



Karnataka State Tourism Development Corporation Limited

Expression of Interest
(EOI No: KSTDC/ROMT/01/2025-26/04)
For Inviting Proposals for Development of Tourism
Project at Kudligi, Ballari District, Karnataka

Karnataka State Tourism Development Corporation Limited
5th Floor, Indhana Bhavan,
Race Course Road,
Bengaluru - 560069
Contact – (080) 4334 4334
Email: legal@kstdc.co
Website: www.kstdc.co

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Section 1. Introduction

1. Invitation for Project Proposals

- 1.1. Karnataka State Tourism Development Corporation Limited (KSTDC) is seeking to identify suitable tourism project proposals and engage with potential investors, entrepreneurs, and organizations for the future development of its land holdings and assets across Karnataka. This Expression of Interest (EOI) is initiated to gather creative concepts and practical insights for tourism project at Kudligi, Near KKRTC Kudligi Bus Stand, Hosalli road, Kudligi Taluk, Ballari District, Karnataka

2. Overview of Project

Sl. No.	Category	Details
1.	Introduction	A Wayside Facility spread over 3 acres, available for development into a modern tourism facility.
2.	Location	Kudligi, Near KKRTC Kudligi Bus Stand, Hosalli road, Kudligi Taluk, Ballari District, Karnataka - - 583135
3.	Survey No.	411/2
4.	Total Land Area	3 acres

3. Key Dates and Information at a Glance

Sl. No.	Event Description	Date
1.	Date of Issue of Eoi	19.10.2025
2.	Pre-Application Conference	On 23.10.2025, 12:00 hrs at Karnataka State Tourism Development Corporation Limited 5 th Floor, Indhana Bhavan Race Course Road Bengaluru – 560069 Telephone: 91 80 4334 4355
3.	Official to Contact for Site Visit	General Manager – Administration Karnataka State Tourism Development Corporation Limited Telephone: 91 80 4334 4355 Email: gadmin@kstdc.co with a cc marked to legal@kstdc.co
4.	Last date for receiving queries / clarifications via email	Clarifications may be requested up to 27.10.2025, 12:00 hrs
5.	Clarification of any item of this EOI	Clarifications may be sought by e-mail sent to gadmin@kstdc.co and marking a copy to legal@kstdc.co with the subject line “Queries concerning Eoi for Development of Tourism Project at Kudligi, Ballari District, Karnataka”
6.	Last date for submitting proposals	Proposals must be submitted by 21.11.2025, 15:00 hrs Any changes shall be as notified on the KSTDC website
7.	Proposal Submission	By email sent to gadmin@kstdc.co with a copy to legal@kstdc.co Email should have the subject line “Proposal for EOI for Development of Tourism Project at Kudligi, Ballari District, Karnataka”

Sl. No.	Event Description	Date
8.	Opening of proposals	24.11.2025 , 11:00 hrs or as notified on the KSTDC website
9.	Proposal Validity Period	180 days from the submission deadline
10.	Presentation on proposal	To be notified to eligible Applicants

Please note: Any updates or changes to this schedule will be posted on the KSTDC website (www.kstdc.co) and communicated via email.

4. Purpose of this EOI

- 4.1. The primary purpose of this EOI is to explore potential tourism concepts for the specified project site. It is an information-gathering and engagement exercise, not a formal request for a binding offer.
- 4.2. The objectives are to:
- Identify a diverse range of high-quality and sustainable tourism project proposals.
 - Engage with potential proponents to understand their vision, capabilities, and requirements.
 - Gather inputs that will inform KSTDC's feasibility assessments and the subsequent formulation of detailed Request for Proposals (RFPs).
- 4.3. This EOI process will not result in the direct award of a contract. However, participation is encouraged, as KSTDC may, at its discretion, invite respondents for further consultations or consider them for empanelment for future projects.

