

# **Request for Participation in Early Market Engagement for Procurement of Construction Works for Construction of the Agri-Food Platform in Skopje**

**Employer:** Ministry of Agriculture, Forestry and Water Economy

**Project:** Agriculture Modernization Project (AMP)

**Activity:** Construction of Agri Food Platform in Gazi Baba, Skopje

**Country:** Republic of North Macedonia

**Loan No.:** 9037 MK

## **1. Introduction**

The Republic of North Macedonia has received financing from the International Bank for Reconstruction and Development (IBRD) in the amount of EUR 46 million to implement the Agriculture Modernization Project (AMP) (P168014). The Project's objective is to improve competitiveness in targeted agricultural sub-sectors and strengthen the agricultural public sector's readiness for EU accession. The AMP is structured into three components:

- **Component 1: Agriculture Sector Competitiveness** – Focuses on improving farm-level competitiveness and fostering aggregation and market integration of producers through investments in modern infrastructure and advisory services.
- **Component 2: Institutional Capacity for EU Accession** – Aims to strengthen public sector support services, improve monitoring and evaluation systems, and ensure compliance with EU standards.
- **Component 3: Project Management** – Supports the effective implementation, monitoring, and coordination of project activities.

Within this framework, the procurement of construction works for Agri-Food Platform (AFP) in Skopje is planned. The AFP will serve as a wholesale market and logistics hub designed to improve agricultural storage, distribution, and competitiveness while supporting producers, processors, distributors, and consumers.

The purpose of organizing early market engagement session is twofold. First, it serves to inform the market in advance, allowing potential bidders to prepare their strategies, allocate resources, and plan their participation. Second, it allows the Ministry of Agriculture, Forestry, and Water Economy (MAFWE) to obtain direct feedback from the market regarding the proposed qualification requirements, procurement structure, and evaluation approach. By doing so, MAFWE aims to ensure that the procurement process reflects the actual capacity and expertise of the construction sector, avoids criteria that could unnecessarily limit competition, and encourages a wide range of domestic and international participation.

This consultation session will present the project objectives, procurement framework, and Environmental and Social Management Plan (ESMP), providing an opportunity for potential bidders, consultants, and other stakeholders to share input. The aim is to validate the proposed qualification and evaluation criteria, test the competitiveness of the procurement structure, and ensure that the process is proportionate, transparent, and feasible in the current market context.

Through this consultation, MAFWE seeks to secure broad market interest, foster healthy competition, and ultimately deliver a procurement process that achieves the best value for money while ensuring full compliance with World Bank Procurement Regulations and environmental and social standards.

## **2. Specific Project Details**

The project for the construction of the Agri-Food Platform (AFP) in Skopje, located within the Municipality of Gazi Baba, is envisioned as a modern wholesale and logistics hub that will integrate, regulate, and enhance the flow of agricultural products from producers to consumers, improve competitiveness, and strengthen food safety and traceability across value chains.

The AFP site covers an area of 10.22 hectares, strategically situated in the Economic Zone along the Skopje Ring Road, between the Hypodrom and Singelik interchanges. The location was selected based on a detailed feasibility analysis considering accessibility, infrastructure connectivity, and environmental conditions. The AFP is designed to operate as a centralized wholesale market and logistics distribution center following international best practices. It will physically concentrate supply and demand in one controlled, secure location, while integrating a full spectrum of supporting services such as restaurants, accommodation, office space for services, and price information systems. The key planned facilities and technical components include:

### **➤ Pavilion for Fruits and Vegetables**

The Pavilion for Fruits and Vegetables will serve as the main hub for distributing and trading horticultural products. It will have two levels with a total height of 11.20 meters and include 32 modular rental units equipped with integrated cold storage, sorting, and packaging areas. A five-meter-wide continuous loading dock surrounds the building, supported by ramps for forklifts and carts. Skylights provide natural lighting and ventilation, while public entrances, sanitary facilities, and cafeteria spaces ensure easy access and comfort for visitors and traders.

