

## **DRAFT**

### **Integrated Resorts Development**

The concept of Integrated Resort Development (IRD) was introduced by the Government of Jamaica(GOJ) in consideration of further expanding the tourism product. These luxury resort developments are required to provide a fresh, interesting and lucrative alternative within the sector. They are expected to cater to “high spenders” and include, but are not limited to, hotels, villas, sporting and recreational facilities, shopping centres and casino gaming. The Minister of Finance has the authority to approve the IRD Order under the Casino Gaming Act (CGA).

The Casino Gaming Act was amended July 2021 to facilitate the following:

- i. a reduction in the overall number of hotel rooms to be constructed from 2000 to 1000 rooms;
- ii. the requirement that 500 of the constructed rooms were to be designed and implemented as luxury rooms and a definition of “luxury” to be inserted in the Act;
- iii. to enable developers currently constructing rooms to qualify to apply for an Integrated Resort Development Order;
- iv. the requirement for a minimum capital investment of USD\$500,000,000.00;
- v. the requirement that all the elements of the approved IRD were to be constructed and operational within three (3) years of the commencement of the operation of any casino activity on the development; and that failure to comply will result in a penalty.

#### **The Enterprise Team**

- Ms Dana Dixon - Chairperson,
- Ms Roxanne Miller,
- Mr Hugh Morris
- Ms Maureen Simms
- Ms Jhanelle-Rae Bowie
- Mrs Shullette Cox
- Mrs Denise Arana
- Ms Madge Ramsay
- Mrs Tiva Russell-Forbes
- Mrs Audrey Robinson

To support the work of the Enterprise Team, a Project Consultant will be engaged to provide critical technical assistance.

#### **CRITERIA FOR THE DESIGN AND STRUCTURE OF IRD**

Five general criteria for evaluating applicants for IRDs were drawn from the Casino Gaming Legislation. The general criteria as outlined in the Regulations, Schedule Part 1 include:-

*Criterion 1- Site of Proposed Resort Development* – This includes identification of the location of the site of the proposed development, legal description of the proposed site, detailed description of the applicants’ legal right to control and develop the site, description of any land modifications and infrastructure works and status of approvals.

*Criterion 2 – Proposed Development* – This includes the name of the proposed IRD, detailed master plan and narrative describing the major components of the proposed

IRD including the hotel and casino and other entertainment and recreation facilities, details of a temporary casino operation plan, the total number of hotel rooms to be constructed and commencement of operation of the IRD or of each phase of the resort if it is proposed to provide hotel rooms for occupancy in phases. It is imperative that the legislated requirements recently approved are incorporated in the description of the proposed plan. These are minimum 1000 hotel rooms, 500 of the constructed rooms to be designed and implemented as luxury rooms, minimum capital investment of USD\$500,000,000.00, all the elements of the approved IRD are to be constructed and operational within three years of the commencement of the operation of any casino activity on the development and that failure to comply will result in a penalty.

*Criterion 3 – Feasibility* - This includes a description of the manner in which IRD is proposed to be operated, documentation demonstrating the availability of adequate financing for the establishment, operation and maintenance of the IRD and the estimated cost of the development broken down into major expenditure components. Other descriptions include details of the master plan for financing the proposed IRD including amounts and estimated timing of major instalments of investments, anticipated sources of financing, anticipated holders of equity and debt obligations after each major instalment of investment. The feasibility plan must also include a business plan for the IRD for at least five (5) years from the commencement of hotel operation of the proposed IRDD.

*Criterion 4 – Contribution to Economic Development* - This includes a description of the anticipated overall economic effect of the proposed IRD including direct and indirect employment, economic benefits to the neighbourhood, community and Jamaica as well as tax revenues.

*Criterion 5 – Strength and Experience of Developers and Partners* -investors will be required to demonstrate the ability of operating similar business, fit and proper, business financial performance as well as strength of management and partners.

### **Design and Structure of Request for Proposal**

The GOJ is inviting interested investors to submit applications for an IRD 2021. Completed applications with all documentation required by the Regulations (Appendix 4) along with the non-refundable application fee of US\$150,000.00, are expected to be returned no later than the 4 months deadline specified in the RFP.

### **Exclusive Zones for IRD Designation**

The concept of allocating IRD exclusive zones to give investors more control of gaming affairs is grounded in the Casino Gaming Act (CGA). The zoning status, subject to other terms and conditions as may be specified by the Minister of Finance shall be for a period not less than twelve (12) years starting with the date of commencement of the Order made under Section 9.

The exclusive zones available for IRDs 2021 are as under:

1. Hanover and Westmoreland
2. St James