5. Important Disclaimers

- 5.1. Applicants should be aware of the following key conditions of this EOI process:
- **Applicant Responsibility:** All information in this EOI is provided for general guidance. Applicants must conduct their own independent investigations and due diligence. KSTDC makes no representation or warranty regarding the accuracy or completeness of the information provided.
 - **Costs:** Applicants are responsible for all costs incurred during the preparation and submission of their proposal.
 - **KSTDC's Rights:** KSTDC reserves the absolute right to cancel, modify, or suspend the EOI process at any time without providing a reason or incurring any liability.
 - **No Binding Obligation:** This EOI is not a formal offer. The receipt of proposals does not create any binding obligation on KSTDC to proceed with any project or applicant.
 - **Use of Information:** By submitting a proposal, the applicant consents to KSTDC using the conceptual information for internal planning, research, and the development of future RFPs.
 - **Jurisdiction:** This EOI process is governed by the laws of India, and the Courts at Bengaluru, Karnataka, will have exclusive jurisdiction over any disputes.

Section 2. Project Site and Overview of Opportunity

This section outlines the details of the project site at Kudligi, Near KKRTC Kudligi Bus Stand, Hosalli road, Kudligi Taluk, Ballari District. The information provided is intended for general guidance. All applicants are required to conduct their own independent due diligence, as KSTDC does not make any representation or warranty as to the accuracy or completeness of the data presented.

1. Key Site Details at a Glance

1.1. Overview of the Project Site

Sl. No.	Category	Details		
1.	Introduction	A Wayside Facility spread over 3 acres, available for development into a modern tourism facility.		
2.	Location	Kudligi, Near KKRTC Kudligi Bus Stand, Hosalli road, Kudligi Taluk, Ballari District, Karnataka - 583135		
3.	Survey No.	411/2		
4.	Total Land Area	3 acres		
5.	Connectivity	• Road: Accessible via NH 50 (about 2 km) and SH 40 (about 4 km). • Air: Nearest Airport: Hubballi [IATA Code HBX] (about 200 km) • Rail: Nearest Railway Station: Hospet (49 km) • Bus: Nearest Bus Station : KKRTC Bus Stand, Kudligi (0.7 km)		
6.	Existing Infrastructure	The site currently has the following infrastructure – • 2 Guest Rooms • Restaurant and Bar • Kitchen • Reception area • Staff Quarters - 1 room • Store Room - 1 • Shops -2 • Two common toilets • Parking space		
7.	Basic Utilities at the Site	Power	Available	
		Water	Available	
		Sewerage	Available	
8.	Google Maps Link	https://maps.app.goo.gl/pfSVmwgKcp6hxQDH8 Coordinates: Latitude:14.883766475568198 Longitude: 76.40035426243101 The location of the Project is as follows		

Sl. No.	Category	Details
		 

1.2. Current Photos of the Project Site

Entrance Area



Exterior view of the property



Interiors of the Building



2. Development Expectations

2.1. KSTDC is seeking proposals that align with the local context and principles of responsible tourism. The proposal should justify why the concept is suitable for this specific site.

2.2. Preferred Project Types

KSTDC is to a broad range of concepts, including but not limited to:

- Accommodation-focused projects (e.g., Resorts, Hotels, Guest Houses, etc.).
- Activity & Experience-focused projects (e.g., Adventure Tourism, Wellness Centres, MICE facilities).

- Wayside Amenities or Tourism Facilitation Centres
- Tourism or Hospitality Skilling Institute
- Integrated projects combining accommodation and activities
- Any other type of tourism project recognized under Karnataka Tourism Policy 2024-29 / Karnataka Tourism Trade (Facilitation and Regulation) Act, 2015

2.3. Partnership Models

KSTDC is open to various structures, such as License, Lease, DBFOT (Design, Build, Finance, Operate, and Transfer), or ROMT (Renovate, Operate, Manage, and Transfer) or any other suitable model. The suitable model shall be considered for the RFP to be released in the future.

3. Site Visit and Additional Information

- 3.1. A formal site visit can be arranged by prior appointment. To schedule a visit or request additional supporting documents (such as site maps and photographs), please contact the General Manager (Administration) via email at gadmin@kstdc.co with a copy to legal@kstdc.co.