### **➤ Pavilion for Farmers**

The Pavilion for Farmers will support small-scale producers and family farms by offering 141 permanent stalls and 39 flexible trading positions. It will also feature cold storage facilities, sorting and packaging areas, and dual-level docking platforms with wide loading zones. Designed for inclusivity, it provides dedicated entrances and pathways for persons with reduced mobility.

### **➤ Administrative Building**

The Administrative Building will house all operational, management, and public services. It includes offices for 20–25 administrative staff, public service areas such as banking, food safety offices, customs support, and a medical unit, along with a 40-seat restaurant. Photovoltaic panels on the roof will improve energy efficiency and reduce operational costs.

### **➤ Waste Management and Pallet Handling Facilities**

The Waste Management Building will process, sort, and package organic and packaging waste, using automated systems compliant with environmental regulations. It includes offices, a laboratory,

and staff facilities. The adjacent Pallet Handling Building will manage pallet storage, repair, and distribution, with direct docking for forklifts and heavy vehicles.

#### ➤ **Traffic Management and Parking**

An internal traffic network will separate pedestrian, light vehicle, and heavy goods flows. Controlled entry points, inspection booths, and clear signage ensure efficiency and safety. Parking facilities provide 134 spaces for trucks, 151 for cars, 12 for persons with disabilities, and 150 bicycle spaces. Firefighting access roads and emergency routes are integrated into the site.

#### ➤ **Public and Supporting Facilities**

Public toilets will be placed throughout the site, while photovoltaic panels on five buildings will support renewable energy use. Advanced water supply, drainage, and wastewater treatment systems are planned, along with internal and external hydrant networks, pumping stations, and emergency water reservoirs to ensure fire safety.

### **3. Project Timeline and Implementation**

Construction will follow Red FIDIC Book conditions, starting in February 2026 with an estimated duration of 15 months. The Agri-Food Platform is expected to be fully operational by late 2027.

### **4. EME questionnaire and event**

We kindly ask potential bidders to provide input on the proposed qualification criteria and related requirements to help us validate that they are proportionate, realistic, and supportive of a competitive and high-quality bidding process. The MAFWE guarantees that all information provided at this stage will be handled with high confidentiality in accordance with WB Procurement Regulations and will not be treated as binding. Therefore, the MAFWE hereby invite interested recipients to respond on the attached Questionnaire.

The participation in this inquiry is voluntary and will not have any consequences for later participation. Moreover, please note that no feedback to your answers will be given. If your company is generally not interested in participating, we would appreciate a short notice.

In case of general interest, we kindly request to fill-out attached Questionnaire.

All received responses will be reviewed carefully, and the feedback will be analysed collectively to determine whether any adjustments are needed to the tender documentation before finalization.

As part of EME, interested bidders are required to submit filled out questionnaire (please see below) through email to: [procurement@mzsv.gov.mk](mailto:procurement@mzsv.gov.mk), latest by September 15, 2025. Please note that responses to the questions will be shared only internally with the Project Management Team and will not be made public or available to your competitor companies.

On **September 17, 2025 at 13:00 hours, Skopje time**, Project Management Team will arrange **Presentation Event** at the Municipality of Gazi Baba, during which more deep discussions about the project will take place. For those unable to attend in person, the event will also be accessible **virtually at this [link](#)**.

During the meeting, the participants will have an opportunity to provide its feedback and experience on the design, evaluation criteria and other related topics.

# EME Questionnaire

Please note that responses to the questions will be shared only internally with the project implementation unit and will not be made public or available to your competitor companies.\*

