτωθι σύνδεσμο:

<https://www.aicorporation.al/en/projects/hospitality-albaniafor-the-re-conceptualization-of-government-residences-into-elite-accommodation-structures-in-velipojas-villa>

Σημειώνεται ότι τα ανωτέρω έργα συμβάλλουν, συνολικά, στην ανάπτυξη της Αλβανίας μέσω του καινοτόμου σχεδιασμού, της αναβάθμισης πολυτελούς φιλοξενίας και της αστικής ανάπτυξης.

Προς διευκόλυνσή σας, επισυνάπτονται οι ανακοινώσεις της διαγωνιστικής διαδικασίας για έκαστο έργο.

Τέλος, για οποιαδήποτε διευκρίνιση ή επιπλέον πληροφορίες, μπορείτε να επικοινωνήσετε στην ηλεκτρονική διεύθυνση info@aicorporation.al.

**Πρεσβεία της Ελλάδας στα Τίρανα
Γραφείο Οικονομικών&Εμπορικών Υποθέσεων**

**Embassy of Greece in Tirana
Office for Economic&Commercial Affairs**

88, Skenderbej Str., Tirana
Tel.: +3554 2228980, 2247323
Email: ecocom-tirana@mfa.gr

Notice of the Competition Procedure

Developer of Investment Project:	Albanian Investment Corporation
Investment Project:	Development and Management of State-Owned Properties
Investment Sub-Project:	Hospitality Albania
Design Competition:	National Territorial Planning Agency
Contract Title:	For the re-conceptualization of government residences into elite accommodation structures, in Vlora's Villa

1. The Albanian Investment Corporation, referred to as "the Corporation," is a new joint-stock company with 100% state capital, whose sole shareholder is the Ministry of Economy, Culture and Innovation of the Republic of Albania.
2. The Corporation, through the Council of Ministers' Decision no. 12, dated 09.01.2025, "On the transfer to the Albanian Investment Corporation of state-owned properties under the administrative responsibility of certain state institutions, for the implementation of the subprojects 'Copëzat,' 'Hospitality,' and 'The New Building of the National Library,' as part of the investment project 'For the Development and Management of State-Owned Properties,'" has been authorized to act as the developer for the state-owned properties specified in this decision.
3. This project aims to repurpose and modernize government residences, which are currently underutilized, outdated structures with high maintenance demands, transforming them into exclusive and attractive destinations for elite tourism and hosting distinguished personalities. The initiative seeks to unlock and maximize the potential of these unique assets by integrating them into the lucrative global tourism market, a key sector for Albania's future development. The investment project is implemented through a partnership model, where the Corporation acts as an intermediary between the public institution, which has an interest in developing its property and benefiting from contemporary facilities, and the private partner, who possesses the financial, human, and operational resources in the activity of managing hotel structures and is interested in realizing the investment project.

4. The Corporation conducts this competitive procedure in collaboration with the National Territorial Planning Agency (AKPT), which, leveraging its years of expertise, has prepared the terms of reference and evaluation criteria for the architectural project ideas to be proposed by applicants for this project. These can be consulted in Section IV, Subsection 2, "Terms of Reference for Architectural Project Ideas," of the Qualification Document.
5. The competition for selecting the private partner will be conducted through a competitive selection procedure with scoring, structured in 2 (two) phases/3 (three) envelopes, namely the qualification phase and the selection phase, as specified in the "Regulation for the Competition Procedure," published on the Corporation's official website, [link](#). The procedure is open to all entities, whether individuals or legal entities, private or public, domestic or foreign.
6. Applicants may apply in collaboration with Specialized Subcontractors selected by them. Applicants may utilize the qualifications of Specialized Subcontractors to meet the qualification requirements related to specific services or parts of the contract, in accordance with the provisions for "Specialized Subcontractors" outlined in Section I, Instructions to Applicants, of the Qualification Document, and in Section IV, Subsection 5, Specialized Subcontractors, of the Qualification Document.
7. The Qualification Document is prepared in Albanian and English and is published on the Corporation's website, [link](#).
8. The qualification phase (Phase I) involves the submission of an application by interested entities. This application must include a preliminary architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures, along with documentation verifying compliance with the technical requirements and qualification criteria of the applicants.
9. The selection phase (Phase II) involves the submission of a proposal containing two separate envelopes: (a) the first envelope includes the architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures, and (b) the second envelope includes the financial offer, as detailed in the Invitation for Proposal. This phase aims to select the architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures and the most favorable financial proposal for the Corporation submitted by a qualified partner.
10. This Notice of the Competitive Procedure opens the first phase of the competitive procedure for selecting the Partner. In this phase, 5 (five) candidates will be qualified, who:
 - ◆ meet the technical and qualification criteria;
 - ◆ present the preliminary architectural project idea, which is ranked among the 5 (five) most highly evaluated project ideas;
 - ◆ commit, if selected, to fulfill the following obligations, which constitute the preliminary conditions of the enfeiteusis contract:
 - a) commitment to pay the costs of the international competition for selecting the architectural concept proposal for the project;
 - b) commitment to pay the value of the winning project from the competition;
 - c) commitment to pay the costs of taxes, fees, and contributions related to the application for the construction/development permit for the property enhancement project, if applicable;