Section 3. Preparation and Submission of Proposals

This section outlines the eligibility criteria, required documents, and submission procedure for this Expression of Interest (EOI). Applicants are expected to examine all instructions carefully before preparing their proposal.

1. Eligibility Criteria (Who Can Apply)

1.1. To be considered for evaluation, applicants must meet all of the the following minimum criteria and provide the specified supporting documents –

Sl. No.	Eligibility Criteria	Supporting Documents to be Submitted (all documents to be submitted unless indicated otherwise)
1.	Legal Entity: The Applicant should be one of the following – • Company incorporated in India under The Indian Companies Act, 1956 and subsequent amendments thereto or • Partnership Firm registered under The Indian Partnership Act 1932 • Limited Liability Partnership incorporated under the Limited Liability Partnership Act 2008 • Sole Proprietorship registered under the applicable Shops and Establishment Act	• Application Submission Form at Form A • If the Bidder is a company – - o Copy of Certificate of Incorporation • If the Bidder is a limited liability partnership firm – - o Copy of Registration Certificate • If the bidder is a partnership firm – - o Copy of Registration Certificate • If the Bidder is a Proprietorship – - o Copy of registration documents under applicable Shops and Establishment Act • All Applicants must submit self-attested copies of the following documents – - o Self-attested copy IT Returns for the last completed financial year (FY 2023-24, i.e., AY 2024-25) - o Self-attested copy of PAN card - o Self-attested copy of GST Registration
2.	Years of Experience: The Applicant should have been in existence for at least 3 years as on date of notice inviting EOI.	• Application Submission Form at Form A
3.	Relevant Experience: The Applicant should have experience in project conceptualization / planning / advisory or project development or project operation & maintenance / management that would be relevant to their undertaking the proposed project.	• Application Submission Form at Form A
4.	Not Blacklisted / Barred: The Applicant should not have been blacklisted / barred by any Central Government or State Government or PSU and should not be involved in any major litigation that may affect or compromise the delivery of service required.	• Application Submission Form at Form A
5.	Power of Attorney: The Applicant must submit a duly executed Power of Attorney / Letter of Authority in	• Duly executed Power of Attorney or Letter of Authority in favour of the Authorized Signatory of the Applicant or

Sl. No.	Eligibility Criteria	Supporting Documents to be Submitted (all documents to be submitted unless indicated otherwise)
	favour of the Authorized Signatory of the Applicant or a Copy of Board Resolution duly authorizing the Authorized Signatory of the Applicant for signing this bid.	a Copy of Board Resolution duly authorizing the Authorized Signatory for signing this bid. Suggested format is provided at Form C .
6.	Conceptual Project Proposal: The Applicant must submit a project proposal as a part of their application. The table of content shall be as per Form B . The proposal shall be assessed by the evaluation committee for being suitably responsive to the project objectives.	• Proposal Report in format at Form B.

NOTE:

1. Financial Year (FY) covers the period from 1st April of a calendar year to 31st March of the next calendar year.
2. For Projects where the Applicant has worked as a consortium member or as a part of a joint venture, the Applicant shall substantiate the role of the firm in the project. The Client reserves the right to request any further supporting documents from Applicants.
3. KSTDC shall be free to make enquiries from previous clients of the Applicant about the work, conduct, performance, quality of service and such other related general enquiries about the Applicants. The Applicant shall have no objection to the Client making such enquiries from their existing / past clients.
4. KSTDC may request for additional supporting documents during the assessment process.

2. Submission of Application (Application Package)

2.1. The complete application must be submitted as PDF files by email to the notified email address.

2.2. The application package must contain the following components in order –

1. **Form A: Application Submission Form** providing applicant information declarations, and experience
2. **Form B: Conceptual Project Proposal** outlining the project concept
3. **Form C: Power of Attorney** in the prescribed format (if applicable)
4. **Supporting Documents** including –
 - a. Self-attested copy IT Returns for the last completed financial year (FY 2023-24, i.e., AY 2024-25)
 - b. Self-attested copy of PAN card
 - c. Self-attested copy of GST Registration
 - d. Registration documents for Company / LLP / Partnership Firm / Sole Proprietorship
5. **Form D: Comments and Suggestions on Project and on Data, Services, and Facilities** to be provided by the Client (optional)

3. Submission Details

- Submission Deadline: Proposals must be received by the date and time specified in Section 1 Clause 3. Late submissions will not be considered.
- Submission Method: Proposals must be submitted via email.
- Email Address, Clarifications, Proposal Validity: As noted in Section 1 Clause 3.