| Question                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Answer                                                                                                                                               |
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| <b>General information</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                      |
| What is your company's official name?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                      |
| What is your company's official address?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                      |
| In which countries does your company operate and/or has branches?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                      |
| What is the profile of your company and how many years is your company in this profile business?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                      |
| <b>Financial capability and turnover requirements</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                      |
| What is the cash-flow freely available to your company from financial resources such as liquid assets, unencumbered real assets, lines of credit, and other financial means, other than any contractual advance payments received from any contracts?                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                      |
| While indicating the concrete amount your company has access to, or availability of cash, please also indicate whether this is your company's own cash or lines of credit from banks / financial institutions.                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                      |
| What was the overall annual turnover of your company per year for the last 3 years?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2022: XXXXX (USD / EUR / any other currency)<br><br>2023: XXXXX (USD / EUR / any other currency)<br><br>2024: XXXXX (USD / EUR / any other currency) |
| <b>General and specific construction experience</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                      |
| <p>Please list all similar contracts for the construction of agri-food, agro-logistics and agro-processing facilities, wholesale markets or logistics-distributive centres.</p> <p>For each contract, provide, if any, a brief description, the contract value, and the country where it was implemented. The contracts should specifically highlight, if any, experience in the deployment of agri-food, agro-logistics and agro-processing facilities, wholesale markets or logistics-distributive centres.</p> <p>In case your company was in Joint Venture (JV), or subcontracted by another company, in addition to the contracts price, please also indicate in % what was the</p> | List of similar contracts:                                                                                                                           |

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| <p>share of your company from the contract price. Examples are:</p> <p>Bidder as Single Entity with contract price of XXXX [currency]; the contract included implementation of following main components in [country]: .....</p> <p>Bidder in JV with [please list other JV members] as [Lead or Member] with contract price of XXXX [currency]; with XX% share for our company; our part included implementation of following main components in [country]: .....</p> <p>Sub-bidder of [please indicate the name of Single Entity or all JV members (as applicable)] for a contract with contract price of XXXX [currency]; with XX% share for our company; our part included implementation of following main components in [country]: .....</p>                 |  |
| <p><b>National licenses and certifications</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| <p>Please list possession of below licenses/certificates:</p> <ul style="list-style-type: none"> <li>➤ License A for construction works issued by the competent state authority</li> </ul> <p>Is this license attainable within the project timeline for foreign firms, either directly or through local partners?</p> <p>Would these licensing requirements affect your decision to participate, and if so, how?</p>                                                                                                                                                                                                                                                                                                                                              |  |
| <p><b>Rated criteria (technical evaluation).</b> The potential Rated Criteria/technical factors to be used are:</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| <p><b><u>Rated Criterion 1: Personnel and Key Experts (Weight: 40%)</u></b></p> <p>This criterion assesses the bidder's ability to provide qualified and experienced personnel to successfully execute the contract.</p> <p>Key evaluation aspects:</p> <ul style="list-style-type: none"> <li>• Availability of highly qualified personnel with experience in FIDIC-based contracts and internationally financed infrastructure projects.</li> <li>• Fulfillment of minimum requirements for the following key positions: <ul style="list-style-type: none"> <li>○ Project Manager with a minimum of 15 years' total experience, including at least 10 years in similar works, fluent in English and experienced in IFI-financed projects.</li> </ul> </li> </ul> |  |

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| <ul style="list-style-type: none"> <li>○ Two Site Managers (Civil Engineers) and one Site Manager (Architect), each with at least 7 years' relevant experience and proven track records in managing comparable assignments.</li> <li>○ Mechanical, Electrical, and Geodetic Engineers with a minimum of 5 years' experience in similar works.</li> <li>○ Civil Engineer for Road Works with demonstrated experience in at least three comparable projects.</li> <li>○ Quality Control Expert (QA/QC) with knowledge of Macedonian and EN standards, Health and Safety Engineer, and Environmental Expert with proven qualifications.</li> <li>○ Evidence of at least 100 full-time employees, confirmed by an authorized institution.</li> <li>• Depth, diversity, and complementarity of the proposed project team.</li> <li>• Alignment of proposed personnel structure with the project's scope and complexity.</li> </ul> |  |
| <p><b><u>Rated Criterion 2: Implementation Methodology and Construction Plan (Weight: 30%)</u></b></p> <p>This criterion evaluates the bidder's technical understanding, planning, and readiness to implement the works effectively.</p> <p>Required submissions:</p> <p>Bidders shall provide a comprehensive set of documents demonstrating their execution approach, including:</p> <ul style="list-style-type: none"> <li>• Site organization plan</li> <li>• Method statement</li> <li>• Mobilization schedule</li> <li>• Detailed construction schedule</li> </ul> <p>Key evaluation aspects:</p> <ul style="list-style-type: none"> <li>• Consistency and alignment of the implementation methodology with other proposal elements, including personnel deployment, equipment allocation, and Health, Safety, and Environmental (HSE) management.</li> </ul>                                                           |  |