- d) commitment to register the property, with all registration expenses covered by the applicant;
 - e) commitment to provide preferential rates for specific clients as agreed with the public partner.
11. Only the candidates qualified in the first phase will be invited to participate in the second phase of the competition through the issuance of the Invitation for Proposal. The second phase of selecting the winning candidate for the contract involves the submission of a proposal containing two (2) separate parts: the architectural concept proposal (Envelope 1) and the financial offer (Envelope 2). The financial offers submitted by candidates in this phase must meet the base criterion, which is 813,000 (eight hundred and thirteen thousand) Lek per month.
12. The evaluation of proposals is conducted in two stages through an open public competition in the presence of an international jury. In the first stage, the architectural concept proposals for the reimagining of government residences into elite accommodation structures are evaluated, and awards are granted for the top 5 architectural concept proposals. In the second stage, financial offers are assessed in accordance with the selection methodology for determining the winning candidate for the contract, as outlined in Section II, points 6 and 7, of the Qualification Document. It is important to note that the selection criterion is:
- a. the highest enfiteusis price offered to the Corporation above the base criterion.
- The enfiteusis price will be a monthly payment applied after the completion of the property improvement investment by the private partner.
13. The term of the emphyteusis is 10 years, with the right of renewal until the return of the investment value. After the completion of the emphyteusis contract, the parties have the right to enter into a partnership agreement for the management of the accommodation structure.
14. The contract will be awarded to the entity that has been rated first by the Jury for the architectural concept proposal of re-conceptualizing government residences into elite accommodation structures, provided that they have submitted a financial offer with the highest enfiteusis price offered to the Corporation, exceeding the base criterion, as defined by the selection criteria.
15. Interested parties can obtain further information from the Corporation at the address below during working days, from 09:00 to 17:00 CET (local time), or at the email address: competition@aicorporation.al.
16. Applications must be prepared and submitted in Albanian or English. The accompanying documents of the application, if in a language other than Albanian or English, must be translated into one of these languages.
17. Applications must be submitted electronically via email, in person, or by post to the address below, no later than **15:00 CET (local time), on February 28, 2025**. The opening of applications will take place immediately after the deadline for submission at the address below:

Albanian Investment Corporation

Address: Rr. Ibrahim Rugova 5, Sky Tower 7/1, Tirana, Albania

E-mail: competition@aicorporation.al

Website: <https://aicorporation.al/>

Notice of the Competition Procedure

Developer of Investment Project:	Albanian Investment Corporation
Investment Project:	Development and Management of State-Owned Properties
Investment Sub-Project:	Hospitality Albania
Design Competition:	National Territorial Planning Agency
Contract Title:	For the re-conceptualization of government residences into elite accommodation structures, in Velipoja's Villa