Section 4. Proposal Evaluation and Next Steps

The review process is intended to identify proposals that are comprehensive, innovative, and aligned with KSTDC's objectives, rather than to rank them for a direct contract award.

1. Review Process

- 1.1. All proposals will first be reviewed against the eligibility criteria outlined in Section 3 Clause 1.
- 1.2. **Grounds for Disqualification:** A proposal may be disqualified at any stage if the applicant has:
 - Submitted false or misleading information.
 - Failed to provide required supporting documents.
 - Been blacklisted or barred by a government agency or PSU.
 - Is involved in major litigation that could affect project delivery.
- 1.3. Proposals that meet the eligibility requirements will be holistically assessed based on the quality and potential of the submitted Proposal Report.
- 1.4. Based on the merit of the initial proposals, selected applicants will be invited to present their concepts to an Assessment Committee formed by KSTDC.

2. Presentation on Proposal

- 2.1. The presentation and subsequent discussions are intended to provide a deeper understanding of the proposed project and the applicant's capabilities.
- 2.2. **Evaluation Criteria:** The presentations will be assessed on a total of 100 marks, based on the following key parameters:
 - **Applicant's Experience and Capacity (25 marks):** Credentials, relevant experience, and financial capacity to undertake the project.
 - **Project Concept (25 marks):** The clarity, feasibility, and alignment of the project idea with KSTDC's objectives.
 - **Market Viability (20 marks):** Understanding of the target market, revenue potential, and marketing plan.
 - **Approach and Methodology (20 marks):** The proposed implementation plan, operational model, and indicative investment details.
 - **Outputs and Success Metrics (10 marks):** Clearly defined project outputs and measures of success.
 - **Inputs and Support Required for KSTDC (no marks)**
- 2.3. **Qualification:** Applicants who score 65 marks or higher in the technical presentation will be considered for further engagement with KSTDC.

3. Outcome and Future Process

- 3.1. Participation in this EOI is an exploratory exercise and does not guarantee a contract award. The insights gained will inform KSTDC's internal planning and the potential formulation of a future Request for Proposal (RFP).
- 3.2. **Potential Outcomes:** Applicants whose proposals are found to be of significant interest may be:
 - Invited for further consultations to refine their concepts.
 - Considered for empanelment for future KSTDC tourism projects.
 - Notified of any future RFP for which they may be eligible.

- 3.3. **Future Steps:** KSTDC reserves the right to proceed with any project through an open tendering process, independent of this EOI. There is no obligation for KSTDC to select any applicant for subsequent stages.
- 3.4. **Confidentiality:** Information relating to the evaluation of proposals will not be disclosed to other applicants. KSTDC will treat commercially sensitive information with due consideration, subject to the provisions of applicable laws.

Form A: Application Submission Form

(On the letterhead of the Applicant)

[Location, Date]

FROM:

(Name of the Applicant)
(Address of the Applicant)

TO:

Managing Director,
Karnataka State Tourism Development Corporation Limited,
5th Floor, Indhana Bhavan,
Race Course Road,
Bengaluru – 560069

Dear Sir / Madam

Subject: Proposal for “Expression of Interest for Inviting Proposals for Development of Tourism Project at Kudligi, Ballari District, Karnataka”

Having examined the Expression of Interest document (EOI no: KSTDC/ROMT/01/2025-26) and all relevant documents, we hereby submit our Proposal for the development of a tourism project at Kudligi, Ballari District, Karnataka.

We acknowledge that this EOI is for the purpose of inviting tourism project concepts to enable KSTDC to gather inputs for future planning and will not result in a direct award of a contract.