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| <ul style="list-style-type: none"> <li>• Logical and realistic sequencing of construction phases, demonstrating a clear understanding of project constraints and interdependencies.</li> <li>• Use of modern technologies, innovative construction techniques, and resource optimization measures to improve efficiency and reduce execution timelines.</li> <li>• Site-specific risk identification and proactive mitigation strategies, particularly regarding environmental, social, and logistical challenges.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |
| <p><b><u>Rated Criterion 3: Equipment and Machinery Capacity (Weight: 20%)</u></b></p> <p>This criterion evaluates the bidder’s ability to mobilize and deploy the required equipment to execute the works in accordance with the project scope.</p> <p>Minimum required equipment:</p> <ul style="list-style-type: none"> <li>• Track excavators (33–40 t) – 2 units</li> <li>• Loaders (35 t, 1.8 m³) – 2 units</li> <li>• Trucks (20 m³ capacity) – 5 units</li> <li>• Double drum rollers – 2 units</li> <li>• Pneumatic tired rollers – 2 units</li> <li>• Scaffolding – 1000 m2</li> <li>• Grader, asphalt finisher, automated asphalt plant, emulsion sprayer, diesel aggregate, truck crane, electrical hoists, crane, concrete plant, water tank truck, material testing laboratory, and other specialized machinery.</li> </ul> <p>Key evaluation aspects:</p> <ul style="list-style-type: none"> <li>• Demonstrated access to all required equipment, whether owned, leased, or rented.</li> <li>• Adequacy and suitability of proposed equipment relative to the technical requirements of the site.</li> <li>• Integration of equipment deployment into the mobilization and construction schedules to ensure timely and efficient implementation.</li> <li>• Availability of contingency arrangements or backup capacity to mitigate operational risks.</li> </ul> |  |
| <p><b><u>Rated Criterion 4: Total Labor Capacity (Weight: 10%)</u></b></p> <p>This criterion evaluates the bidder’s ability to provide sufficient, qualified, and adequately allocated labor</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |

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| <p>resources to ensure smooth execution of the works in line with the project scope and timeline.</p> <p><b>Key evaluation aspects:</b></p> <ul style="list-style-type: none"> <li>• Bidders must allocate not less than 30% of the total labor cost (including skilled, semi-skilled, and unskilled labor) under the contract to the employment of eligible local workforce.</li> <li>• Demonstrated access to the total required workforce, including skilled, semi-skilled, and unskilled labor, whether directly employed or subcontracted.</li> <li>• Adequacy of proposed labor allocation across activities, aligned with the Bill of Quantities and construction schedule.</li> <li>• Integration of labor deployment into the mobilization and implementation plan to ensure timely completion of works.</li> <li>• Availability of contingency arrangements, including backup workforce capacity, to mitigate potential disruptions.</li> </ul> |  |
| <p><b>Additional feedback</b></p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |
| <p>Please list any other thoughts, concerns, barriers or risks you see; or that may influence or prevent you to participate in the bidding.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |

\* The contracting authority expressly reserves the right to modify, supplement, or otherwise amend the eligibility criteria for participation in the procurement procedure, should it reasonably determine that such amendments are duly justified and necessary for ensuring the integrity, transparency, and competitiveness of the process. The detailed methodology for evaluating and scoring the rated criteria will be comprehensively defined and governed by the provisions set forth in the official tender documents, whereas the present overview is provided strictly for informational purposes and does not constitute a binding commitment on the part of the contracting authority.