1. The Albanian Investment Corporation, referred to as "the Corporation," is a new joint-stock company with 100% state capital, whose sole shareholder is the Ministry of Economy, Culture and Innovation of the Republic of Albania.
2. The Corporation, through the Council of Ministers' Decision no. 12, dated 09.01.2025, "On the transfer to the Albanian Investment Corporation of state-owned properties under the administrative responsibility of certain state institutions, for the implementation of the subprojects 'Copëzat,' 'Hospitality,' and 'The New Building of the National Library,' as part of the investment project 'For the Development and Management of State-Owned Properties,'" has been authorized to act as the developer for the state-owned properties specified in this decision.
3. This project aims to repurpose and modernize government residences, which are currently underutilized, outdated structures with high maintenance demands, transforming them into exclusive and attractive destinations for elite tourism and hosting distinguished personalities. The initiative seeks to unlock and maximize the potential of these unique assets by integrating them into the lucrative global tourism market, a key sector for Albania's future development. The investment project is implemented through a partnership model, where the Corporation acts as an intermediary between the public institution, which has an interest in developing its property and benefiting from contemporary facilities, and the private partner, who possesses the financial, human, and operational resources in the activity of managing hotel structures and is interested in realizing the investment project.

4. The Corporation conducts this competitive procedure in collaboration with the National Territorial Planning Agency (AKPT), which, leveraging its years of expertise, has prepared the terms of reference and evaluation criteria for the architectural project ideas to be proposed by applicants for this project. These can be consulted in Section IV, Subsection 2, "Terms of Reference for Architectural Project Ideas," of the Qualification Document.
5. The competition for selecting the private partner will be conducted through a competitive selection procedure with scoring, structured in 2 (two) phases/3 (three) envelopes, namely the qualification phase and the selection phase, as specified in the "Regulation for the Competition Procedure," published on the Corporation's official website, [link](#). The procedure is open to all entities, whether individuals or legal entities, private or public, domestic or foreign.
6. Applicants may apply in collaboration with Specialized Subcontractors selected by them. Applicants may utilize the qualifications of Specialized Subcontractors to meet the qualification requirements related to specific services or parts of the contract, in accordance with the provisions for "Specialized Subcontractors" outlined in Section I, Instructions to Applicants, of the Qualification Document, and in Section IV, Subsection 5, Specialized Subcontractors, of the Qualification Document.
7. The Qualification Document is prepared in Albanian and English and is published on the Corporation's website, [link](#).
8. The qualification phase (Phase I) involves the submission of an application by interested entities. This application must include a preliminary architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures, along with documentation verifying compliance with the technical requirements and qualification criteria of the applicants.
9. The selection phase (Phase II) involves the submission of a proposal containing two separate envelopes: (a) the first envelope includes the architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures, and (b) the second envelope includes the financial offer, as detailed in the Invitation for Proposal. This phase aims to select the architectural concept proposal for the re-conceptualization of government residences into elite accommodation structures and the most favorable financial proposal for the Corporation submitted by a qualified partner.
10. This Notice of the Competitive Procedure opens the first phase of the competitive procedure for selecting the Partner. In this phase, 5 (five) candidates will be qualified, who:
 - ◆ meet the technical and qualification criteria;
 - ◆ present the preliminary architectural project idea, which is ranked among the 5 (five) most highly evaluated project ideas;
 - ◆ commit, if selected, to fulfill the following obligations, which constitute the preliminary conditions of the enfeiteusis contract:
 - a) commitment to pay the costs of the international competition for selecting the architectural concept proposal for the project;
 - b) commitment to pay the value of the winning project from the competition;
 - c) commitment to pay the costs of taxes, fees, and contributions related to the application for the construction/development permit for the property enhancement project, if applicable;

- d) commitment to register the property, with all registration expenses covered by the applicant;
 - e) commitment to provide preferential rates for specific clients as agreed with the public partner.
11. Only the candidates qualified in the first phase will be invited to participate in the second phase of the competition through the issuance of the Invitation for Proposal. The second phase of selecting the winning candidate for the contract involves the submission of a proposal containing two (2) separate parts: the architectural concept proposal (Envelope 1) and the financial offer (Envelope 2). The financial offers submitted by candidates in this phase must meet the base criterion, which is 288,000 (two hundred and eighty eight thousand) Lek per month.
 12. The evaluation of proposals is conducted in two stages through an open public competition in the presence of an international jury. In the first stage, the architectural concept proposals for the re-imagining of government residences into elite accommodation structures are evaluated, and awards are granted for the top 5 architectural concept proposals. In the second stage, financial offers are assessed in accordance with the selection methodology for determining the winning candidate for the contract, as outlined in Section II, points 6 and 7, of the Qualification Document. It is important to note that the selection criterion is:
 - a. the highest enfiteusis price offered to the Corporation above the base criterion.