Part 1: Details of the Applicant

Sl. No.	Particulars	Details
1.	Applicant Details	
a.	Name of Applicant Entity	
b.	Country of Incorporation	
c.	Date of Incorporation and / or Commencement of Business	
d.	Nature of Legal Entity	Select as applicable – ☐ Public Limited Company ☐ Private Limited Company ☐ Partnership Firm ☐ Limited Liability Partnership ☐ Proprietorship ☐ Others, i.e., _____ (please specify)
e.	Entity registration details with the supporting documents	Registration number: _____ Date of registration: _____ Registering authority: _____ <i>If the Applicant is a company –</i> ☐ Enclosed self-attested copy of Certificate of Incorporation <i>If the Applicant is a limited liability partnership –</i>

Sl. No.	Particulars	Details																								
		[] Enclosed self-attested copy of Registration Certificates <i>If the Applicant is a partnership firm–</i> [] Enclosed self-attested copy of Registration Certificates <i>If the Applicant is a sole proprietorship –</i> [] Enclosed self-attested copy of Registration Certificate under Shops and Establishment Act																								
f.	Brief description of Entity including details of its main lines of business and proposed roles and responsibilities in this Project																									
g.	Registered Office Details	Address: Contact Person: Mobile: Phone: Email: Fax:																								
h.	Branch/Regional Office Details <i>(to be provided for all offices relevant for undertaking the proposed Project)</i>	<table border="1"> <thead> <tr> <th>Sl. No.</th><th>Branch / Regional Office Name</th><th>Address</th><th>Contact Person and Designation</th><th>Phone / Mobile</th><th>Email</th></tr> </thead> <tbody> <tr> <td>1</td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <td>2</td><td></td><td></td><td></td><td></td><td></td></tr> <tr> <td>3</td><td></td><td></td><td></td><td></td><td></td></tr> </tbody> </table>	Sl. No.	Branch / Regional Office Name	Address	Contact Person and Designation	Phone / Mobile	Email	1						2						3					
Sl. No.	Branch / Regional Office Name	Address	Contact Person and Designation	Phone / Mobile	Email																					
1																										
2																										
3																										
i.	Details of the Authorized Signatory for the proposal	Name: Designation: Address: Phone: Email:																								
j.	Details for individual(s) who will serve as Point of Contact	Name: Designation: Mobile: Phone: Email:																								
k.	PAN Details	Number: Enclosed self-attested copy: [] Yes [] No																								
l.	GST Details	Number: Enclosed self-attested copy: [] Yes [] No																								
m.	Income tax Returns	Enclosed self-attest copy of IT Returns for the last completed Financial Year (FY 2023-24, i.e., AY 2024-25): [] Yes [] No																								
2.	Experience and Credentials of the Applicant																									
a.	Total number of years of experience:	___ years ___ months																								
b.	Years of experience in development of travel, tourism, hospitality, or infrastructure projects	___ years ___ months																								

Sl. No.	Particulars	Details				
c.	Projects where Applicant has undertaken similar projects	Sl. No.	Name of Project	Name of Client (if applicable)	Location where Project is Undertaken	
		1				
		2				
		3				
		4				
		5				
d.	Relevant certifications for undertaking the Proposed Project	Sl. No.	Name of Certification	Certifying Institute / Organization	Date of Issue	Date of Validity
		1				
		2				
		3				
		4				
		5				

Part 2: Applicant's Relevant Experience

Applicant should provide details of relevant services and projects carried that best illustrate qualifications and relevant experience and capabilities for undertaking the proposed project.

1. Experience in Project Conceptualization / Planning / Advisory

Sl. No.	Name of Project	Client (if applicable) / Self-Initiated	Brief Description of Applicant's Role	Location of Project	Start Date (Month, Year)	End Date (Month, Year)
1.						
2.						
3.						

Add additional rows as required.

2. Experience in Project Development

Sl. No.	Name of Project	Client (if applicable) / Self-Initiated	Brief Description of Applicant's Role	Location of Project	Start Date (Month, Year)	End Date (Month, Year)
1.						
2.						
3.						