The enfiteusis price will be a monthly payment applied after the completion of the property improvement investment by the private partner.
 13. The term of the emphyteusis is 10 years, with the right of renewal until the return of the investment value. After the completion of the emphyteusis contract, the parties have the right to enter into a partnership agreement for the management of the accommodation structure.
 14. The contract will be awarded to the entity that has been rated first by the Jury for the architectural concept proposal of re-conceptualizing government residences into elite accommodation structures, provided that they have submitted a financial offer with the highest enfiteusis price offered to the Corporation, exceeding the base criterion, as defined by the selection criteria.
 15. Interested parties can obtain further information from the Corporation at the address below during working days, from 09:00 to 17:00 CET (local time), or at the email address: competition@aicorporation.al.
 16. Applications must be prepared and submitted in Albanian or English. The accompanying documents of the application, if in a language other than Albanian or English, must be translated into one of these languages.
 17. Applications must be submitted electronically via email, in person, or by post to the address below, no later than **15:00 CET (local time), on February 28, 2025**. The opening of applications will take place immediately after the deadline for submission at the address below:

Albanian Investment Corporation

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E-mail: competition@aicorporation.al

Website: <https://aicorporation.al/>

Notice of the Competition Procedure

Developer of Investment Project:	Albanian Investment Corporation
Investment Project:	Development and Management of State-Owned Properties
Investment Sub-Project:	The New Building of the National Library
Design Competition:	National Territorial Planning Agency
Contract Title:	Multi-Functional Development on “Gramoz Pashko” Street, Tirana (formerly “German Villas”)

1. The Albanian Investment Corporation, referred to as "the Corporation," is a new joint-stock company with 100% state capital, whose sole shareholder is the Ministry of Economy, Culture and Innovation of the Republic of Albania.
2. The Corporation, through the Council of Ministers' Decision no. 12, dated 09.01.2025, "On the transfer to the Albanian Investment Corporation of state-owned properties under the administrative responsibility of certain state institutions, for the implementation of the subprojects 'Copëzat,' 'Hospitality,' and 'The New Building of the National Library,' as part of the investment project 'For the Development and Management of State-Owned Properties,'" has been authorized to act as the developer for the state-owned properties specified in this decision.
3. This investment project aims to conceptualize and design a multi-functional development in the area of the former “German Villas,” a key location in the capital known for its dynamic urbanization and proximity to numerous destinations and major urban hubs. The project seeks to transform the area into a multi-functional center, enhancing functional efficiency and contributing added value to the social and economic life of the city of Tirana. The investment project will be implemented through a partnership model, where the Corporation assumes the role of developer of state-owned properties under its ownership and acts as an intermediary between the public institution, which seeks to develop its property and benefit from a modern library, and the private partner, who possesses the financial, human, and executive resources and has a vested interest in the realization of the investment project.
4. The Corporation conducts this competitive procedure in collaboration with the National Territorial Planning Agency (AKPT), which, leveraging its years of expertise, has prepared the terms of reference and evaluation criteria for the architectural project ideas to be

proposed by applicants for this project. These can be consulted in Section IV, Subsection 2, "Terms of Reference for Architectural Project Ideas," of the Qualification Document.

5. The competition for selecting the private partner will be conducted through a competitive selection procedure with scoring, structured in 2 (two) phases/3 (three) envelopes, namely the qualification phase and the selection phase, as specified in the "Regulation for the Competition Procedure," published on the Corporation's official website, [link](#). The procedure is open to all entities, whether individuals or legal entities, private or public, domestic or foreign.
6. Applicants may apply in collaboration with Specialized Subcontractors selected by them. Applicants may utilize the qualifications of Specialized Subcontractors to meet the qualification requirements related to specific services or parts of the contract, in accordance with the provisions for "Specialized Subcontractors" outlined in Section I, Instructions to Applicants, of the Qualification Document, and in Section IV, Subsection 5, Specialized Subcontractors, of the Qualification Document.
7. The concept design for the new building of the National Library will be developed by the "Appointed Subcontractor" designated by the Corporation, outlined in Section I, Instructions to Applicants, of the Qualification Document, and in Section IV, Subsection 6, "Appointed Subcontractor," of the Qualification Document.
8. The Qualification Document is prepared in Albanian and English and is published on the Corporation's website, [link](#).
9. The Qualification Phase (Phase I) involves the submission of an application by interested entities. This application includes the preliminary architectural concept design for the multi-functional development project on "Gramoz Pashko" Street, Tirana (formerly "German Villas"), as well as documentation proving the applicants' compliance with the qualification requirements and criteria.
10. The Selection Phase (Phase II) involves the submission of a proposal consisting of two separate envelopes: (a) The first envelope contains the architectural concept design for the multi-functional development on "Gramoz Pashko" Street, Tirana (formerly "German Villas"); (b) The second envelope contains the financial offer, as detailed in the Invitation to Propose. This phase aims to select the most suitable architectural concept design for the multi-functional development on "Gramoz Pashko" Street and the most favorable financial proposal for the Corporation, submitted by a qualified partner.
11. This Notice of the Competitive Procedure opens the first phase of the competitive procedure for selecting the Partner. In this phase, 5 (five) candidates will be qualified, who:
 - ◆ meet the qualification criteria;
 - ◆ present the preliminary architectural project idea, which is ranked among the 5 (five) most highly evaluated project ideas;
 - ◆ commit, if selected, to fulfill the following obligations, which constitute the preliminary conditions of the contracting agreement:
 - a) commitment to cover the expenses of the international competition for selecting the architectural project idea for the project;

- b) commitment to pay the value of taxes, fees, and contributions, within the framework of the application for development permits, building permits, construction supervision, or any phase of property development until the registration of the developed property;
 - c) commitment to register the new property and transfer the respective shares of the Corporation and/or the public partner, at the expense of the private partner;
 - d) commitment that, upon the Corporation's request, the architectural concept design for the new National Library building will be fully developed using the Corporation's share of the constructed property on the state-owned land designated for public development;
 - e) commitment to enter into a construction contract and its accompanying agreements with the Corporation upon the completion of the selection process.
12. Only candidates who are qualified in the first phase will be invited to the second phase of the competition through the issuance of the Invitation to Propose. The second phase of selecting the winning candidate for the contract involves submitting a proposal that consists of two parts: the architectural concept design (Envelope 1) and the financial offer (Envelope 2). The financial offers submitted by the candidates in this phase must meet the basic criterion, which is 40% (forty percent) of the total development area on the property designated for development in the Corporation's ownership.
13. The evaluation of the proposal is carried out in two stages through an open public competition in the presence of an international jury. In the first stage, the architectural concept designs for the multi-functional development on “Gramoz Pashko” Street, Tirana (formerly “German Villas”) are evaluated, and prizes are awarded to the top 5 proposed architectural designs for a maximum area to be designed of approximately 60,000 square meters. In the second stage, the financial offers are evaluated according to the methodology for selecting the winning candidate for the contract as defined in Section II, points 6 and 7, of the Qualification Document. It is important to note that the selection criterion is:
- a. the highest percentage of the area offered to the Corporation above the baseline criterion, calculated based on the total square meters developed on the Corporation owned property.
14. The contract is awarded to the entity that has been evaluated by the Jury with the first prize for the architectural concept design of the multi-functional development on “Gramoz Pashko” Street, Tirana (formerly “German Villas”), provided that it has submitted a financial offer with the highest percentage for the Corporation, above the basic criterion, in accordance with the defined selection criterion. Upon the Corporation's request, the architectural concept design for the new National Library building will be fully developed using its share of the project.
15. Interested parties can obtain further information from the Corporation at the address below during working days, from 09:00 to 17:00 CET (local time), or at the email address: competition@aicorporation.al.
16. Applications must be prepared and submitted in Albanian or English. The accompanying documents of the application, if in a language other than Albanian or English, must be translated into one of these languages.
17. Applications must be submitted electronically via email, in person, or by post to the address below, no later than **15:00 CET (local time), on February 10, 2025**. The opening of

applications will take place immediately after the deadline for submission at the address below:

Albanian Investment Corporation

Address: Rr. Ibrahim Rugova 5, Sky Tower 7/1, Tirana, Albania

E-mail: competition@aicorporation.al

Website: <https://aicorporation.al/>