Add additional rows as required.

3. Experience in Project Operation & Maintenance / Management

Sl. No.	Name of Project	Client (if applicable) / Self-Initiated	Brief Description of Applicant's Role	Location of Project	Start Date (Month, Year)	End Date (Month, Year)
1.						
2.						
3.						

Add additional rows as required.

Part 3: Declarations

We hereby undertake and declare the following:

- All information and accompanying documents provided in this Proposal are true and correct copies of their respective originals.
- We shall make available any additional information required by KSTDC to supplement this Proposal.
- We have no reservations regarding the EOI Documents, including any addenda issued.
- We have not been blacklisted or barred by the Government of Karnataka, any State/Central Government department, or Public Sector Undertaking.
- We are not involved in any major litigation that may affect or compromise the delivery of services required.
- We have no conflict of interest that would prevent us from participating in this EOI process.
- This offer shall remain valid for 180 (One Hundred and Eighty) days from the Proposal Due Date.
- We understand that KSTDC may cancel this process at any time and is not bound to accept any proposal it receives.

Our Proposal is binding upon us and subject to the modifications resulting from subsequent consultations.

We understand you are not bound to accept any Proposal you receive. We remain,

Yours sincerely,

Authorised Signatory:

Name and Title of Signatory:

Name of Applicant:

Form B: Conceptual Project Proposal

A concise report outlining the project concept, structured as follows:

- Section 1: Executive Summary & Applicant Profile.
- Section 2: Project Concept & Market Opportunity.
- Section 3: Implementation & Financial Outline.
- Section 4: Envisioned Partnership & Support Required.

Form C: Power of Attorney of Authorised Signatory

(* To be executed on appropriate non-judicial stamp paper)

Know all men by these presents, we..... (Name of Applicant company / LLP / firm / proprietorship and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr/Ms (name), son/daughter/wife of and presently residing at, who is presently employed with us and holding the position of, as our true and lawful attorney (hereinafter referred to as the "Authorized Signatory") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our proposal in response to the expression of interest EOI no. dated) **"Expression of Interest for Inviting Proposals for Development of Tourism Project at Kudligi, Ballari District, Karnataka"** issued by the Karnataka State Tourism Development Corporation Limited (the "Client") including but not limited to signing and submission of all proposals / applications, bids and other documents and writings, participate in pre-application conferences and other meetings, providing information / responses to the Client, representing us in all matters before the Client, signing and execution of all contracts and undertakings consequent to acceptance of our bid, and generally dealing with the Client in all matters in connection with or relating to or arising out of our bid for the said EOI and any subsequent engagement or discussions, including any award thereof to us.

AND we hereby agree to ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorized Signatory in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE,, THE ABOVE NAMED IN PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS DAY OF, 20.....

For

.....
(Signature, name, designation and address)

Witnesses:

- 1.
- 2.

(Notarised)

Accepted

.....

(Signature)

(Name, Title and Address of the Authorized Signatory)

Notes:

- The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executants(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.
- Wherever required, the Applicant should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.
- In case of a Partnership firm, the Power of Attorney must be signed by all partners, or by the partner duly authorized by the other partners through a specific Power of Attorney/Partnership Deed

Form D: Comments and Suggestions on Project and on Data, Services, and Facilities to be provided by the Client

Applicants are encouraged to use this form to provide any constructive comments or suggestions on KSTDC's overall initiative to promote tourism through this EOI, or on the EOI process itself. You may also list any broad queries regarding KSTDC's assets or tourism development policies that are not specific proposal clarifications

On the Terms of Reference:

- 1.
- 2.
- 3.
- 4.
- 5.

On the Data, Services, and Facilities to be provided by the Client

- 1.
- 2.
- 3.
- 4.
- 5.

Other Comments and Suggestion

- 1.
- 2.
- 3.
- 4.
- 5.

Authorised Signatory: _____

Name and Title of Signatory: _____

Applicant's Name: _____